

# Exploitation and Benefits of Interoperable eID

3<sup>rd</sup> eEpoch Open Conference

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LVA

Düsseldorf

Germany

# Content

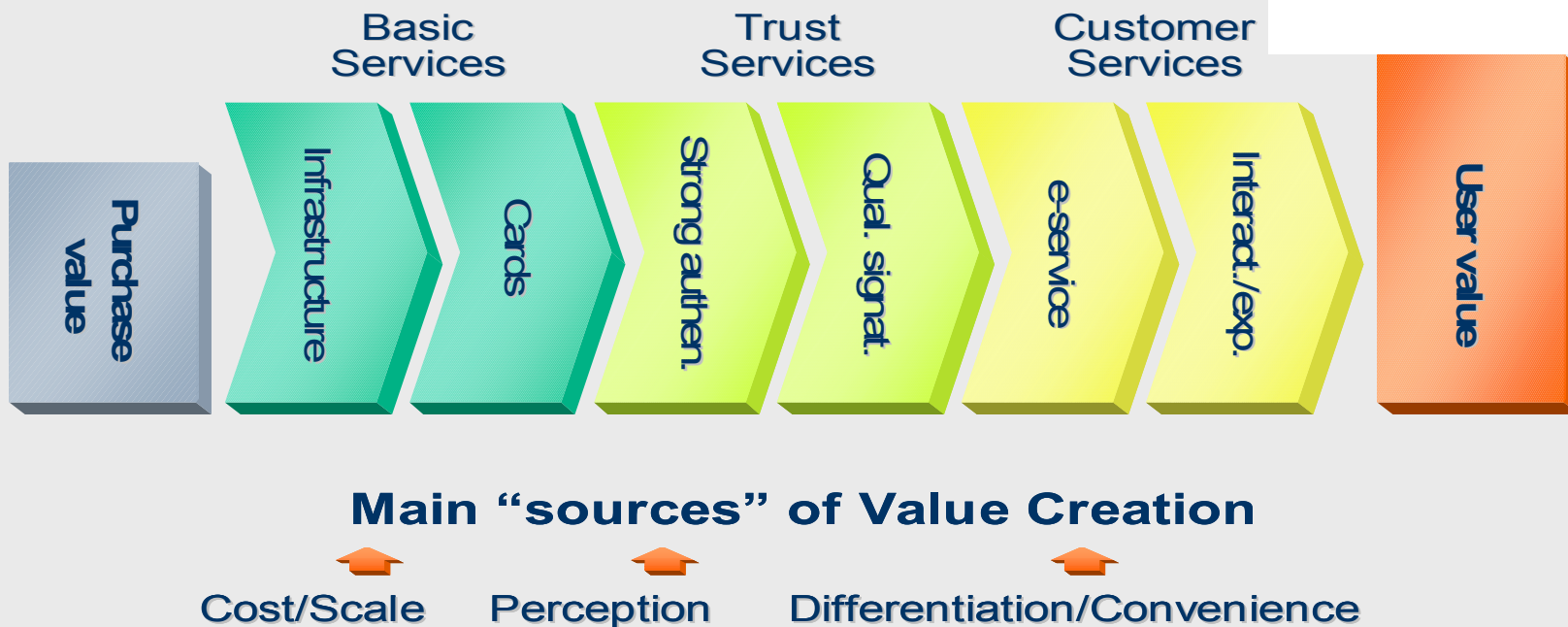
- Two sided challenge
  - Exploitation: → stakeholder view
  - Benefits: → user view
- Synopsis
  1. Strategy
  2. Expectations
  3. 'Results'
  4. Proposals

# Holistic view

- Basic
  - Infrastructure
  - Card base
- Trust
  - Authentication
  - Signature
- Services
  - General eID requiring services
  - Personalised / interactive services

