

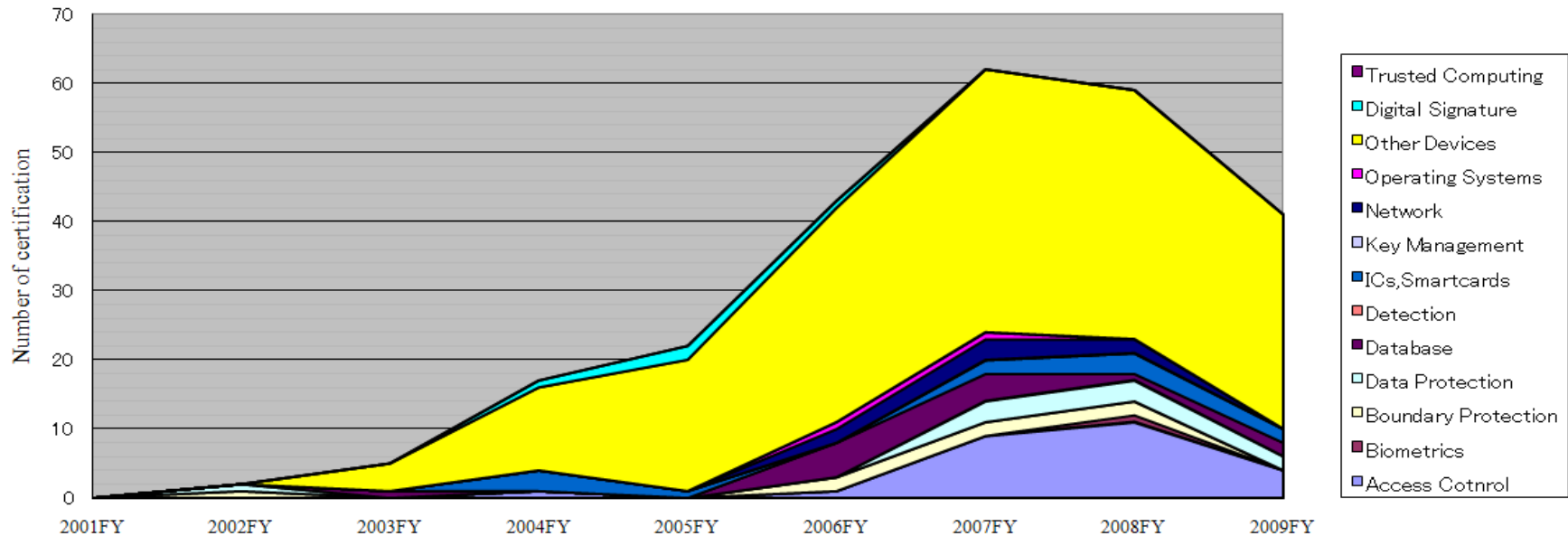
## CC Promotion Activity to New Area ~Cases in Japan~

