



European Cyber Security Organisation ASBL

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## European Cyber Security Organisation ASBL

### Membership Application Form

Thank you for your interest in becoming a Member of ECSO ASBL. Please proceed by completing this *Membership Application Form*.

A prerequisite to answer some of the questions below and to become a Member is to read and accept the Statutes of our organisation. Operational details are described in our organisation's Bylaws. You may find these 2 documents on the ECSO official website ([www.ecs-org.eu](http://www.ecs-org.eu)).

*Please send the filled in and duly signed (end of the document) Membership Application Form to [luigi.rebuffi@ecs-org.eu](mailto:luigi.rebuffi@ecs-org.eu).*

Further to your membership submission, it may happen that we request additional information from you, on behalf of the Association, to allow the ECSO Board of Directors to better consider your application and decide regarding your membership.

To be admitted as an ECSO Member, you must be:

- (a) a Legal Entity established in at least one ECSO Country<sup>1</sup>, or
- (b) a public body from an ECSO Country.

#### MEMBERSHIP FEES

Each ECSO member is due to pay a membership fee. This is important as only with sufficient resources can we provide adequate and quality support to the cPPP and reach the objectives related to industrial measures identified by the ECSO Association.

The calculation of these fees is based on your organisation's category, the turnover or budget, according to usual approaches. These fees are similar to those applied to other associations supporting ongoing cPPPs.

ECSO membership fees should be paid within 6 months of the invoice issue date. Only members that have paid their fees are granted the right to vote and be elected during the General Assembly at the Board of Directors and/or at Working Groups level. In case of non-payment of the membership fees within 6 months from the issue date of the invoice, the ECSO secretariat will send, before that deadline, 2 warning letters. If, after this period and the two warning letters, the fees have still not been paid, membership will be suspended by a decision of the ECSO Board of Directors. If no regularisation action of the payment of fees is undertaken following the suspension by the Board, membership will be automatically terminated at the following ECSO General Assembly. In case a member has not paid fees and has not announced on time its desire to end membership<sup>2</sup>, a fee collection company will be mandated to collect the due fees amount.

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<sup>1</sup> An ECSO Country is defined as:

- (a) a Member State of the European Union (a Member State) or an EEA / EFTA country,
- (b) a country associated to Horizon 2020 as defined in the Bylaws

<sup>2</sup> Each member has to notify the ECSO Secretariat by the end of September of the ongoing year at the latest, the membership termination becoming effective during the ECSO General Assembly of the following year.



## ECSO ASBL - Membership Application Form

*(All fields marked with \* are mandatory for acceptance of the request)*

**For 2019, the full year membership fees will be as specified in the table below.**

Subsequent to the decision of the ECSO Board of Directors, your membership candidacy must be sponsored by a current ECSO member of the Board of Directors (see ANNEX II). The “sponsoring” implies that the Board Member knows sufficiently well your organisation and is ready to answer on your behalf to potential questions from other Board members to support your contribution to ECSO, its objectives and its values. If needed, the ECSO Secretariat will establish a link between you and a member of the Board to establish such “sponsoring” relationship.

Subsequent to the decision of the ECSO Board of Directors, membership fees will have a quarterly decrease during the year based on the period of the official membership approval:

- January-March: Full membership fee
- April-June: 75% of the membership fee
- July-September: 50% of the membership fee
- October-December: 25% of the membership fee.

Ahead of the formal membership approval by the full ECSO Board of Directors, “provisional membership” can be provided soon after your membership request has been sent to the ECSO Secretariat. In this case, you will be allowed to participate in ECSO activities (Working Groups, events, etc.) yet without voting rights and the possibility of being elected. These rights will be granted to you once the ECSO Board of Directors approves the full membership – the Board of Directors gathers 4 times a year.

During the “provisional membership period”, provisional members will already receive all information provided to approved ECSO members. The information and documents the “provisional member” will get access to prior to the formal approval of its Membership should be considered as confidential. It is therefore forbidden to forward or share the information or documents to any other body without the formal consent of the ECSO Board.