# The basis for exploitation strategy

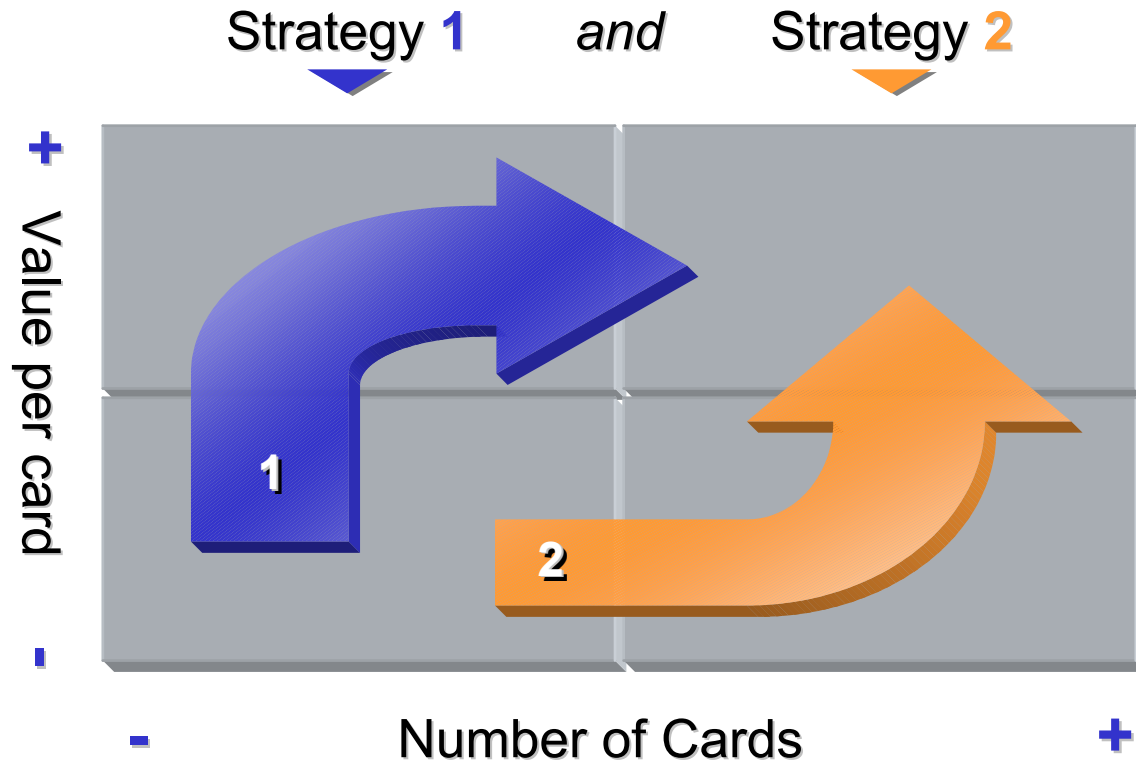
## Value Chain



Axalto, June 2004

# Exploitation Strategy Deployment

Value per Card / Number of Cards



Axalto, June 2004

# Strategy & Business Parameters

- Value
  - User value
  - Stakeholder value
- Services
  - Local
  - Interoperable services
- Cost of ownership per
  - period
  - life cycle
- Infrastructure
  - Flexibility costs
  - Scale profit
- Cost flexibility in Infrastructure
  - EID
  - PKI
- Frequency of use / transactions
- Volumes
- Growth
- Profitability
  - Whole chain
  - Stakeholder profit
- Target group penetration / pick up rate
- Upgrading cost
- Acceptance
- .....

# Expected Exploitation

## Costs (\*)

- EID cards
- Personalisation
- Terminal
- Infrastructure
- Authentication
- Signature
- E-service transaction
- Service / logging
- General costs

## Revenues

- Per card (per year)
- Per transaction
- Other revenue

(\*)