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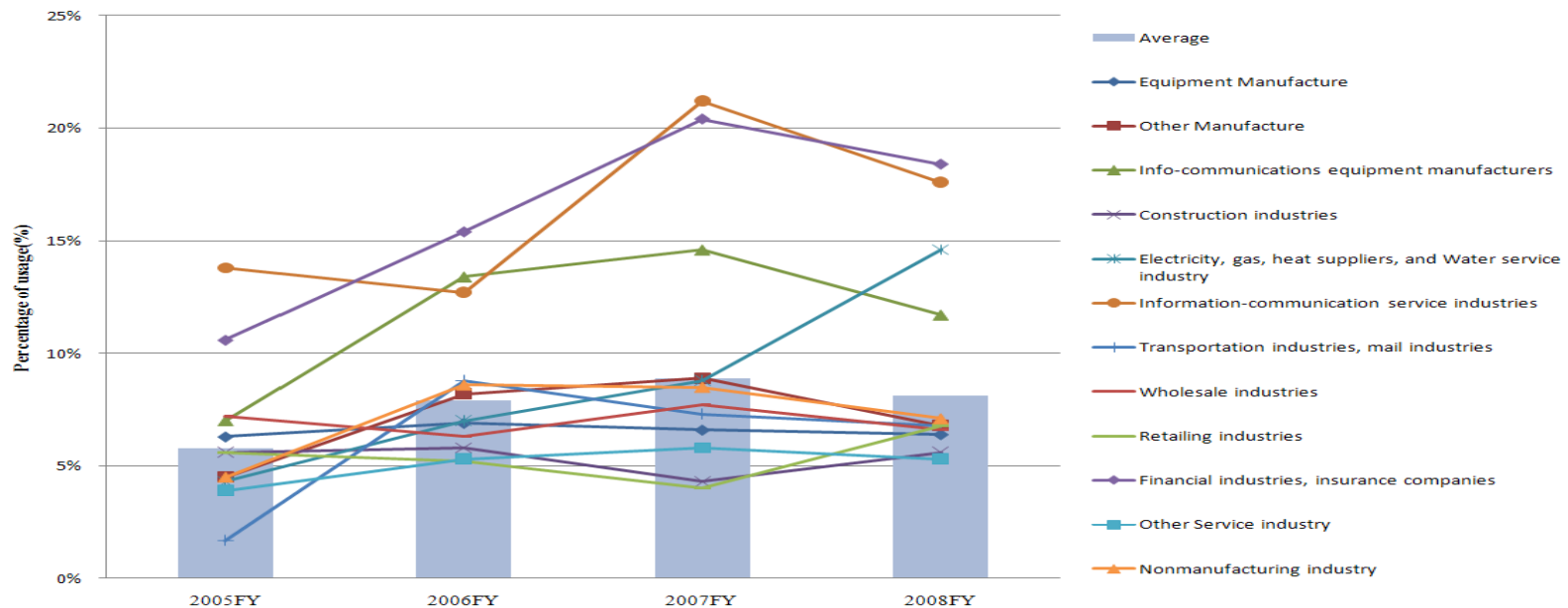
# 1.Introduction

- Figure 1 shows the changes in the number of CC certifications acquired over the last nine fiscal years in Japan.



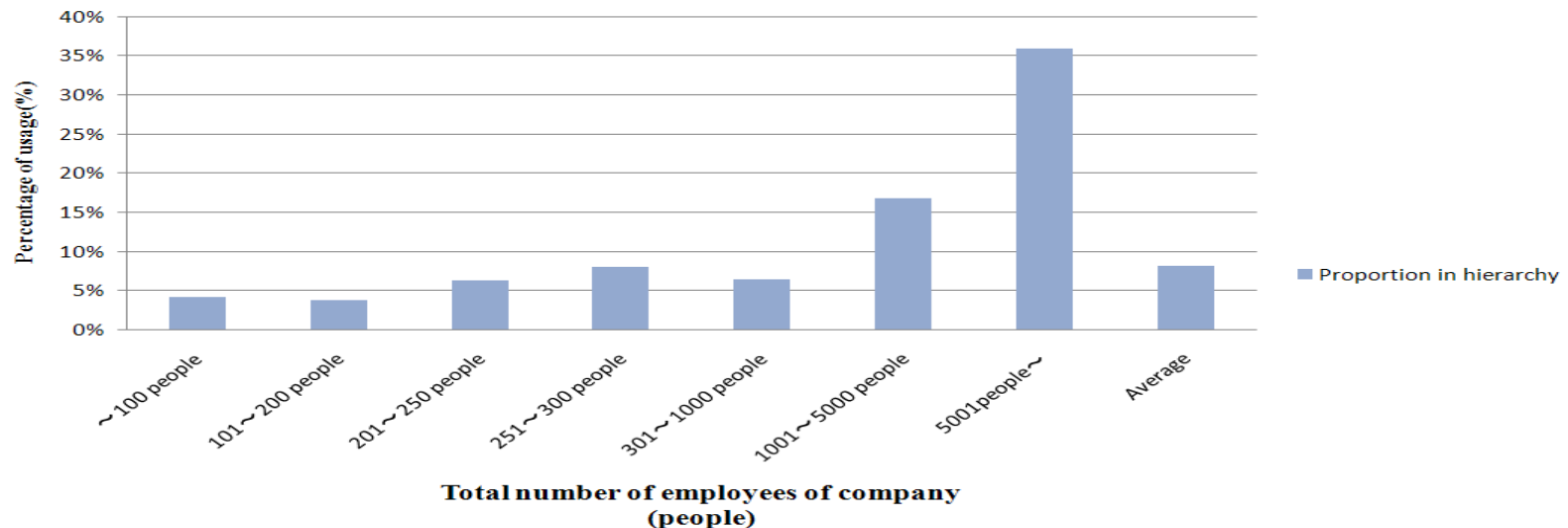
## 2. Status of Use for CC Certified Products by Private Users in Japan

