

# EU CYBERSECURITY MARKET

## CALL FOR APPLICATIONS FOR THE SELECTION OF MEMBERS OF AN ENISA AD HOC WORKING GROUP ON THE EU CYBERSECURITY MARKET

### 1. INTRODUCTION

Securing network and information systems in the European Union has been deemed as a key objective in an effort to keep the EU functional and secure; failure to do so could have far reaching consequences to citizens trust, the industry and public administration alike. Regulation (EU) 2019/881<sup>1</sup> (referred to as CSA in the rest of this document) has further bolstered the role of ENISA and, with the view of *ensuring the proper functioning of the internal market*, the CSA foresees a number of actions to proactively assess cybersecurity market trends in the EU.

Actions foreseen in the CSA include the following:

- the performance and dissemination of *regular analyses of the main trends in the cybersecurity market on both the demand and supply sides* (Article. 8.7 CSA), and
- the development and maintenance of a *'market observatory' by performing regular analyses and disseminating information on the main trends in the cybersecurity market, on both the demand and supply sides*" (Recital 42 CSA).

<sup>1</sup> <https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX:32019R0881>, Regulation (EU) 2019/881 of the European Parliament and of the Council of 17 April 2019 on ENISA (the European Union Agency on Cybersecurity) and on information and communications technology cybersecurity certification and repealing Regulation (EU) No 526/2013 (Cybersecurity Act).



To further cover the EU cybersecurity market as foreseen in the CSA, ENISA seeks the involvement and support of stakeholders to contribute to the comprehensive coverage of ENISA outputs with suitable advice and expertise concerning, important aspects thereof.

## 2. BACKGROUND OF THE AD HOC WORKING GROUP

Regulation (EU) 2019/881<sup>2</sup>, Article 20, stipulates that the Executive Director of the EU Agency for Cybersecurity may set up ad hoc working groups composed of experts, including experts from the Member States' competent authorities, where necessary and within ENISA's objectives and tasks. Ad hoc working groups provide ENISA with specific advice and expertise. Prior to setting up an ad hoc working group, the Executive Director of ENISA shall inform the Agency's Management Board.<sup>3</sup>

Along these lines, ENISA seeks to interact with a broad range of stakeholders for the purpose of collecting input on:

- **Generic knowledge of market parameters** such as: factors affecting demand and supply, pricing, time to market and product life-cycle issues, supply-chain issues, management of innovation, any relevant societal, legal, economic, policy and regulatory aspects, etc.
- **Knowledge of digital market legislation and regulatory initiatives** at the Member States, EU and global levels, such as: national and international market regulation practices, research and development frameworks, activities of national and international associations, role of international organisations, etc.
- **Market trends affecting important emerging sectors of digitalisation** such as: (inter)connected devices, IoT, 5G, AI, Industry 4.0, privacy enabling technologies, eHealth, smart everything, virtualisation, disruptive technologies, etc.
- **Market assessment and market analysis** methods such as: business impact assessments, development of market/product taxonomies, risk/threat landscaping, technology maturity assessments, gap analysis, assessment of emerging technology trends, strategic analysis, analysis of risks and opportunities (e.g. through SWOT, PESTLE), etc.
- **Knowledge on Cybersecurity requirements emerging from various sectors.** Through their expertise, experts should bring in experience on marketing/purchasing of cybersecurity products, processes and services aiming various industry sectors, reflecting thus both supply and demand in the composition of the group.
- **Definition of cybersecurity market segments** by means of Cybersecurity products, processes and service development.

Skills indicating significant knowledge in the above mentioned areas constitute the main elements that will be used as basis for the selection of ad hoc working group (AHWG) members (see selection criteria in Chapter 11).

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<sup>2</sup> Article 20(4) of Regulation (EU) 2019/881.

<sup>3</sup> Article 20(4) of Regulation (EU) 2019/881.

## 3. SCOPE OF THE AD HOC WORKING GROUP ON THE EU CYBERSECURITY MARKET

The scope of the work of the ENISA Ad Hoc Working Group concerns the analysis of the EU Cybersecurity Market, taking internal and external factors into consideration. While the focus will be on the EU cybersecurity market, the global cybersecurity market may also be considered for instance when addressing the EU dependency on or requirements to market actors outside the EU or in cases concerning interactions of EU-based service providers outside the Digital Single Market.

This AHWG will support ENISA to analyse trends in the cybersecurity market, with a focus on which cybersecurity solutions meet the cybersecurity market needs of the stakeholders.

