



SK ANNUAL CONFERENCE

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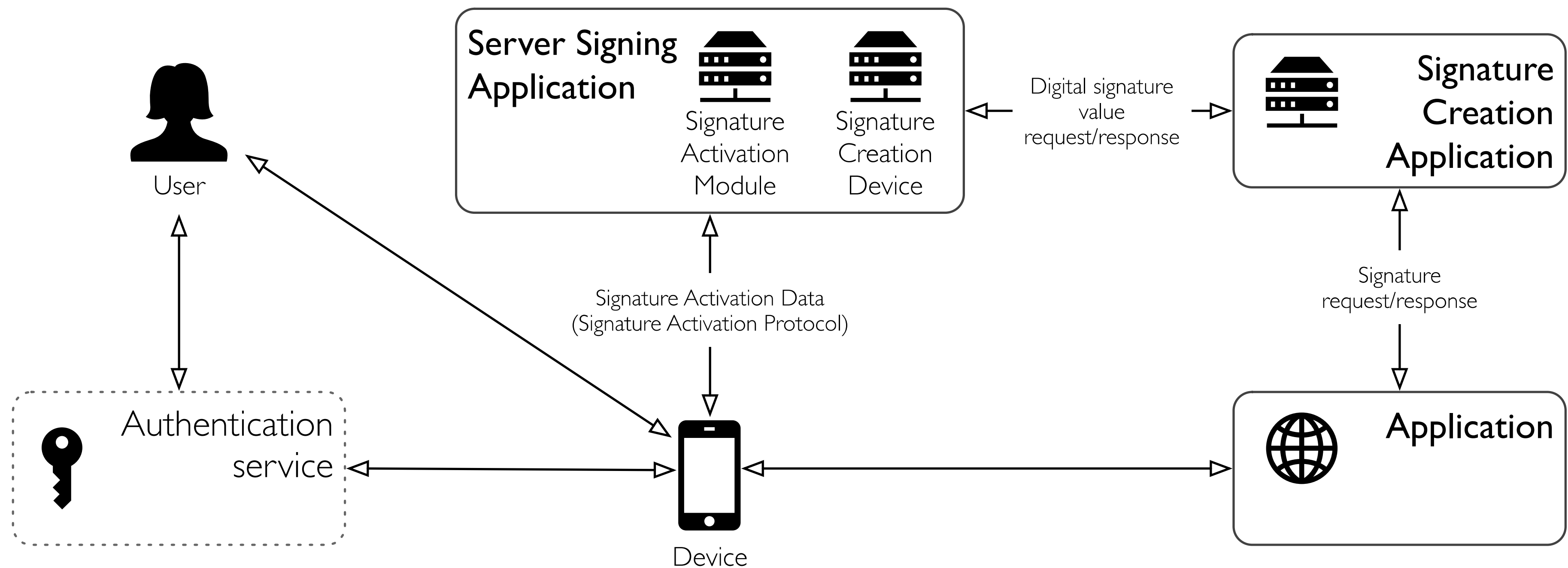
OVERVIEW OF MOBILE IDENTITY SOLUTIONS MARKET

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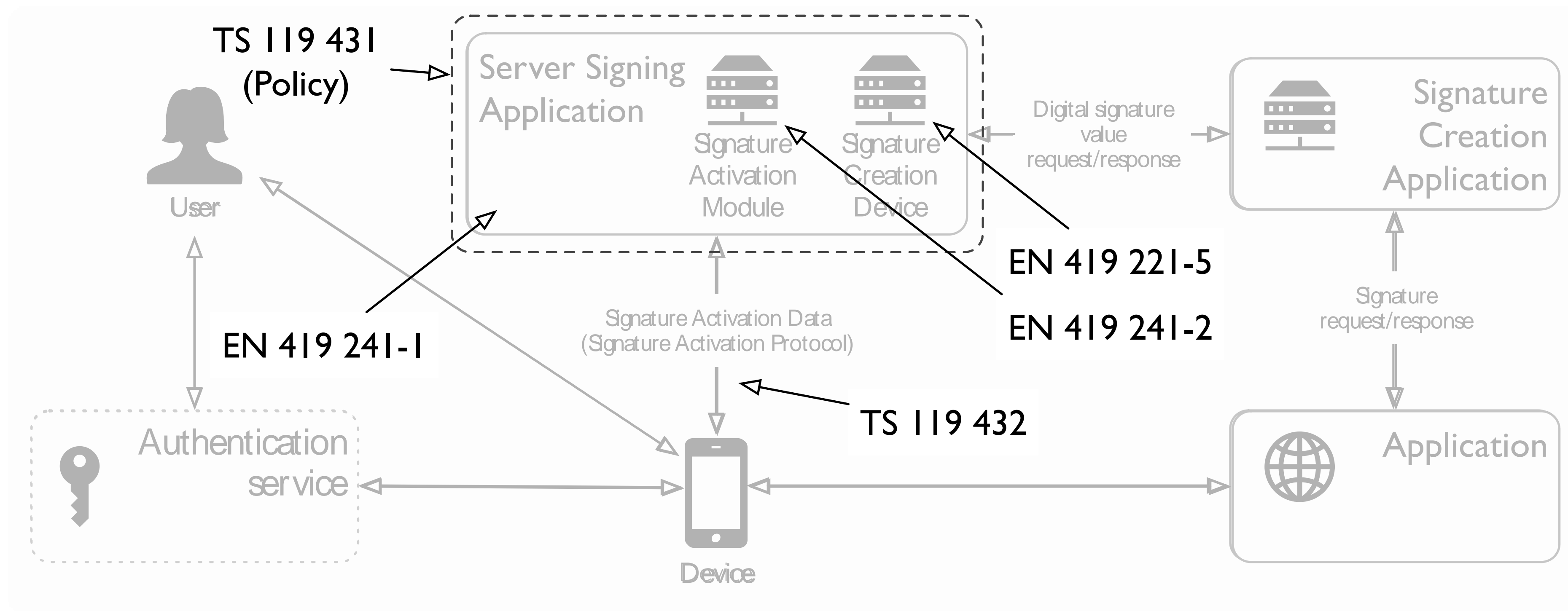
Why cloud signatures?

- Physical world is messy
- Incident response with physical tokens is tricky
- Places to stick hard tokens into are going away
- Mobile devices are hard to trust

How does cloud signature work?



How does cloud signature work?



How does it differ from status quo?

- The nature of the residual risk has fundamentally changed: technical vs. procedural
- Risk focus moves from lifecycle events to transactions
- Considerable growth in regulatory vagueness: authentication regulation is quite discretionary in nature
- Qualified signature device can no longer assumed to be an authentication device

Marketplace overview

- Many new and established players aligning to the freshly minted standards
- Modularization of the standard apparently enables very narrow business focus
- Enterprise document automation a strong trend

Conclusions

- **Regulators:** keep an eye open and improve eIDAS
- **Risk managers:** make sure you understand the changes in the risk portfolio, prepare to take measures
- **Service providers:** beware of the “scalability ceiling”



Thank you!