



## EUROPEAN COMMISSION

Directorate-General for Trade

Directorate E - Neighbouring countries, USA and Canada  
**USA and Canada**

Brussels,  
USA and Canada

### Meeting Report

#### Meeting with ESIA - Encryption - 27.01.2015

ESIA: MERTEN KOOLEN, Senior Director, Industry Relations & Trade Programs,  
NXP Semiconductors.  
ALFRED HOFFMANN, Corporate Vice President, Public Authorities and  
Associations, Infineon Technologies.  
[REDACTED], Central Marketing Manager, MMS Group,  
STMicroelectronics.  
HENDRIK ABMA, Director General ESIA.  
[REDACTED], Trade & Statistics Manager ESIA.

Commission: [REDACTED], [REDACTED], [REDACTED], [REDACTED] (Trade), [REDACTED],  
[REDACTED], [REDACTED], [REDACTED] and [REDACTED] (CNECT)

- ESIA pointed out the differences between the EU and US industries market segments: EU industry is leader in segments with the highest security levels.
- Ideally a globally standard for high security levels should be agreed by means of international cooperation. In that regard ESIA would like to see the EU framework strengthened, in particular regarding the role of CCRA and SOGIS => Aiming at exporting our system to third countries. JPN and KOR have shown interest in SOGIS, why not US?
- Public Procurement is a key offensive interest of EU industry. Certification based on US standard – FIPS - is requested in order to enter the US procurement market: redundant and unnecessary certification with additional costs. (ESIA also argues that FIPS is required even for commercial products when out of procurement => needs verification)
- ESIA states that FIPS certification is actually cheaper and faster than SOGIS certification, given its lower requirements, thus easily exportable to third countries. ESIA insist that the EU should aim at strengthening security levels and not a lowering them. In that regard they see as artificial the differentiation between commercial and non – commercial products. Lowering security levels could put US industry and the use of the FIPS standard in an advantageous position.

- Industry somehow divided in the possibility of analysing mutual recognition of EU and US standards, i.e. certain level of SOGIS/CCRA vs certain level of FIPS. This would put FIPS in an equal standing to a truly international standard, it is necessary to be careful.

Comm suggested future areas of exploration:

1. How to improve situation of EU industry in the US: Use of EU scheme in procurement and other areas.
2. Strengthening international disciplines.
3. Spill over into the internal market.