To support the ENISA activity in the area of cybersecurity market, the AHWG will inter alia:

- Identify significant topics related to cybersecurity market analysis
- Provide guidance on how to analyse these topics in order to achieve the goals of the study
- Discuss and possibly draft opinions, if requested
- Draft reports on specific topics, if requested
- Deliver input to and review documentation related to ENISA projects and outputs in the area of cybersecurity market analysis
- Contribute to the validation of outputs in relation to cybersecurity market;
- Generally advise ENISA in carrying out its tasks in relation to cybersecurity market.

The preliminary estimate of the duration of the ad hoc working group is for up to three (3) years from the kick off date of this working group to 31 December of the third year, i.e. 31 December 2024; any further extensions of the mandate of this ad hoc working group are possible, if the scope of the work requires an extended engagement of the AHWG and there is suitable authorisation thereto.

ENISA may terminate this AHWG before its foreseen duration comes to an end.

The first year this ad hoc working group will support ENISA in the development of the work pertinent to the Output “7.1. Market analysis on the main trends in the cybersecurity market on both the demand and supply side”, as foreseen in the ENISA Single Programming Document 2021-2023<sup>4</sup> under Activity 7 which aims to “Improve conditions for the functioning of the internal market” and “Foster a robust European cybersecurity industry and market”. Further designations will be provided on the basis of the evolution of the annual work programme.

ENISA aims in particular to define an EU cybersecurity market analysis framework and carry out an analysis of the connected devices cybersecurity market segment (which will serve as a ‘proof of concept’). The guidance of the AHWG will be sought in relation to this framework. In the AHWG meetings, presentations and discussion on the structure and content of the final report will be held. Both ENISA experts and possible contractor(s) working for ENISA will present drafts/proposals of the achieved content to be discussed. Input of AHWG members will be included in the project documentation, as deemed appropriate. In a series of reviews of intermediate project results, the experts involved will have the opportunity to communicate their comments.

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<sup>4</sup> <https://www.enisa.europa.eu/publications/corporate-documents/enisa-single-programming-document-2021-2023>

## 4. APPOINTMENT OF MEMBERS AND OBSERVERS

The members of the AHWG shall be appointed ad personam by the Executive Director of ENISA from a list of suitable applicants duly selected in line with this call and shall act independently and in the public interest.

If there are more suitable candidates than the number of members needed for the AHWG, a reserve list of candidate members will be established.

Should members no longer be able to contribute effectively to the group's deliberations, or should members in the opinion of ENISA not comply with the conditions set out in Article 339 of the Treaty on the functioning of the European Union or should members resign or become otherwise indisposed, they shall no longer be invited to participate in any meetings of the AHWG and may be replaced by a candidate member from the reserve list for the remaining duration of the AHWG. A candidate from the reserve list would be appointed by the Chair of the AHWG.

ENISA plans to initially select an initial number of members (up to 15 members). Depending on the needs and the perceived requirements of this AHWG to carry out its duties, ENISA may further draw more members from the reserve list, up to the maximum authorised number.

The selection of members is based on their personal capacity and on the fact that they have a demonstrable skillset in areas indicated in Chapter 2 and Chapter 11 of this document. Strong affinity with the EU market, its market actors, sectors or public authorities are required.

The members are expected to participate actively to AHWG meetings and to contribute to the work of the AHWG. It follows that a time commitment is necessary and prospective members of the AHWG need to make sure that they have such time available and if necessary permission.

### 4.1 CONDITIONS FOR OBSERVERS

Representatives of EU bodies, offices or agencies, standardisation organisations, EU/EEA MS public authorities and international organisations, consumer associations, may be invited to nominate representatives as observers. Such observers generally bear their own expenses.

Observers are not considered as members of the AHWG.

## 5. ORGANISATION OF THE AD HOC WORKING GROUP

ENISA staff will be designated as Chairperson (alternate Chairperson, as appropriate) and Secretariat of the AHWG. The Chairperson may select up to two vice Chairpersons from the group members to support the Chairperson for specific tasks; ENISA staff members are equally eligible to carry out vice Chairpersons task, beyond the above stated number, as appropriate.

The AHWG may have Rapporteur(s) who ensure that draft reports or opinions are prepared, if necessary within a set of time period. The work of the Rapporteur is terminated when the AHWG adopts the report or opinion.