**Application as:** *(Please tick one answer only\*)*

ECSO Categories	Annual fee €	
Large providers (directly represented) of cybersecurity solutions / services providers	12000	<input type="checkbox"/>
Operators (telecom) providing cybersecurity services with a global company turnover > €1 bln	12000	<input type="checkbox"/>
Operators (telecom) providing cybersecurity services with a global company turnover < €1 bln	6000	<input type="checkbox"/>
SMEs (as per E. Commission definition <sup>1</sup> ) solutions / services providers directly represented; Associations composed only by SME, Start-ups, Incubators, Accelerators - <u>medium sized</u>	4000	<input type="checkbox"/>
SMEs (as per E. Commission definition <sup>1</sup> ) solutions / services providers directly represented; Associations composed only by SME, Start-ups, Incubators, Accelerators - <u>small sized</u>	2000	<input type="checkbox"/>
SMEs (as per E. Commission definition <sup>1</sup> ) solutions / services providers directly represented; Associations composed only by SME, Start-ups, Incubators, Accelerators - <u>micro sized</u>	1000	<input type="checkbox"/>
Research organisations (directly represented) with 250 employees or more	6000	<input type="checkbox"/>
Universities, Academies or Research organisations (directly represented) with less than 250 employees and more than 50 employees; Associations composed only by Research Centers, Academies or Universities	2000	<input type="checkbox"/>
Research organisations with less than 50 employees; Associations composed only by Research Centers, Academies or Universities	1000	<input type="checkbox"/>

EU and National / Local Associations / Organisations / Clusters representing interests at national or European / International level (organisation budget > €1 mln)	6000	<input type="checkbox"/>
EU and National / Local Associations / Organisations / Clusters (organisation budget > €500k and < €1 mln)	4000	<input type="checkbox"/>
EU and National / Local Associations / Organisations / Clusters (organisation budget < €500k)	2000	<input type="checkbox"/>
Users / Operators (not providers of cybersecurity services) with 250 employees or more	2000	<input type="checkbox"/>
Users / Operators (not providers of cybersecurity services) with less 250 employees	1000	<input type="checkbox"/>
National Public Administrations	0	<input type="checkbox"/>
Sub-national Administrations (e.g.: region, länder, province, etc.)	2000	<input type="checkbox"/>

<sup>1</sup> NOTE ON SMEs

Staff headcount	Turnover	or	Balance sheet total
< 250	≤ € 50 m		≤ € 43 m
< 50	≤ € 10 m		≤ € 10 m
< 10	≤ € 2 m		≤ € 2 m

### COMPLIANCE WITH GDPR

ECSO is GDPR compliant and is following a transparent policy (<https://www.ecs-org.eu/documents/data-privacy-policy.pdf>).

Allowing ECSO to implement correctly GDPR is a shared responsibility between the secretariat and members. In becoming ECSO member, each organisation commits to inform the ECSO secretariat in changes of individual contacts that could potentially cause breaches in security or GDPR implementation. For instance, members should inform and request the ECSO secretariat to remove a person from a mailing list and delete its access to the portal once this person does no longer work for the company or changes departments that are not following the work of ECSO.

### ECSO CYBERSECURITY MARKET RADAR

Do you want to appear in the ECSO Cybersecurity Market Radar?	YES <input type="checkbox"/>	NO <input type="checkbox"/>
<p>As new member of ECSO we offer you the opportunity to be part of the ECSO Cyber Security Market Radar.</p> <p>The ECSO Cyber Security Market Radar has been designed to represent European-based cyber security products, suppliers, services and consultancy providers. The Radar aims to be the latest representation of the European cyber industry and therefore is constantly updated.</p> <p><a href="#">The ECSO Cyber Security Market Radar in high-resolution is available here.</a></p>		

### A) DETAILS OF THE ORGANISATION APPLYING FOR MEMBERSHIP

**Full Name of the Organisation\*:**

**Short Name of the Organisation:**

**Postal Address: Street Name or P.O.Box\*:**

**Postal Address: Number\*:**

**Postal Address: Town\*:**



**Postal Code / Cedex\*:**

**Country\*:**

**Internet Homepage:**

If your organisation/company belongs to a larger group or is an affiliated company, please give the name of affiliated organisation/company:

**VAT Number\*:**

**Billing address**

If it is different from the postal address above, please add it here:

