



A (Short) Governmental View on IT-Security in Germany

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Tokyo, 27. October 2004



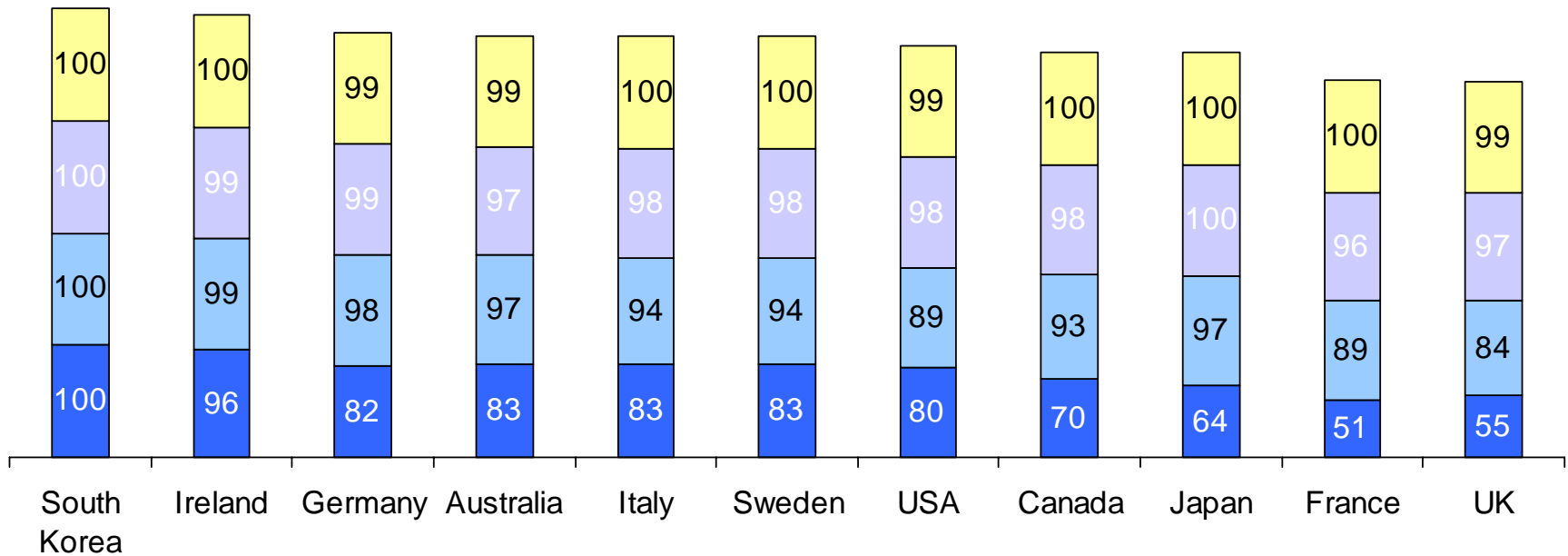
First of all...
...**without** IT-security there is **no** E-Business
(and E-Society, E-Decmocracy etc) ...



On the one Hand: IT spreads in Germany (and worldwide)...

Worldwide: Internet usage in enterprises by number of employees in selected countries in percent*, 2003