## Investments

- cost per unit / per year
- Frequency
- Cost per transaction

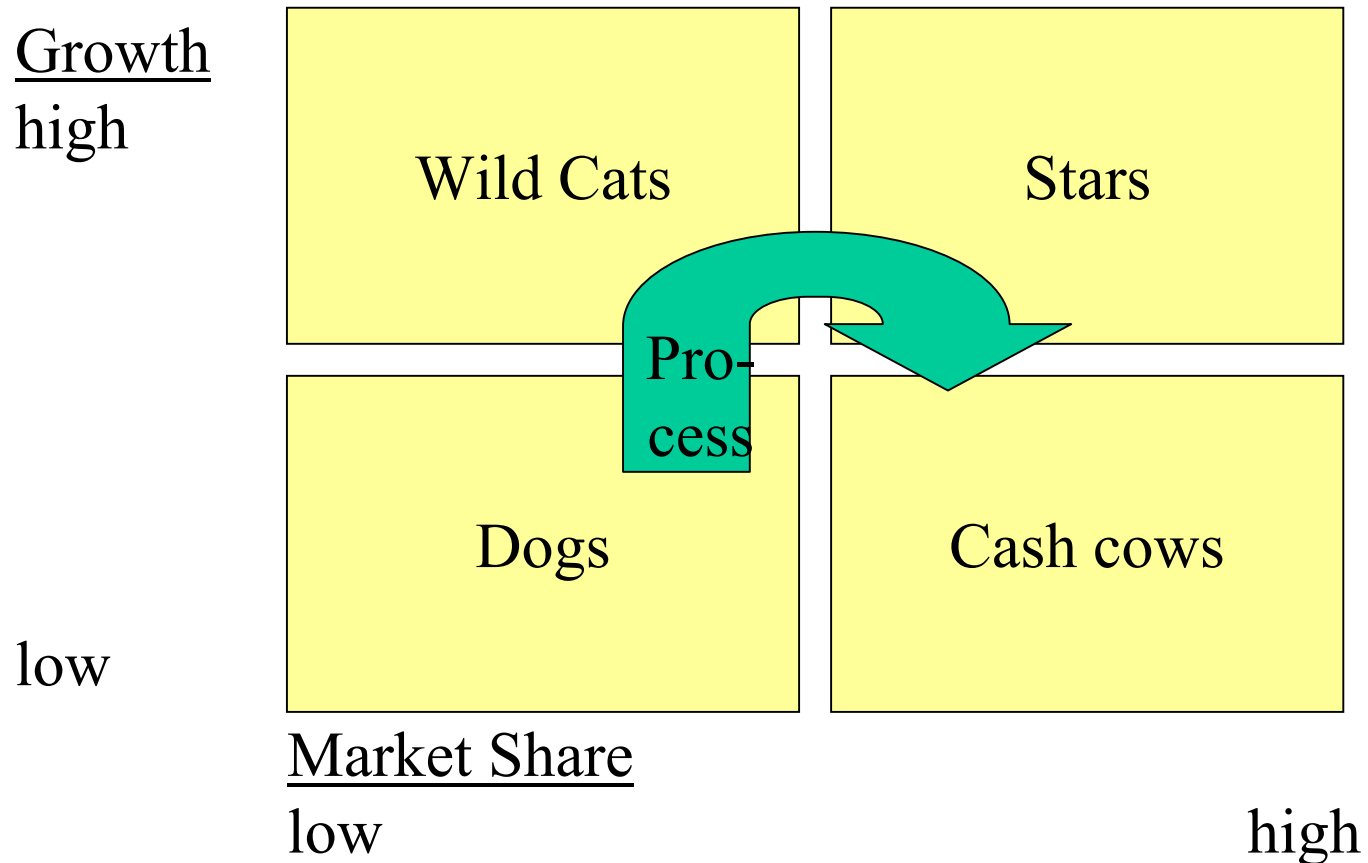
# Expected Cash flows

	Investors	Suppliers	Issuers / operator	Access providers	Cert. Authority	Valid. Authority	Service providers
Investors							
suppliers							
Issuer / operator							
Access providers							
Certific.. authority							
Validati. Authority							
Service providers							
Consum.							

