The importance of the public private partnership

Mr. Timo Kotilainen, chairman, FISC association
@GCSP on the 15th of January

The story of FISC

FISC is a **not-for-profit organisation** with 50 member companies founded in 2012

We have **three main goals**:

- Act as a national hub for PPP
- Support the growth of the industry
- Improve cyber-resilience

With **key governmental agencies** we will conduct and export:

- Studies
- Consultations
- Implementations

Member companies

blancco CERTIFIED DATA ERASURE	OISE	KPMG	T&G SARKKINEN
Capgemini CONSULTING.TECHNOLOGY.OUTSOURCING	Elektrobit	Microsoft	Security Emergency Communications
capricode	ENVAULT CORPORATION	nixu Protecting your business	ssh
CASSIDIAN AN EADS COMPANY	ESPOTEL Advanced Embedded Solutions	nsense	tieto
COMBITECH	Tec Consultants	Patria	TRUSTEQ
CGI	F-Secure	panorama partners Business Driven IAM	UBISECURE
CISCO TOMORROW starts here.	FUJITSU	PROPENTUS IAM UNITED	VTT
CODENOMICON	GRANITE PARTNERS	Redicom	WOT WEB OF TRUST
CYGATE	INSTA	RM5 RM5 Software is part of Efecte	XCURE SOLUTIONS
Deloitte.	intel Security	Santa Monica Networks	ymon
DELTAGON securing confidentiality	invisian		2NS Second Nature Security
BFENCE YOUR FIRST LINE OF DEFENSE	Jetico		

Finland is trustworthy, open and competent cyber security nation

1. One of the cleanest networks on the globe
2. Strong cyber security industry
3. Well functioning Public Private Partnership
4. Strong IT technology base
5. High investments in research
6. Privacy guaranteed by constitution
7. Very low corruption rate

Basic motivation for the Cyber PPP

Authorities

Academia

Security companies

Target organizations

80%

of the cyber security resources are in the private sector

Is the Public Private Partnership INCREASINGLY important?

- The private sector is the implementation vehicle and platform for the nation wide cyber resilience

  AND

- The role of Internet Economy grows and the value moves from physical things to software and mostly to private companies
- And this phenomena will increasingly touch all areas of life with Big Data, Cloud, Industrial Internet, IoT and IoE.

PPP is facing a growing challenge

1. With the growing maturity of the exploit business the tools become increasingly advanced and available for all
2. The digitalization of the businesses and society increase the attack surface
(Open Data, X-Road, e-Health, e-Government, e-Commerce,,,)
3. The competition of resources will increase
4. A comprehensive protection requires alignment of preparedness planning over sector boundaries
5. The creation of legislation and regulation is typically not having the speed of Internet Economy
6. There is an increasing complexity and widening gap in understanding

How does private sector look like?

1. The volume of the deliverables is globally abt. 60 Beur, growing 9-10% p.a.

2. 50% of the volume relates to services. Often produced locally but also increasingly from cloud. Role and need of deep competences will remain.

3. US based companies are in a dominant role. And large defense companies have a strong foothold in the military grade segment.

4. There are lot of technology companies, lot of innovation but many times not visible to the large market and known by decision makers. Nor getting through the purchase organizations!

Based on our experience

1. Bring the experts together and build a community– there is a need for hub or platform to stimulate collaboration. Cyber Security Center with open interfaces?

2. Share the situation awareness, preparedness planning, incident management and build a border crossing feedback loop

3. Strategic national industries and competences need to be nurtured - does the regulation of public procurements support this?

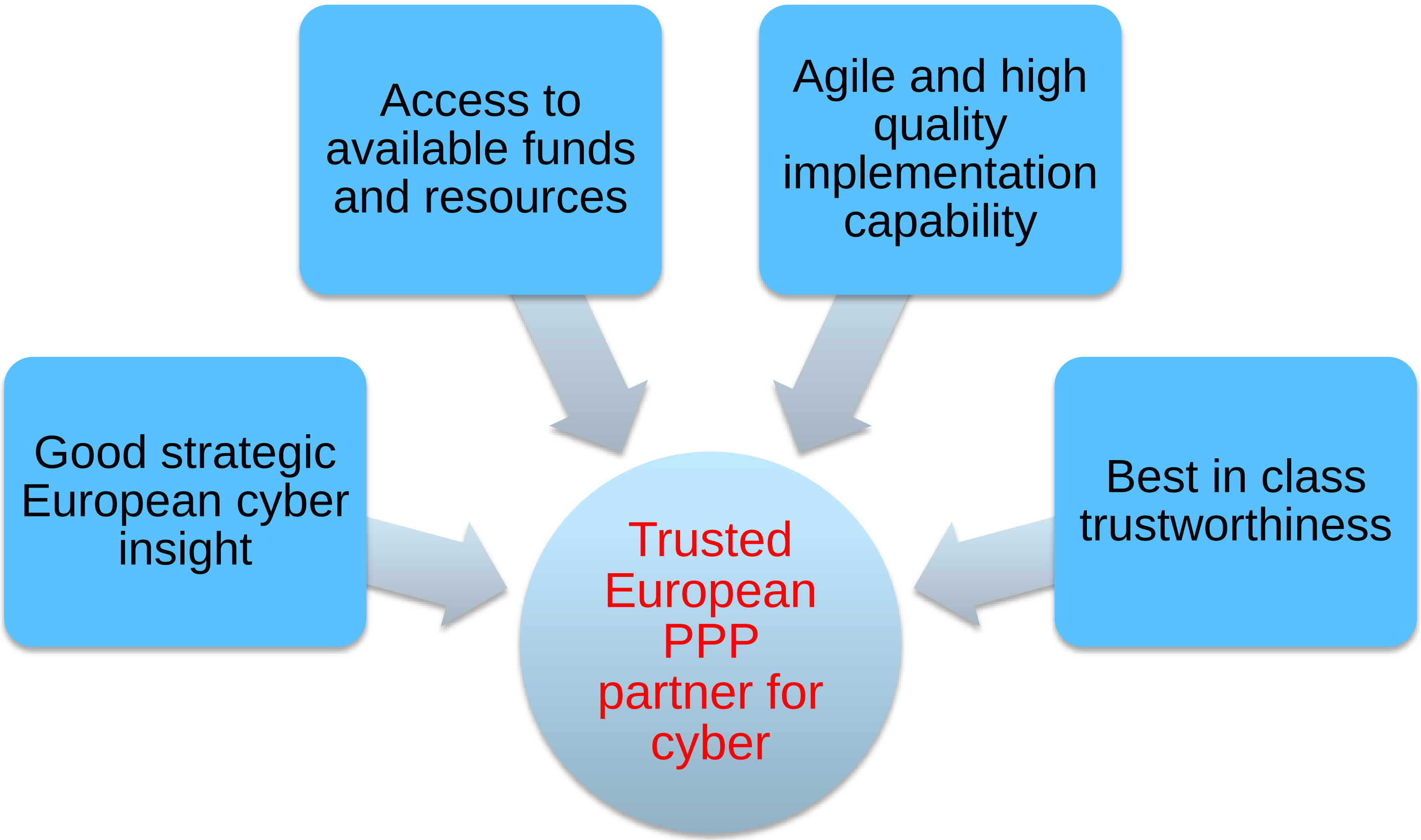
4. Create programs and projects which focus on solutions – not just on basic research. Or a company like Cyberlab Ltd

5. Plan carefully a win & win & win set up for authorities, companies and individuals

Mission

“We will enable European critical infrastructures to go digital, safely”

Four building blocks form a strong competitive advantage



Thank you for your attention!

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