Street Name or P.O.Box:

Number:

Town:

Postal Code / Cedex:

Country:

**ORGANISATION PROFILE\*:** (Short general description of your organisation, at least 5 lines of text)

**CYBERSECURITY RELATED ACTIVITIES\*:** (More specifics on cybersecurity related activities of your organisation, at least 5 lines of text)

**COMPLIANCE WITH ECSO BYLAWS\*:** Please specify how you comply with ECSO Bylaws Art 3.2.2: *“The legal entity should have, either itself or through its sister companies, **R&D and manufacturing or service providing activities in an ECSO Country with significant European added value** and be able to demonstrate to the satisfaction of the Board of Directors that they **have a genuine business interest in the development of the European cybersecurity market**”.*

## INTEREST IN PARTICIPATION IN ECSO WORKING GROUPS

Please express hereafter your interest in participating to the ECSO WGs activities (see short description in the Annex I, at the end of this document)\*

**WG1: Standardisation, certification, labelling and supply chain management**

**WG2: Market deployment, investments and international collaboration**

**WG3: Sectoral demand**

- Industry 4.0 and ICS;
- Energy (oil, gas, electricity), and Smart Grids
- Transportation (road, rail, air, sea, space)
- Financial Services, ePayments and Insurance
- Public Services, eGovernment, Digital Citizenship
- Healthcare
- Smart Cities and Smart Buildings (convergence of digital services for Citizens) and other Utilities
- Telecom, Media and Content
- Users Committee (limited to Users/Operators, via application)

**WG4: Support to SMEs, coordination with countries and regions**

**WG5: Education, training, awareness, exercises**

- European Human Resources Network for Cyber (EHR4CYBER) Task Force
- Women4Cyber

**WG6: Strategic Research and Innovation Agenda (SRIA)**

## SUPPORT TO THE PPP KEY PERFORMANCE INDICATORS - KPIs

In creating ECSO as a support to the implementation of the European cybersecurity cPPP with the European Commission, we have agreed to present a yearly report to the Commission on the following KPIs (among others):

- KPI 1: Amount of Investments on Research & Innovation (R&I) linked to the cybersecurity topics in H2020 and in the Strategic and Research Innovation Agenda (SRIA) proposed by ECSO
- KPI 2: Output of R&I: Tangible and intangible assets linked to outcome of H2020 projects linked to cybersecurity and other R&I topics in the ECSO SRIA
- KPI 3: (for SMEs) R&I projects developed by ECSO SME members and funded by the leverage factor investment related to the SRIA
- KPI 4: (for users) Users participation in other R&I projects (not part of H2020) but within the SRIA perimeter
- KPI 5: Estimation of employment in R&I domain related to cybersecurity sectors and the creation of new types and descriptions (curricula) for skilled cybersecurity jobs
- KPI 6: Dissemination and information actions for promoting the PPP activities to a broad range of public and private stakeholders
- KPI 7: Openness - share of participation of ECSO members / non ECSO members in H2020 projects

The Commission has been particularly clear on this point as they not only want to support the activities of the ECSO Working Groups, but also closely track the progress of the cPPP and provide high quality reporting, especially concerning anonymised data for the leverage factor.



The demanding member commits to provide to the ECSO Secretariat, on a yearly basis, information / data related to these KPIs (handled in a confidential and if needed anonymized way) for the yearly PPP monitoring report at the E. Commission.

## **B) MAIN CONTACT POINT AND REPRESENTATIVE OF THE MEMBER ORGANISATION**

Family name\*

First name(s)\*

Title

Gender\*  Male  Female

Position in organisation\*

Department / Faculty / Institute / Laboratory / Group name

Phone\*

Email\*

### **ADDRESS OF THE MAIN CONTACT POINT (IF OTHER THAN A)**

Street name  Number

Town

Postal code / Cedex  Country

### **DATA PROTECTION**

The information you provide in this form will be used solely for dealing with you as a member of ECSO.

ECSO has a Data Privacy Policy which can be found at <https://ecsportal.ecs-org.eu> . Your data will be stored and used in accordance with this Policy.