The AHWG may be divided into Work Stream groups or Sub-groups based upon the different areas of work or market segments that will be developed along the project phases. If during the development of the work of the AHWG Work Stream or Sub-groups are deemed necessary, AHWG members will be invited to participate in the Work Stream or Sub-group on the basis of their interest and expertise. If needed, candidates from the reserve list are invited to a Work Stream or Sub-group to replace those AHWG members that indicated to leave the ad hoc working group.

Each Work Stream or Sub-group may have a rapporteur (with a total up to maximum five rapporteurs of AHWG) who can assist the Chair with editorial, document management and general or coordinating Work Stream or Sub-group management and other associated tasks.

The Vice-Chairs and the rapporteurs are selected from among the members of the AHWG; they are eligible to be remunerated for their services as per the ENISA Financial regulation and they may be reimbursed for their expenses to participate in the meetings according to the ENISA Reimbursement rules.

The membership of an AHWG is generally limited to thirty (30) members. The selection of these members can be rolling and dynamic, depending on the actual needs of the AHWG.

In principle, the AHWG shall convene online, in ENISA premises or as otherwise decided on a proposal of the Chair. The bulk of the work would be carried out remotely; conference calls or video conferencing are permitted and encouraged for exchanges between members and among subgroups or Work Streams. Support and planning will be provided by ENISA as appropriate.

ENISA shall ensure interaction and or consultation with the other ENISA advisory bodies, and or other stakeholders throughout the lifespan of the AHWG as appropriate.

A minimum of 4 meetings per calendar year are foreseen and, in addition to the meetings, a minimum of four days of active engagement.

## 6. CONFIDENTIALITY AND DECLARATIONS OF INTEREST

The members of the AHWG, as well as invited experts and observers, are subject to the obligation of professional confidentiality according to Article 27 of Regulation (EU) 2019/881. AHWG members are also subject to the conditions of Regulation (EC) No 1049/2001 on access to documents<sup>5</sup>. A statement of confidentiality will be required.

When members of the AHWG are invited to bring forward their views on aspects or topics related to the work of the AHWG, they may need to be able to consult with their organisations or parties related to them outside their organisation to the extent necessary. They likewise need to be able to share information within their organisation or other relevant parties on a need-to-know-basis, unless the information is indicated in writing, or by announcement of the (Vice)-Chair as confidential. Information produced by the AHWG can only be made public upon prior approval of the Chair.

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<sup>5</sup> Regulation (EC) No 1049/2001 of the European Parliament and of the Council of 30 May 2001 regarding public access to European Parliament, Council and Commission documents. Exceptions are intended to protect public security, military affairs, international relations, financial, monetary or economic policy, privacy and integrity of the individual, commercial interests, court proceedings and legal advice, inspections/investigations/audits and the institution's decision-making process.

After ENISA has published the list of appointed AHWG members, AHWG members may disclose their membership in this AHWG to the public and describe the general scope of the work of the AHWG.

The members of the AHWG are subject to the obligations of Article 25 (2) of Regulation (EU) 2019/881. Before the start of the first meeting, each member shall declare in writing, that if there are any interests that might be considered to be prejudicial to their independence in relation to the items on the agenda, he or she shall abstain from participating in the discussion of and voting on such items. This applies only to the topic of the agenda meaning that (additional) participants/AHWG members can fully participate in the meeting related to the remaining topics.

The members of the AHWG are subject to the obligations of Article 27 on *Confidentiality* of the Regulation (EU) 2019/881. Each member of the Ad Hoc Working Group shall comply with the confidentiality requirements of Article 339 TFEU, even after their duties have ceased. Before the start of the first meeting, each member should submit in writing a confidentiality statement. The agenda of the meeting will be provided ultimately 4 working days before the start of the meeting. If an item on the agenda is subject to abstinence of the participation in the discussion the AHWG member concerned will bring this forward without undue delay, and ultimately 2 working days before the start of the meeting.

The signed declaration forms of AHWG members are subject to Article 26 (2) of Regulation (EU) 2019/881 meaning that the Agency is obligated to make the declarations on interest public in a register. Upon the dissolution of the AHWG the declarations of interest of all members will be removed from the public register. If members leave the AHWG before the dissolution of the AHWG, the data will likewise be removed from the public register.

## 7. PERSONAL DATA PROCESSING

Personal data shall be collected, processed and published in accordance with Regulation (EU) 2018/1725. For further information, please refer to the data protection notice that is available as a separate document with the call.