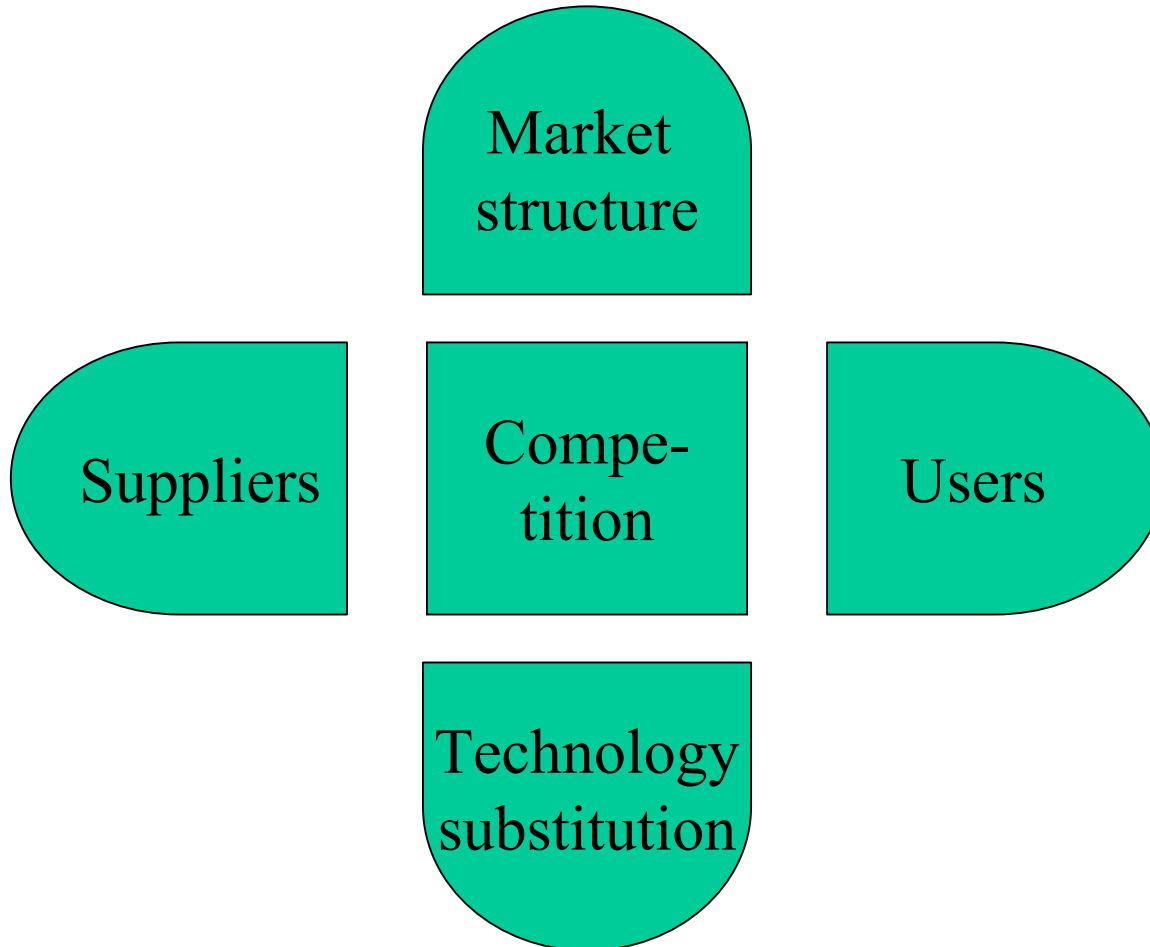
# Facts from pilots

- Pilot position
  - Issuer / card scheme operator (strategy 1)
  - E-services / target group exploiter (strategy 2)
- Gov position
  - Roll out EID anyway
  - Roll out EID business case driven
  - Just regulate market parties
- Services
  - Limited just for demonstrating / proving IOP
- Exploitation
  - Nobody has a case
  - Very very early local oriented small scaled pilots !!!

