

# Common Criteria from a Commercial Perspective?

(and options for improvement with version 4.0)

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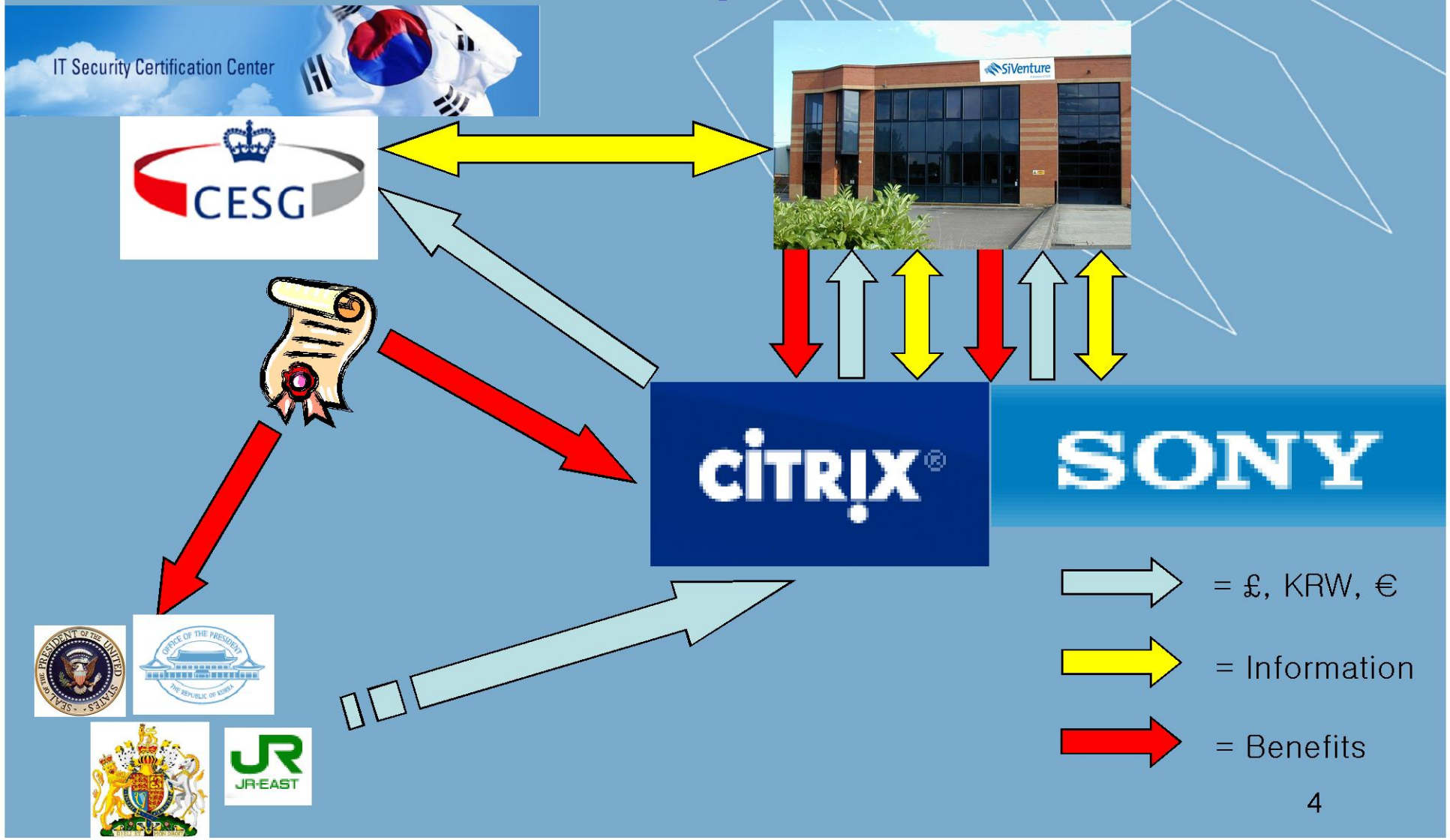







9th International  
Common  
Criteria  
Conference



# What are the relationships ...



-  = £, KRW, €
-  = Information
-  = Benefits

## Is this a viable economic model?

### ⇒ Who pays whom?

- Vendors pay labs
- Vendors pay CBs (in some cases ...)
- Purchasers pay vendors (indirectly)

### ⇒ Who benefits?

- Vendors, by increased sales, improved product, differentiation
- Purchasers gain confidence in security of product
- Labs, by having revenue
- CBs, by having revenue

Principle benefit is not a secure product ...

It is increased confidence and reduced risk  
and, in some cases, access to market for the vendor

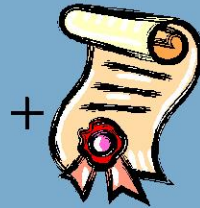
## Cash flows and benefits



+ £££ =



Is it enough to cover our costs?  
Can we maintain business?



= £££ / KRW / € € €

Is it enough to cover our costs?  
Can we maintain business?



=



Is the risk reduction value  
greater than the additional  
cost?

Do we meet the relevant  
legislation?

## Current Perceptions

### ➤ Good ...

- Internationally recognised
- Lovely places to visit for ICC
- Well structured
- Clear specification of functionality (through common language CC part 2)
- Product comparisons enabled by PPs
- Easy to specify in procurement

### ➤ Not quite so good ...

- In competition with other “certifications” (ICSA, West Coast Labs ...)
- Complex, difficult to understand
- Complex, difficult language
- Value not understood by “man in the street”
- Costly
- Time consuming
- Out of step with product development cycles
- Not as coherent internationally as it should be
- Already very complex (lots of work specified in CEM)
- Much work not obviously directly related to security

## Where can we go in the future?

- Keep the good bits!
  - Still want nice places to visit
  - Still want International recognition – but better!
  - Consider how to make CC n.mm Part 2 more accessible to non-experts (including the “do we still need it” option)
  - Retain technical quality
  - Take “best practice” approach to Scheme operation
  - Enable better tailoring to risk management approach
- Don't make the bad bits worse
  - Some v4.0 proposals will increase complexity but without improving security
  - Don't make Part 2 language any more complex!
  - Publicity drive – what can CC do for you
  - Cut out components which don't contribute to “risk reduction”
  - Consider how life cycle can be made shorter
  - Take “best practice” approach to Scheme operation
  - Be wary of too many “national interpretations”



## Requests for v4.0 and beyond ...

- ⇒ Cheaper (obviously)!
- ⇒ More predictable costs ...
- ⇒ Better consistency across Schemes (pricing, operating model, acceptance of overseas labs)
- ⇒ More useful results (in a risk management environment)
- ⇒ Don't over complicate the process (with too many assurance components, or complicated scoring systems)

## Questions?



**SiVenture**  
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