■ 0-9 employees ■ 10-49 employees ■ 50-249 employees ■ 250+ employees

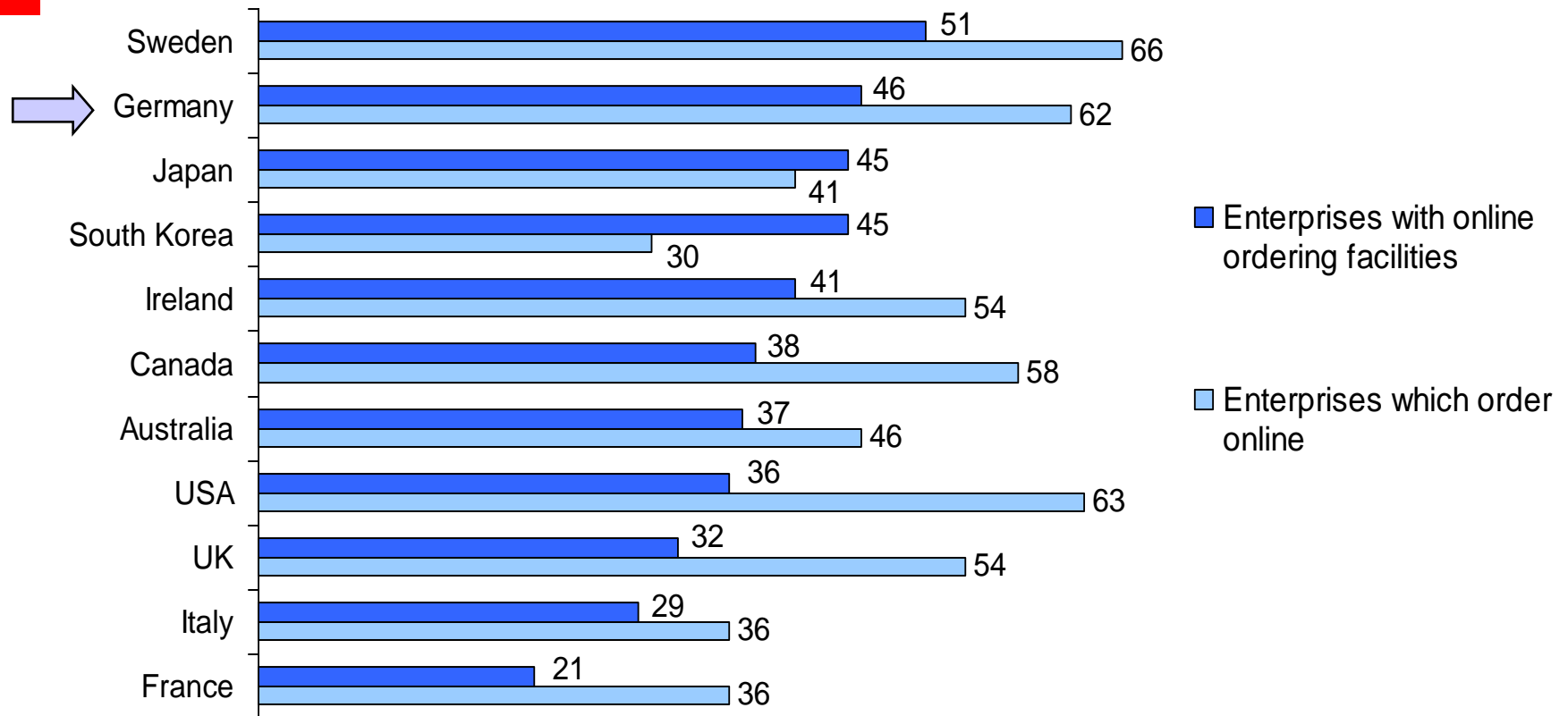


* All enterprises weighted by number of employees

Department of Trade and Industry, 2003



Worldwide: E-Commerce activities of enterprises in selected countries in percent* 2003