- Figure 2 shows the percentage of CC certified product usage amongst various private businesses in Japan.



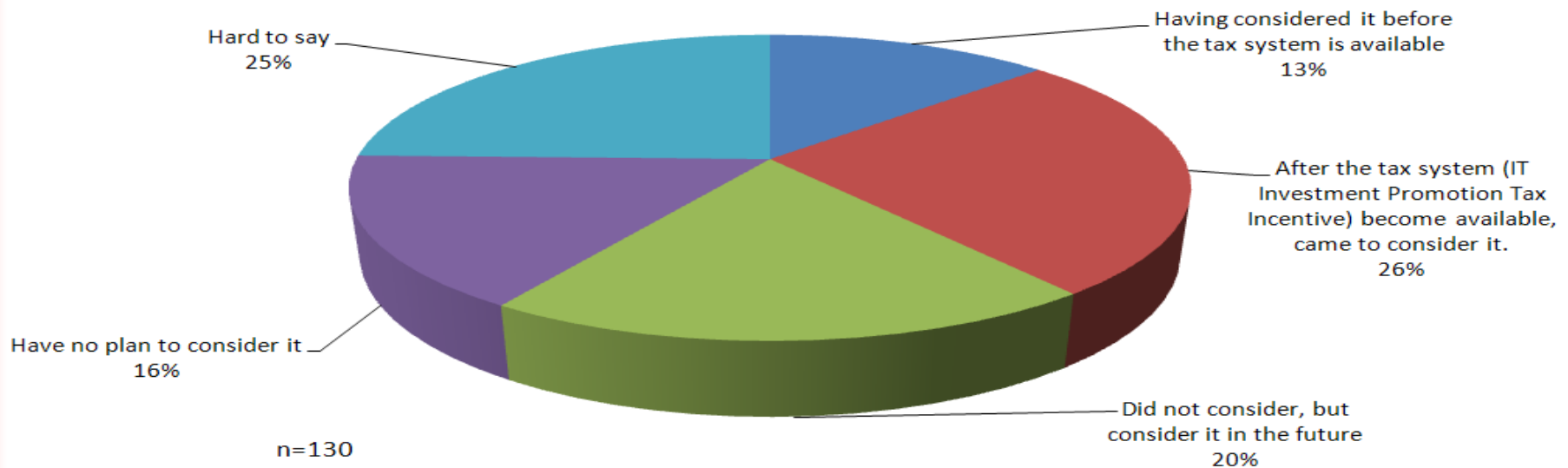
## 2. Status of Use for CC Certified Products by Private Users in Japan Cont.

- Figure 3 shows the introduction rate of certified products in Japan in fiscal year 2008, broken down by size of company and total number of employees.



