

Cybersecurity, Privacy and Data Protection

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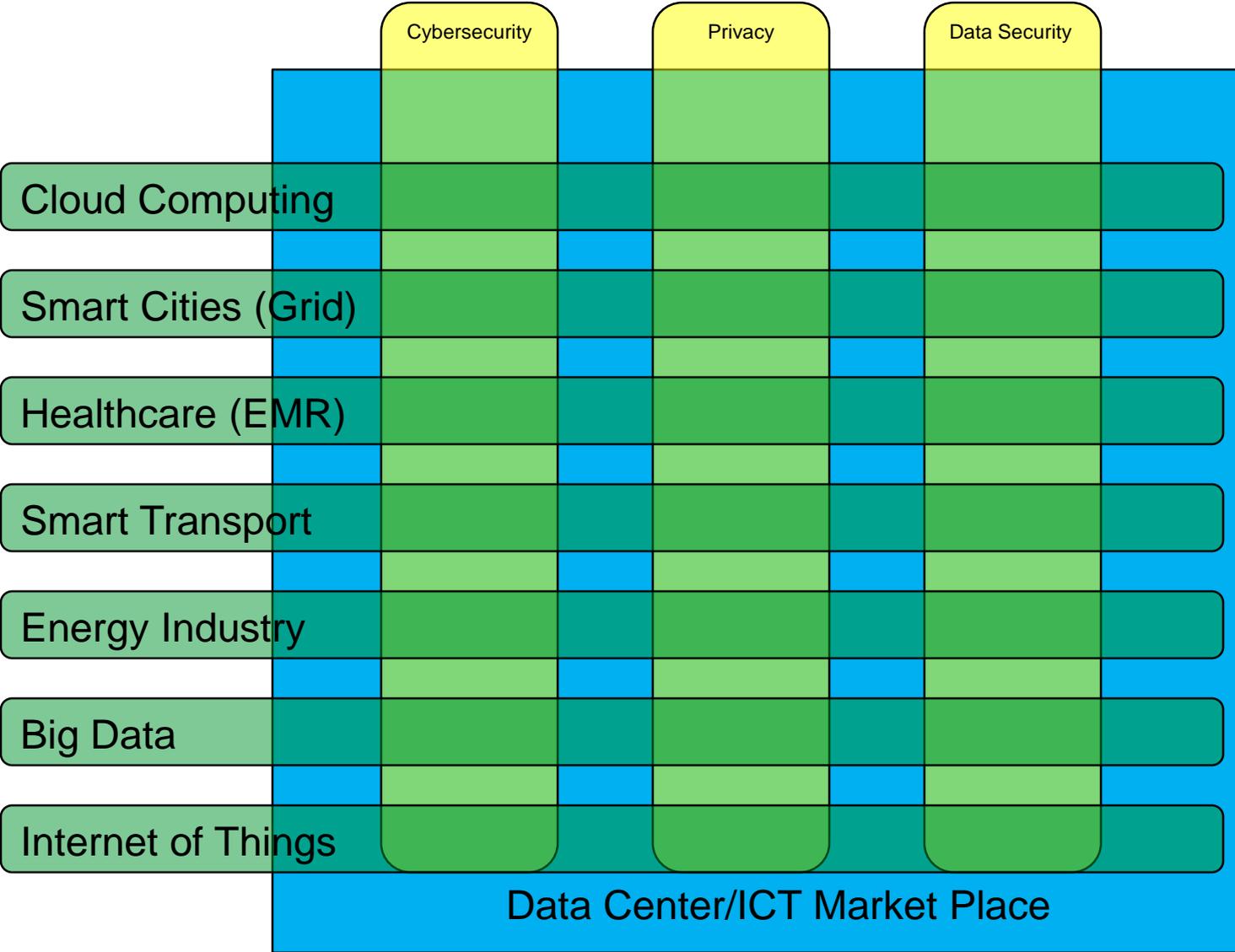