* All enterprises weighted by number of employees

Department of Trade and Industry, 2003

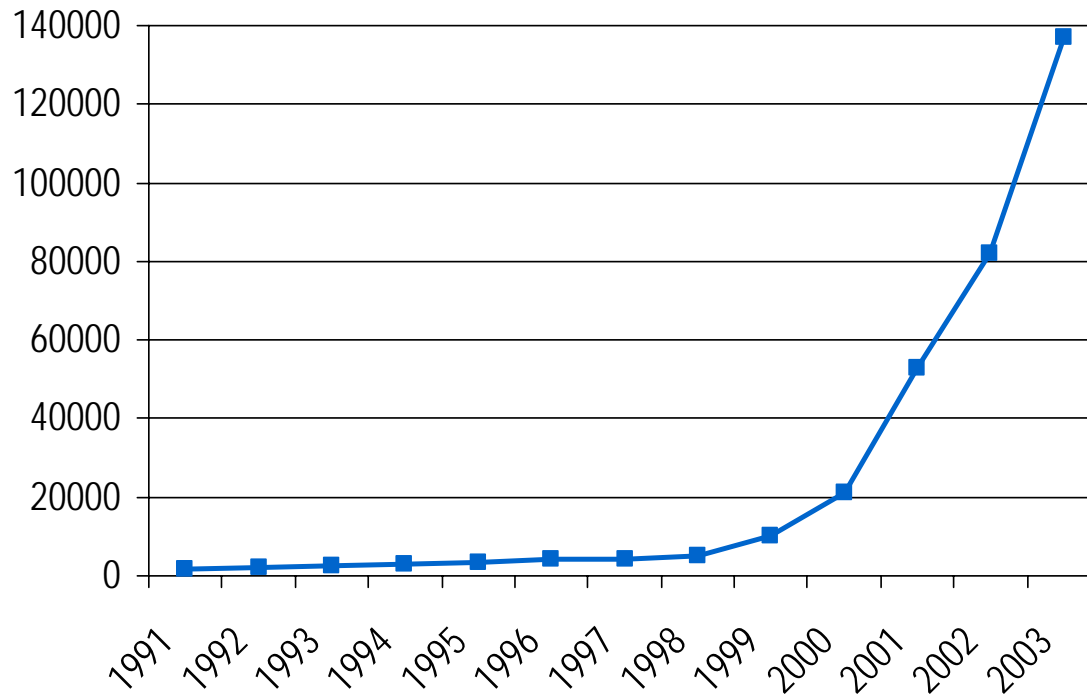


- Internet use: increase to **75 %** of population by **2005**
- Broadband: **20 million** broadband lines by **2010**
- Mobile telecommunication: **80 %** of population by **2005**
- Federal Government online: Online provisions of all 440 internet capable services by **2005**
- Establishment of 20 model local e-governments („transfers governments“) by **2005**
- Launch of the virtual employment market by **2005**
- ...

*Action Programme by the Federal Government „Information Society 2006“

On the other hand: attacks multiply...

International reported security incidents:



Source: www.cert.org



- Annual doubling of registered security vulnerabilities and incidents*
- 70 % of the companies already had virus incidents
- 36 % of the companies announced a loss of data with economic consequences
- 20 % of the companies noticed DoS-attacks or unauthorised accesses
- 9.1 % of all e-mails which are sent are contaminated with a virus**

