



I.R.C.E.

Institut de Recherche et de Communication sur l'Europe
Le Think Tank des dynamiques européennes

Paris, January 6th 2018

M. Steeve PURSER
Head of Core operation Department
ENISA
P BOX 1309
71001 HERAKLION, GREECE

Dear Steeve

I would like to thank you a new time for your invitation to Bruxelles for the ENISA'S industry Event of last October

I very appreciated the discussion with your team the day before and during the conference day.

As you already know, the Institute for Research and Communication about Europe (I.R.C.E. www.irce-oing.eu), is an independant and international non-governmental and non-political organism, (french association de loi 1901) in France where we are in connexion with the civilian and defense cyber security community but also in Europe.

We work in many fields including defence, security and transport, threw studies, projects, trainings and events with multicultural members so that to propose and to realize ideas and actions into a constructive strategic and operational approach in the goal to find "what can be the best for European general interest".

Please find hereafter some points we discussed and can develop

- 1) I noticed, and already heard during our meeting after the conference at Ecole Militaire in Paris, your wish to create closer relations with France. I agree this point considering notably that France was less represented and can develop it's own solutions with the difficulty to adapt it after in other countries. It's essential to cut the line between civilian and military aspect of cyber security. We just launched plate form to valorize dual innovation and products with ethical financements as well.
- 2) One of our project is to capitalize the return of experience of Estonia for all european countries with a study and a conference at the beginning of 2018. We are in discussion with the estonian embassy in Paris
- 3) We try to have also relations with EU-LISA agency about PNR solutions
- 4) We can help us to identify the positive points and issues about cultural and technical differencies to obtain a SMART certification in each country inside a global and comparative European approach, considering notably experiencies like franco-german label ANSSI/BSI

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- 5) Let us know if questionnaires exist for this certification and if questionnaires exist to test the quality of cyber response in SME. If not, we could help about these points
- 6) About the market, it could be interesting to include European cyber offer in offset counter trade, essentially abroad, with the reality that in defence and high technology market, Europe is not united yet
- 7) Even it's a political aspect and not your job, we spoke about a possible "buy european cyber-act" to reach your vision and your actions to create an European approach
- 8) Cyber and digital strategy could be a real work to facilitate and keep relations between big companies and SME and not only with big companies Start-Up for numerical dependancy and interdependancy
- 9) We can also help ENISA in its strategy and fonctionnement with our specialized consultants
- 10) I or one of my team would be pleased and ready for a potential speech

Please accept my best wishes for this new year

Sincerely yours

François CHARLES
Président



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