If you/ the individuals listed above later wish to withdraw consent, please contact [secretariat@ecs-org.eu](mailto:secretariat@ecs-org.eu).

**I confirm that I am authorised to formally represent my company/organisation or subgroup thereof, and have read and agree with the ECSO ASBL Statutes and Bylaws (for the period of “provisional membership”, explained in this membership form, I agree on the mentioned confidentiality of received information).**

**Date\*:**

**Signature of authorised representative\*:** \_\_\_\_\_

**WG1: Standardisation, certification, labelling and supply chain management**

- Mission: Establish trusted supply chains at European level also via international cooperation and reduce the (technical and business) impact of cybersecurity attacks to improve resilience for the increasingly digitalisation of the society and industrial sectors
- Objectives
  - Increase the baseline cyber security: understanding of needs
  - Definition of guidelines and best practices for the assessment and evaluation of items to be certified
  - Risk assessment and criteria to decide on the fit-for-purpose type of assessment
  - Meta-scheme in practice (identification of the characteristics under which certification schemes can be viewed and selected): composability of certification schemes
  - Identification of priorities for certification schemes and gaps in standardisation
  - Support the implementation of the Cybersecurity Act
- Segmentation
  - SWG1.1: Self-assessment
  - SWG1.2: Third party assessment
  - SWG1.3: Basic layer (providing background research and support to the other SWGs)

**WG2: Market deployment, investments and international collaboration**

- Mission and Objectives
  - Promote Europe-based cyber security products, suppliers, services and consultancy providers through the ECSO Cyber Security Market Radar.
  - Facilitate the exchange of good practices through tailored workshops on innovative business models.
  - Organise cyber security business matchmaking events across Europe for the European cyber security start-ups, SMEs, international investors and integrators.
  - Create a forum for a large community of decision-makers, investors and supporting industries to discuss the EU cyber security market investment strategies and to investigate new business opportunities outside Europe.
- Segmentation
  - SWG 2.1 Market knowledge
  - SWG 2.2 Investments and innovative business model
  - SWG 2.3 International cooperation, global competitiveness and support to export

**WG3: Sectoral demand**

- Mission and objectives
  - Define the sectoral needs and requirements for standardisation, certification, education, training, awareness and exercises, as well as their applicability to and impact on local / regional ecosystems. WG3 acts as a channel to other ECSO WG's to provide insight into the demand and user needs on these topics.
  - Support the widest and best market uptake of innovative cyber security technologies and services by accelerating the wide diffusion of cyber security technologies in different industry sectors and creating new business opportunities.
  - Strengthen digital trust and facilitate information exchange between users and operators in a secure and trusted environment.

- Map and communicate users' needs and suppliers' available solutions/services/technologies for the different verticals.

➤ Segmentation

SWG3.1: Industry 4.0 and ICS

SWG3.2: Energy (oil, gas, electricity), and Smart Grids

SWG3.3: Transportation (road, rail, air, sea, space)

SWG3.4: Financial Services, ePayments and Insurance

SWG3.5: Public Services, eGovernment, Digital Citizenship

SWG3.6: Healthcare

SWG3.7: Smart Cities and Smart Buildings (convergence of digital services for Citizens) and other Utilities

SWG3.8: Telecom, Media and Content

➤ Users Committee (limited to Users/Operators, via application)

**WG4: Support to SMEs, coordination with countries and regions**

➤ Mission and objectives

- Facilitate the European regional cooperation among regional authorities and EU policy makers to exchange good practices and improve the competitiveness of local cyber security start-ups and SMEs (e.g. Interreg Europe CYBER).
- Stimulate a pan-European network of sales to accelerate the competitiveness of the local cyber security start-ups and SMEs at the European level and to develop their marketing skills (e.g. smart specialisation in cyber security).
- Ensure more market transparency by designing the ECSO SME Hub, a public platform offering directory of the Europe-based SMEs and giving visibility to the European SMEs through the European label and quadrant.
- Organise cyber security business matchmaking events across Europe for the European cyber security start-ups, SMEs, international investors and integrators.