*Bitkom 2001

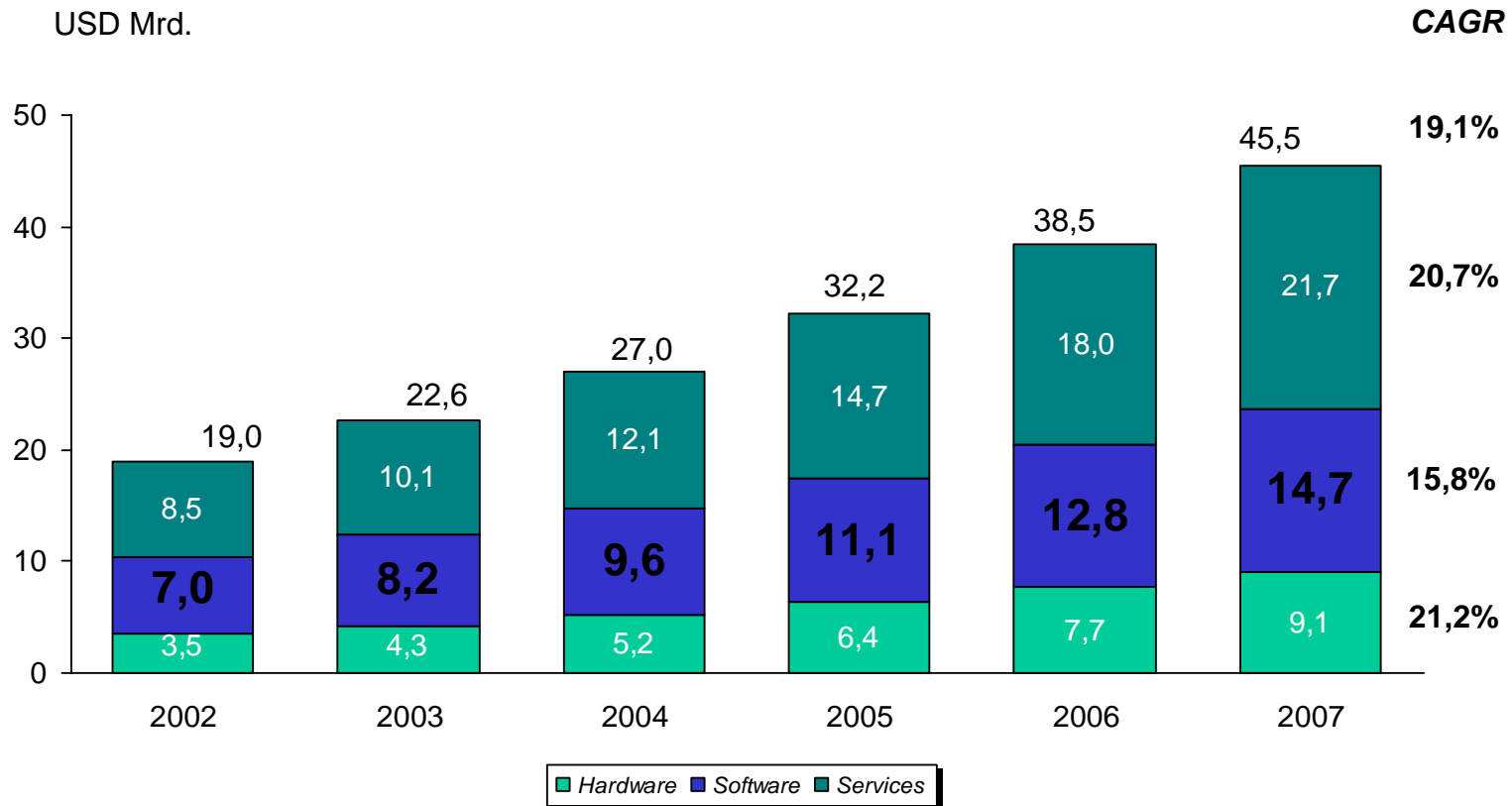
**Message Labs 2004



Secondly and therefore...
...IT-security is a (increasing) **business**

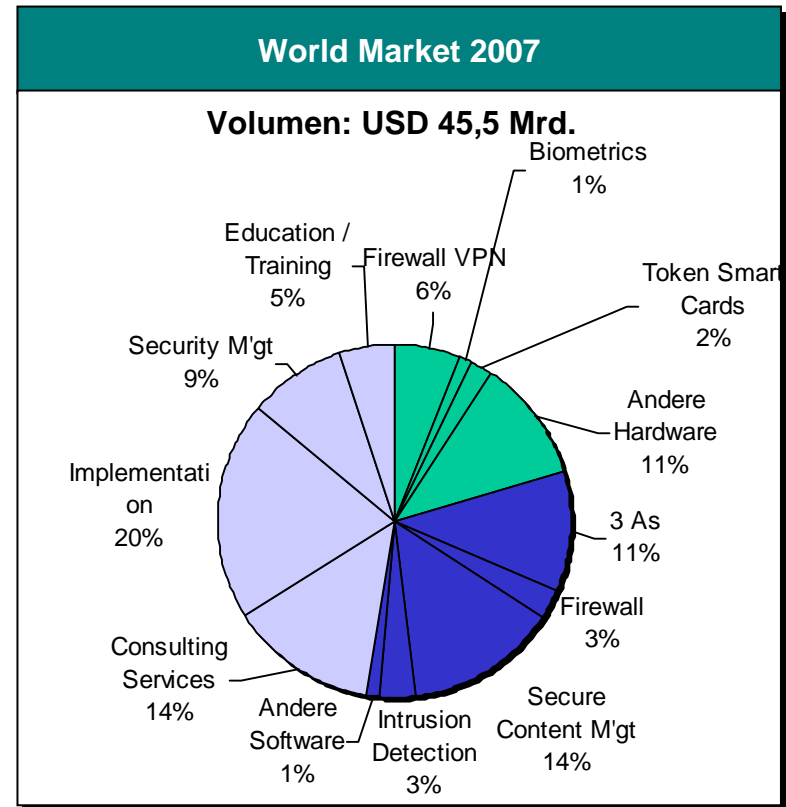
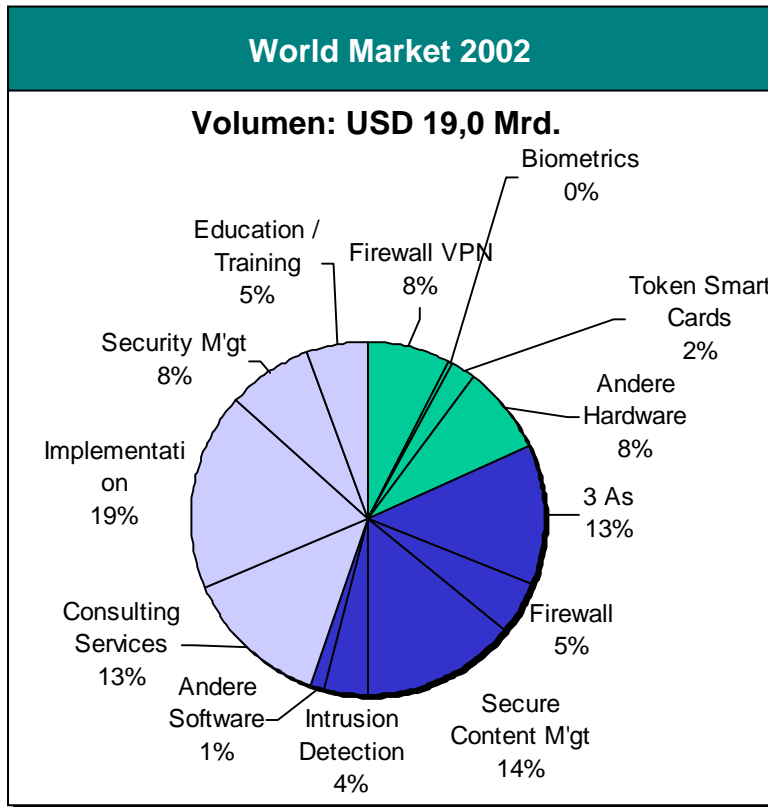


