

- Shaping policy outcomes
- Gaining access to new markets
- Ensuring compliance



Cybersecurity Service Offerings

Summary

Increased access to and reliance on connected technologies has created cybersecurity concerns, including national security ones. Tech companies must engender trust among consumers, government, and regulators as market access is continuously challenged by the shifting landscape of standards.

By participating in the discussion and advocating best practice, industry actors can shape the debate. Access Partnership has an experienced team of market access and policy analysts who can advise policy-makers and determine the risks and opportunities as they emerge.

Cybersecurity Service Offerings

Through our public policy and market access expertise, Access Partnership has developed a reputation as a technology policy resource. Our team of experts offer the following services:



Data protection and privacy — monitoring and driving the outcomes of public policy debates and implementing strategies and polices in clients' key markets.



Standards development — advocating for cybersecurity standards in regional and international bodies (including the EU, the ITU, and European Telecommunications Standards Institute (ETSI)).



Market access — opening new markets to cybersecurity products, including promoting national-level identity governance, access management regulations, and cryptography standards.



Policy monitoring — monitoring the development of cybersecurity policies in key markets to identify current and upcoming regulatory barriers, including domestic standards, security policies and certifications (for example, security reviews for routing hardware), and export and import requirements.



Political risk — helping our clients manage political risk and mitigate negative impact on their business from policy developments.



Procurement — promoting the adoption of cybersecurity technologies and guiding the development of rules for government procurement of these technologies in various markets worldwide, including the EU, Canada, the US, and India.

Our Experience

- Developed and implemented an advocacy campaign to increase visibility of cybersecurity technology in Europe and drafted policy recommendations.
- Advised global software companies on the implications of emerging technologies for their businesses and performed regular monitoring of the regulatory environment likely to apply to this new technology.
- Organised an industry coalition of leading software, computing, and telecommunications companies and executed a campaign to influence the global cybersecurity debate at the UN General Assembly in New York and the ITU in Geneva.
- Assisted customers in ensuring market access for encrypted products in sensitive Middle East markets.
- Ran educational programs and developed public policy strategies to mitigate the impact of sector-specific guidelines, such as cloud computing security.

About Access Partnership

Access Partnership is the world's leading public policy consultancy for the tech sector. We monitor and analyse global trends for the risks and opportunities they create for technology businesses and identify strategies to mitigate those risks and drive the opportunities to our clients' advantage. Our team uniquely mixes policy and technical expertise to optimise outcomes for companies operating at the intersection of technology, data and connectivity. Our global team of 60 staff work in London, Brussels, Washington, Dakar, Abu Dhabi, and Singapore.

If you are interested in our services, please contact:

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