

# WHAT ARE THE MAIN CHANGES THAT TSPs WILL EXPERIENCE UNDER eIDAS2?



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*Moderated by Evgenia Nikolouzou (ENISA)*  
*Panel discussion : 15:40 – 16:30 EEST*

# SWOT – PANEL: WHAT ARE THE MAIN CHANGES THAT TSPS WILL EXPERIENCE UNDER eIDAS2?

## Strengths

- Strong legacy of over 20 years of QTSP existence
- Good understanding of the legislative framework
- Good understanding of the overall context of Trust Services
- Legacy in operating in heavily regulated environments
- Knowledgeable staff and expertise on all domains
- Most technologies and solutions are already present
- Already existing international network
- Solid financial backgrounds
- Strong & secure operations

## Weaknesses

- Large organizations may lack flexibility and can be slow to react
- Unclear objectives for international expansion
- Organization operational structure needs streamlining
- Lack of interoperable products for international markets
- Some technologies are still missing e.g. Remote ID Verification
- National brands are less known internationally
- Slower rate of product development than market evolution
- Low international visibility of cross-border trust services
- Low interoperability levels
- Fragmented national regulations

## Opportunities

- New eIDAS framework provides for more harmonization
- Interoperability is promoted by eIDAS2.0
- International and Cross-border operations become easier
- New services will be introduced e.g. EUDI Wallet, QEAA
- SME markets provide opportunity for growth
- Private use is on the rise
- EU Regulatory & Standardization framework is a de facto benchmark for markets outside of EU e.g. Middle -East, Africa
- Non-EU markets open to be able to connect to Europe's digital economy

## Threats

- Complex regulatory & standardization framework
- Lack of predictable business models
- Lack of streamlined cross-border requirements
- Reduced innovation due to uncertainty of revenue streams
- National governments enter into previously private serviced areas
- Quick market evolution allowing for very short times to adapt
- Wrong business models chosen for investment
- Long-term revenue realization times (3-5 years)
- Overregulation due to individual interpretation of the regulatory framework by national governments
- Uncertain government vs QTSP cooperation