Global revenues IT security 2002 - 2007

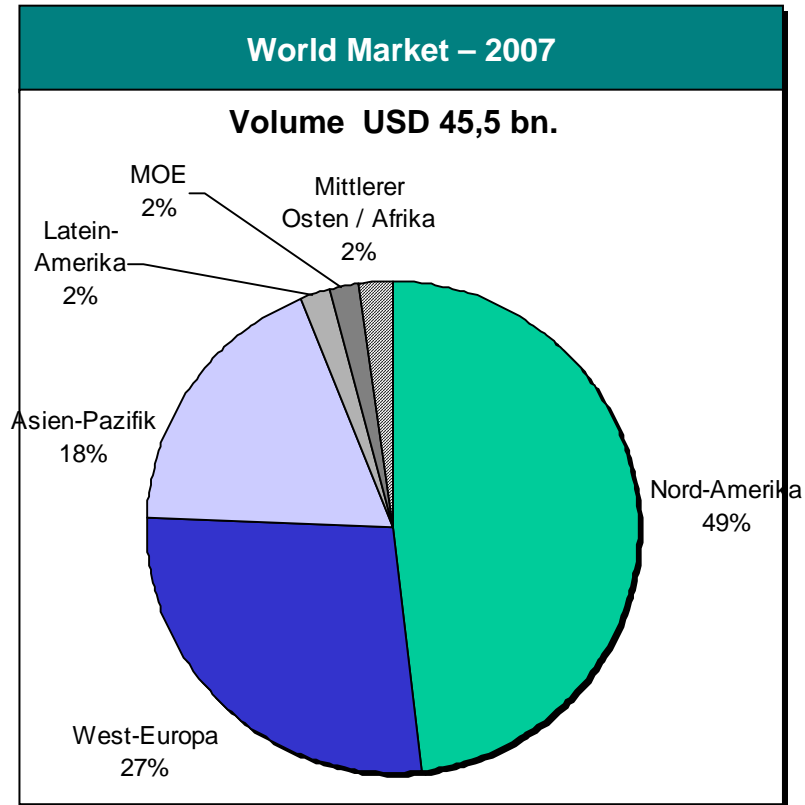
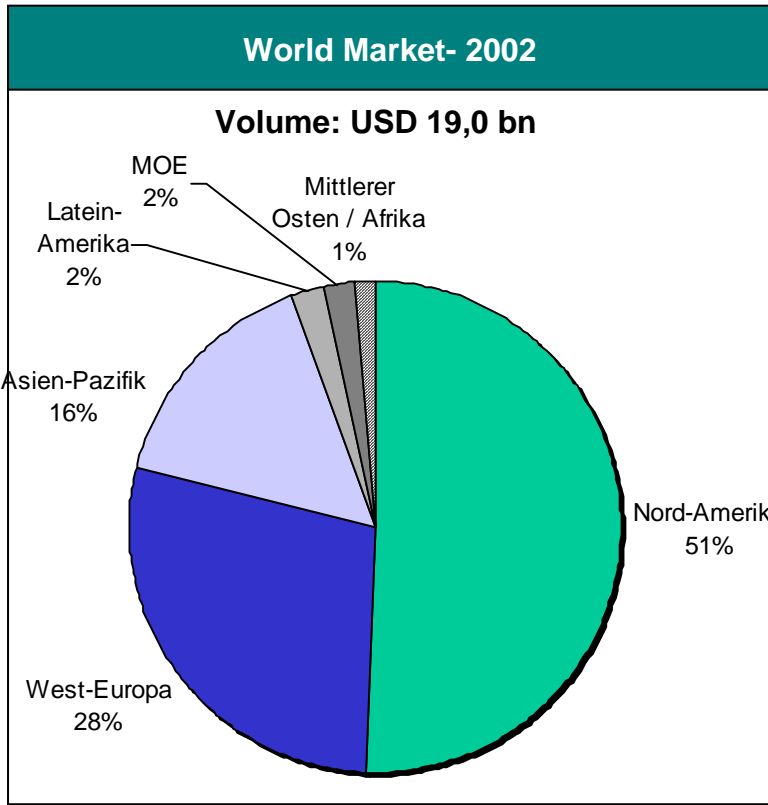