# Typical Business cycle



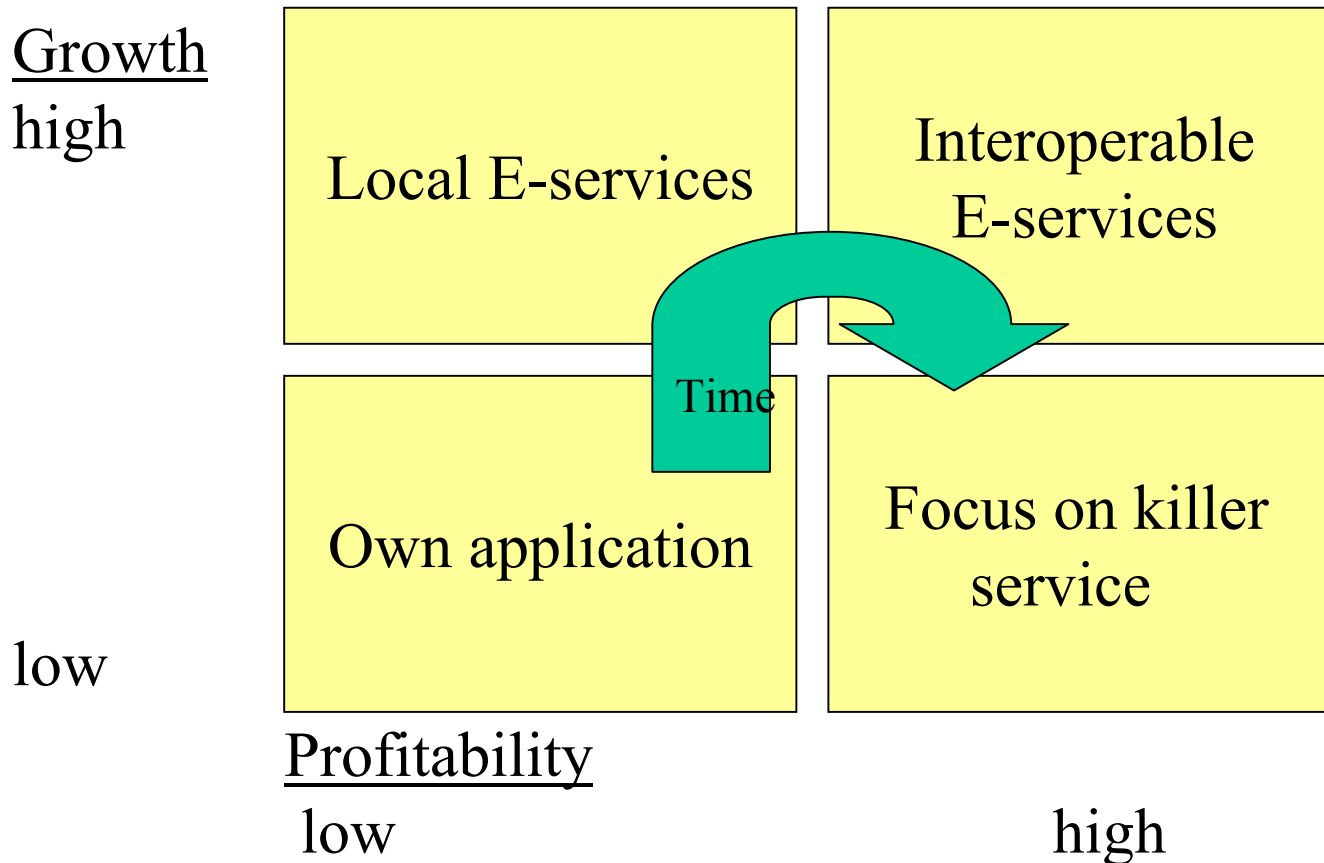
# Mega forces



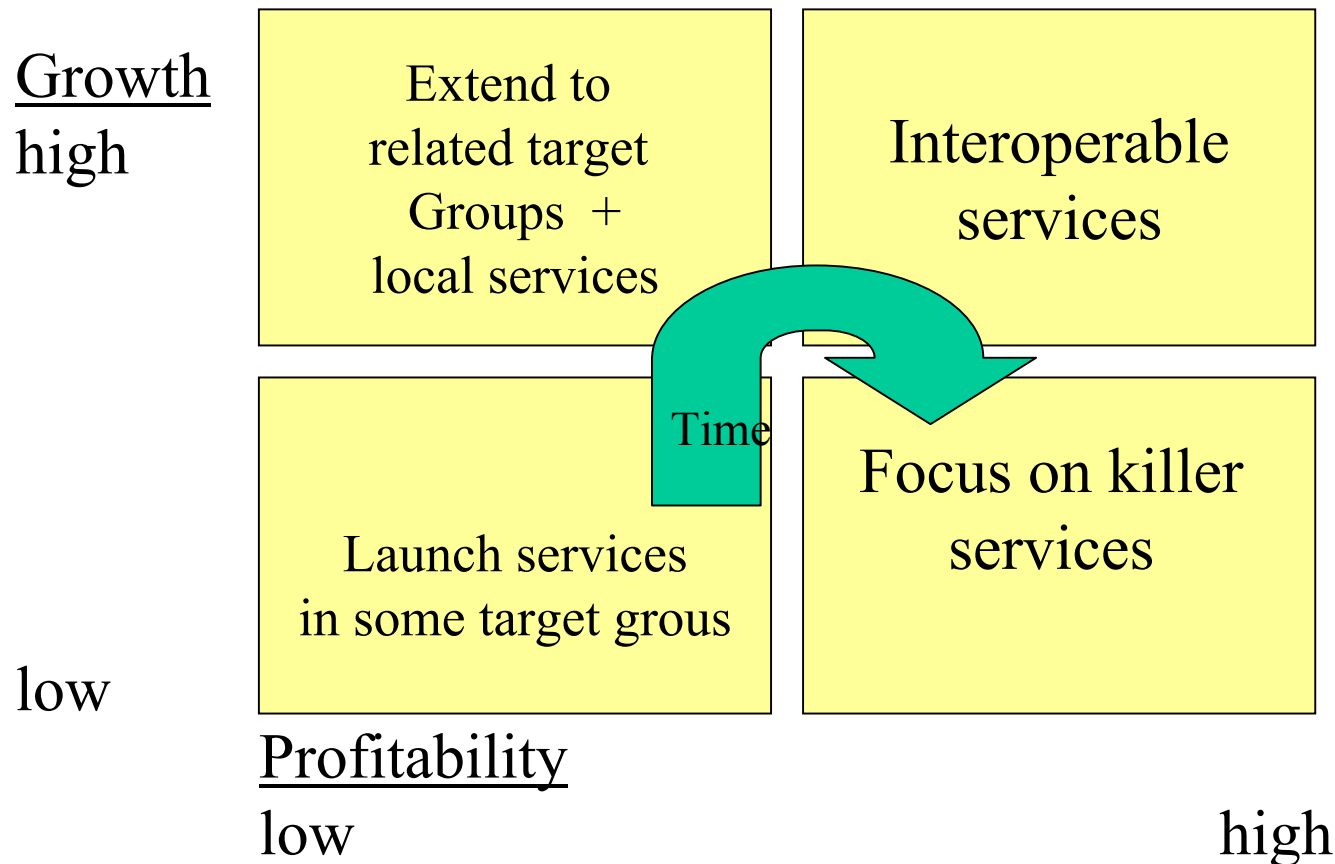
# Market Entrance Point



# Business cycle for strategy 1



# Business cycle strategy 2



# Workshops before closing eEpoch

- Goal: link experience to local potential
- Initiative: pilot
- Involve investors and stakeholders
  - EID issuing body
  - PKI body / bodies
  - Potential service providers
- Prepare potential contribution from
  - Industry (infrastructure)
  - Services
  - Targetgroup
- Reference Cases
- Discuss potential of a “market entry point”

# Final event

- Communicate main results
  - industry agreement on IOP
  - First experiences
  - ‘body of knowledge’
  - Context
    - GCR
    - ISO
    - CEN ISSS
    - CEN TC 224
- Main target: governments
- Main goal: market entry points
- Memorandum of understanding
- Proposal: task force

# How to proceed ?

- WP 1 / WP 2
- Workshop per pilot
- Task force to support
  - Estsablising the lessons learned  
(‘Body of knowledge’ )
  - Market entrance point / Knowledge and skills center documentation
  - Memorandum of understanding for IOP
  - Final eEpoch conference
- Meeting: July 5 2004 in Paris

# Exploitation and Benefits of Interoperable eID

*Feel free to pose any question  
(now or later)*

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