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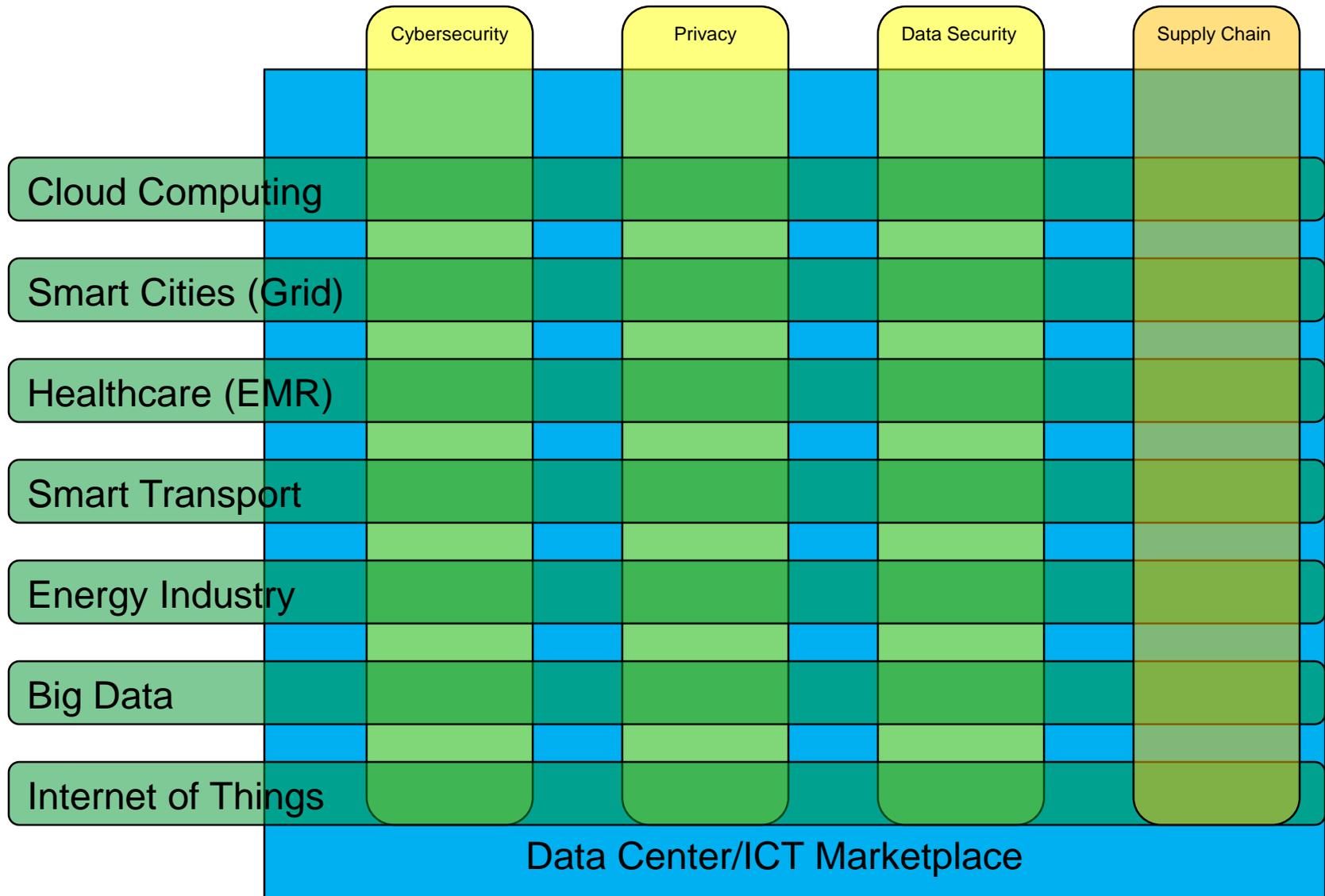
Executive Summary