By product categories 2002 - 2007



	Hardware				Software				Services				
	Firewall VPN	Biometrics	Token Smart C.	Andere Hardw.	3 As	Firewall	Sec. Content M'gt	Intrusion Detection	Andere Softw.	Consulting Services	Implementation	Security M'gt	Education Training
CAGR 02-07	14,6%	16,1%	15,0%	28,0%	15,3%	5,8%	18,8%	16,4%	15,8%	20,0%	21,6%	22,1%	16,7%



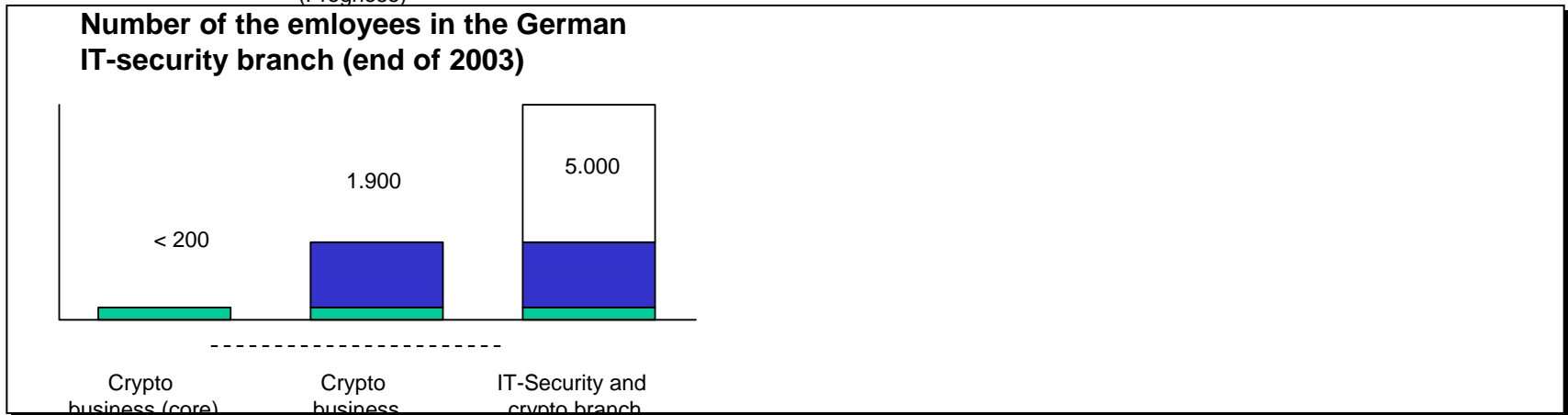
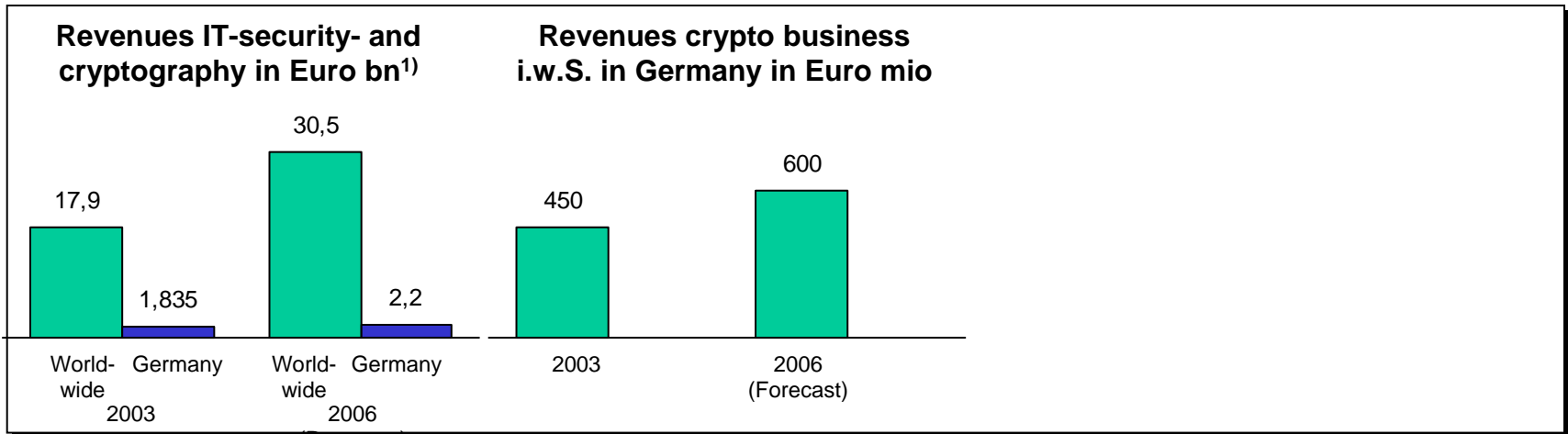
	North America	Western Europe	Asia Pacific	Latin America	MOE	Middle East Africa
CAGR 02-	18,0%	18,4%	22,9%	18,6%	21,3%	19,9%