➤ Segmentation

SWG4.1: SMEs, start-ups and high growth companies

SWG4.2: Coordination with activities in EU countries and regions

SWG4.3: Support to Eastern EU Members

**WG5: Education, training, awareness, exercises**

➤ Mission and objectives

- Build a cyber security training and exercise ecosystem by leveraging upon cyber range environments.
- Increase education, professional training and skills on cyber security.
- Implement awareness-raising initiatives for targeted audiences (from citizens to C-level executives).
- Conduct capacity-building activities for enhanced awareness and participation in cyber security, including working towards gender inclusiveness in the domain.

➤ Segmentation

SWG5.1: Cyber Range environments and technical exercises

SWG5.2: Education and professional training

SWG5.3: Awareness

European Human Resources Network for Cyber (EHR4CYBER) Task Force

Women4Cyber

**WG6: Strategic Research and Innovation Agenda (SRIA) and innovative cyber technologies**



- **Mission:** Define the cyber security R&I roadmap to strengthen and build a resilient EU ecosystem by designing and developing trusted technologies that address the challenges of digitalisation of the society and industrial sectors to foster EU digital autonomy
  
- **Objectives**
  - Identification of R&I priorities (HorizonEurope and DEP) and alignment with industrial needs
  - Digital Autonomy: investments and relevance
  - Support the implementation of key legislations and directives
  - Coordinated cyber security strategy across sectors and domains with other EU initiatives and cPPPs
  - Coordination with cyber security pilot projects
  - Monitoring of cPPP projects
  
- **Segmentation**
  - SWG6.1: Ecosystem
  - SWG6.2: Digital Transformation in Verticals
  - SWG6.3: Data and Economy
  - SWG6.4: Basic and Disruptive Technologies
  - SWG6.5 Cybersecurity for dual use technologies

## **ANNEX II: PROVISIONAL MEMBERSHIP AND SPONSORING FROM A BOARD MEMBER**

- 1) Candidate memberships will be submitted to the provisional approval of the “Provisional Membership Committee” of ECSO. At this stage, members of this committee will be given the opportunity to provide sponsorship to the candidate member on behalf of their respective company / organisation.
  - a. If the provisional membership as well as a sponsorship are granted by the Chair and Vice Chairs of the ECSO Board of Directors, the provisional membership will be officially presented to the next Board of Directors meeting for formal approval.
  - b. If the provisional membership is granted by the Chair and Vice Chairs of the ECSO Board of Directors but no member of the Provisional Membership Committee is proposing itself as “sponsor”, the ECSO Secretariat will impartially and transparently facilitate the contact between the Point of Contact of the provisional member and suitable ECSO Directors<sup>3</sup> (1) for sponsoring purposes. If a sponsoring is not granted before the next Board of Directors meeting, the provisional membership will be submitted to a formal decision to the Board of Directors.
  - c. If no provisional membership and no sponsoring are granted to a candidate member before the Board of Directors meeting, the candidacy will be directly submitted at the Board of Directors for formal decision, also to possibly find a “sponsor” among the Board members.
  
- 2) All membership requests should be sent to the ECSO Secretariat no later than 1 week before the Board of Directors meeting. Should the Secretariat receive a membership request after this deadline, the candidate will therefore not be granted provisional membership and its candidacy will directly be submitted to the Board of Directors for formal decision. In the meantime, the Secretariat will

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<sup>3</sup> suitable ECSO Directors: a suitable ECSO Director in this context means a company or organisation elected by the General Assembly as member of the ECSO Board of Directors and which operates in the same / similar sector as the candidate member or originate from the same / close ECSO Country or that for any other reason could be interested in the candidate member.



impartially and transparently facilitate the contact between the Point of Contact of the provisional member and a suitable ECSO Directors for sponsoring purposes.

As a reminder, the provisional members will be allowed to participate in ECSO activities (Working Groups, events, etc.) yet without voting rights and the possibility of being elected. These rights will be granted to you once the ECSO Board of Directors approves the full membership – the Board of Directors gathers 4 times a year.

During the “provisional membership period”, provisional members will already receive all information provided to approved ECSO members. The information and documents the “provisional member” will get access to prior to the formal approval of its Membership should be considered as confidential. It is therefore forbidden to forward or share the information or documents to any other body without the formal consent of the ECSO Board.