## 8. REIMBURSEMENT OF MEMBERS

Members of an AHWG may be reimbursed for their travel and subsistence expenses. If a member is from a location other than the location required for the provision of services or place of meeting, the following expenses are then eligible:

1. Travel expenses (economy class flight or 1st class train – whichever is more cost effective) from the European country/city in which the contractor is officially registered to another European city.
2. A “per diem” applicable to the country in which the meeting will take place. This allowance is set by the European Commission (download the latest rates from website [https://ec.europa.eu/international-partnerships/system/files/per-diem-rates-20200201\\_en.pdf](https://ec.europa.eu/international-partnerships/system/files/per-diem-rates-20200201_en.pdf)) and it covers all daily living expenses including hotel, meals, local travel etc.
3. No other claims for living or transportation costs will be accepted.

Members may refrain from being reimbursed on the basis of personal or professional considerations; in this case they remain eligible as member.

Representatives of Member States and observers are neither remunerated nor reimbursed, except in duly justified cases, to be determined by the Chair of the AHWG.

## 9. APPLICATION PROCEDURE

Individuals interested are invited to submit their application to ENISA via the dedicated form on the ENISA web site. Applications must be completed in one of the official languages of the European Union. However, applications in English would facilitate the evaluation procedure. If a language other than English is used, it would be helpful to include a summary of the CV and/or the application in English. An application will be deemed admissible only if it is submitted before or on the deadline.

Each applicant must specify whether they apply for full membership as an individual, or they apply for 'observer' status as representative of a potential observer organisation.

### 9.1 DEADLINE FOR APPLICATION

The duly completed applications must be submitted **by 10th September 2021 12:00 noon EET (Athens time zone)**. The date and time of submission will be established on the website upon submission of an application.

## 10. TERMINATION OF THE MANDATE OF THE AD HOC WORKING GROUP AND DISSOLUTION

At the moment the tasks of the AHWG are completed, the end-of-life phase of the ad hoc working group will follow. ENISA reserved the right to terminate the AHWG at any moment if there is not anymore a need for such AHWG.

## 11. SELECTION CRITERIA

ENISA will take the following criteria into account when assessing applications:

- **Relevant competence** (e.g. technical, legal, organisational, in economics or a combination thereof) **indicated through track record and experience in the area of the EU Cybersecurity Market and market analysis**, as set out in Chapter 2 of this document, in particular regarding: generic knowledge of market parameters, social-economic aspects and dynamics in the cybersecurity market, knowledge of digital market developments and the legislation and regulatory initiatives, knowledge related to key market indicators, assessment of trends affecting important emerging sectors of digitalisation, market trends affecting cybersecurity market segments and knowledge on methods for market assessment and market analysis.
- **Ability to deliver technical advice at the tactical level**, including those of scientific or technical nature, on issues relevant to cybersecurity market, including in the above-mentioned areas of relevance for this purpose.
- **Good knowledge of English** allowing active participation in the discussions and in the drafting of related outputs.

ENISA promotes equal opportunities and accepts applications without any concern on grounds of sex, racial or ethnic origin, religion or belief, age or sexual orientation, marital status or family



situation. The composition of the AHWG will strive for gender balance depending on applications likely to be received. Applications from disabled candidates are encouraged.

For a balanced composition of the AHWG ENISA will take into account also other factors such as geographical spread of representation, coverage of different sectors of the classical economy, personal experience, ability to liaise with the target community they represent, balance among selected members to cover both experience in cybersecurity supply (vendors) and demand (users of cybersecurity products, processes and services) and knowledge of the various critical segments and sectors in the market (both demand and supply sides).

The members of ad hoc working groups are selected according to the highest standards of expertise, aiming to ensure appropriate balance according to the specific issues in question, between the public administrations of the Member States, the Union institutions, bodies, offices and agencies, and the private sector, including industry (including SMEs), users, and academic experts in network and information security<sup>6</sup> with knowledge on the functioning of the cybersecurity market.

## 12. SELECTION PROCEDURE

The selection procedure shall consist of an assessment of the applications performed by ENISA as appropriate against the selection criteria mentioned above in this call, followed by the establishment of a list of the most suitable applicants. This selection procedure is concluded with the appointment of the members of the ad hoc working group by the Executive Director of ENISA.

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<sup>6</sup> Article 59 of CSA, Regulation (EU) 2019/881.