- ICT Enables Personal Productivity
- Telecom/ICT Is A Policy Focus for Governments
 - Allows Governments to do More With Less
 - Facilitates Resource Efficiency In The Economy
- Recent Global Regulations and Legislation Practices are Evolving and May Become Disruptive to Business Practices and Supply Chain

Affecting Data Across Business Segments



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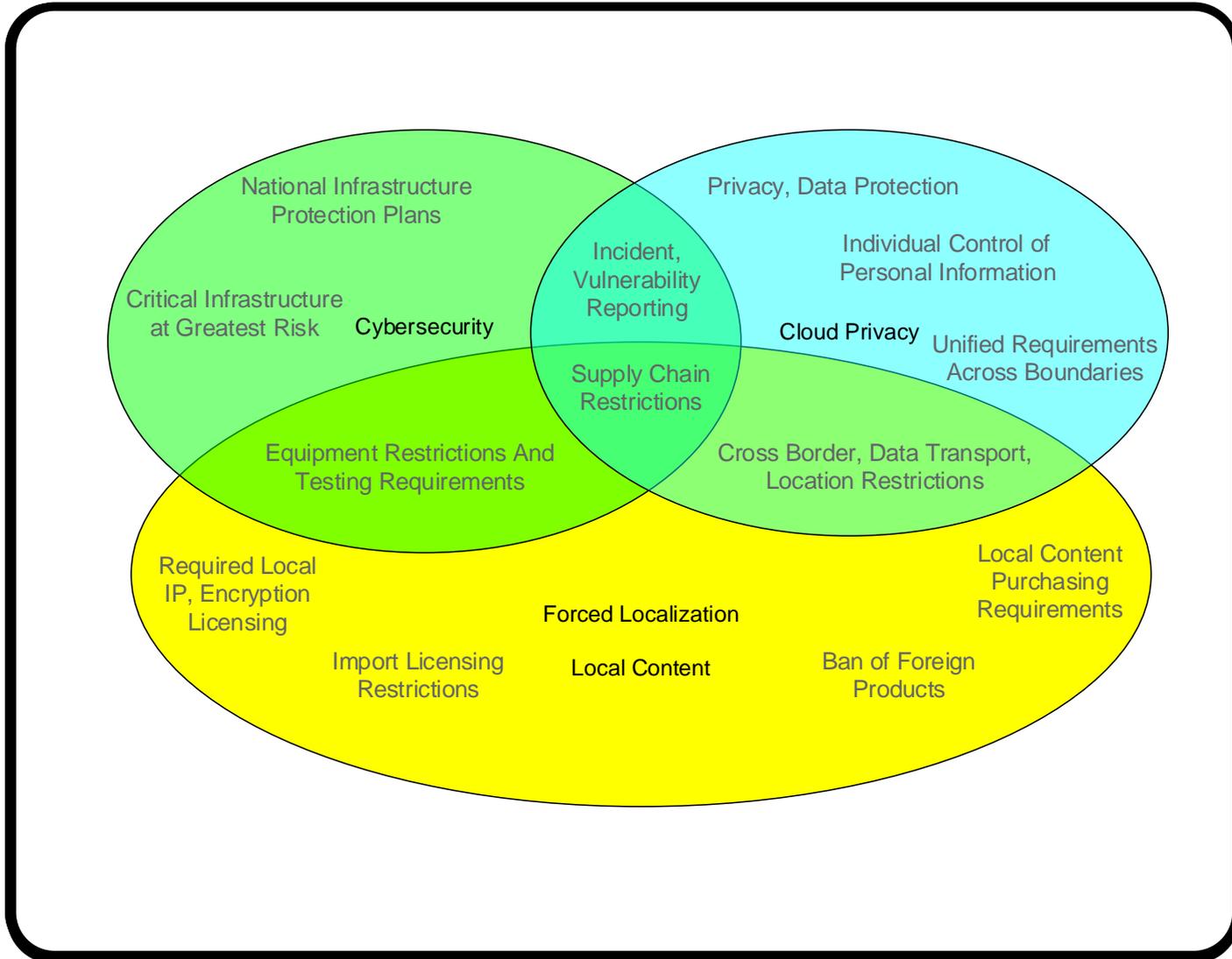
Localization Barriers to Trade

- Defined as:

- Local content requirements, i.e., requirements to purchase domestically-manufactured goods or domestically-supplied services
- Subsidies or other preferences that are only received if producers use local goods, locally- owned service providers, or domestically-owned or developed IP, or IP that is first registered in that country;
- Requirements to provide services using local facilities or infrastructure;
- Measures to force the transfer of technology, IP or Licensing
- Requirements to comply with country- or region-specific or design-based standards that create unnecessary obstacles to trade
- Unjustified requirements to conduct or carry out duplicative conformity assessment procedures in-country.

- Requirements to restrict supply chain to exclude countries
- Requirements to restrict information flow outside of a country or group of countries

Policy Venn



Treat Vector Action Plan

- Identify
 - Identify New Regulatory Efforts Early, Work with Industry Groups to Mitigate, Identify to BU
- Address
 - Upon Implementation, Identify Criterion, Enroll BU Resources For Corrective Action, Use SPoT to Schedule/Track Through Next Generation
- Assessment
 - Evaluate Language, Review Interpretations, Engage Outside Council: Inform BU

Business Impacts

- **Formalized Vulnerability/Incident Reporting to “Competent Authorities”**
 - Drive Common Format, Content, and Common Timing
 - Law Enforcement Accommodation
- **Supply Chain Sourcing Restrictions**
 - Restrictions Based On Locations (Business Types)
 - Business and Certification Costs, Supply Chain Complexity
- **Regional/National Critical Infrastructure & Architecture Requirements**
 - Changes to Reference Architectures, Related Product Platforms
- **Restrictions on End Use Customer Data Movement and Housing**
 - Potentially Limits Remote Infrastructure Management
 - Follow the Sun
 - Personally Identifiable Information; Warranty Registration, Customer Relationship Management

Going Forward Globally

- Anticipate More, Creative Localization Regulations Listed as:
Cybersecurity, Privacy, and Data Protection
- More National Security Exceptions for:
 - IT/Telecom Government Equipment Purchases
 - Expanding to National Critical Infrastructure
 - Energy, Utility Grid
 - Telecom/Internet
- May Lead to Supply Chain Restrictions
 - Types Of Companies
 - Components
 - Manufacturers