After all...
**...we are happy, to have a high performance IT-
security branch in Germany**



With 8 % market share of the world market German producers are good positioned





All in all: German core business is laid on high end (quality) products

Products and services of German IT-security producers

	Products									
	Encryption		Network Security		PKI		Smart Cards		Bio-metrics	
	HW	SW	HW	SW	HW	SW	HW	SW	HW	SW
Small enterprises	+	+				+		+		
Medium enterprises	+			+	+				+	+
Big enterprises	+	+	+	+	+					+

Services					
Network Security, IDS	3A	PKI	Smart Cards	Bio-metrics	Spezielle Services
+			+		+
					+
				+	

Cryptographic industries (core)	Market segment		
	High end security	E-Business	Basic security
	E. g. military applications	Digital signatures, PKI, Smart Cards	z.B. network security, virus scanner

Maturity of the product		
Emerging	Maturing	Mature
Biometrie, Mobile IDs	Smart Cards, PKI	IDS, Network Security
+		

	High importance		Medium importance		Low importance
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And...
**...IT-security is rated politically very high in
Germany**



- **„The Federal Government respects the use and free disposability of cryptographic methods as a crucial precondition for the development of e-commerce and will support the spread of secure encryption in Germany*“.**
- **„The ability of German industry to develop and produce secure and high performance cryptographic products is taken as essential to protect the country, its business and society*“**
- **„The Federal Government attaches large importance to international cooperation in the field of IT-security. The Federal Government advocates market driven, open standards and interoperable systems“**

From „Corner Marks“ of the German cryptography policy, June 1999



„...as guarantor for internal security, the state has a role to play in building a secure and trustworthy Internet infrastructure. Today, protecting internal security is inseparably linked to the security of information technology and of the Internet.*“

*Action Programme by the Federal Government, Information Society Germany 2006, 2003



**And from political declarations to the tough practice
Some key elements of German IT-security policy
are...**



...to raise users' motivation to invest in IT-security

- **By giving information and sensitizing (particularly „normal“ citizens and SME's)**
- **By legal measures (e. g. laying down of obligations or liabilities)**



...to improve the transparency of IT-security

- **By evaluation and certification of IT-security products and -systems**
- **by the use of Open Source software**
 - **establishment of a „virtual“ Open Source competence center**
 - **publication of a migration guideline**
 - **...**



...to promote „open standards“ and interoperability for IT-security products and...

- **By public procurement**
 - **SAGA (Standards and Architectures for e-government applications, www.kbst.bund.de)**
 - **OSCI (Online Services Computer Interface, www.osci.de)**
- **by the use of „Open Source“ software**



Domo Arrigato