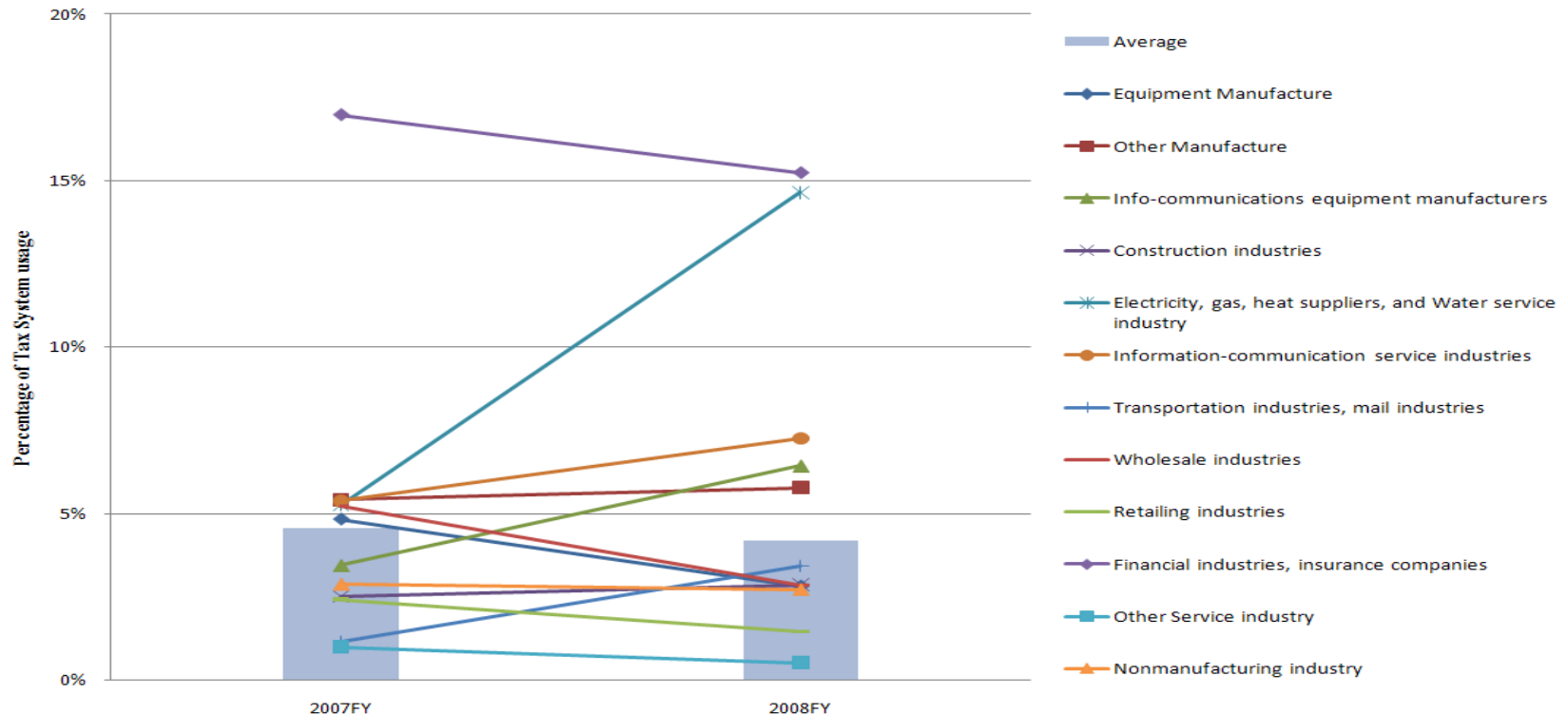
## 2. Status of Use for CC Certified Products by Private Users in Japan Cont.

- Figure 4 shows whether or not companies considered CC certification before purchasing products before and after the Tax System.



## 2. Status of Use for CC Certified Products by Private Users in Japan Cont.

- Figure 5 shows the rate of tax usage over the last two fiscal years by private business.



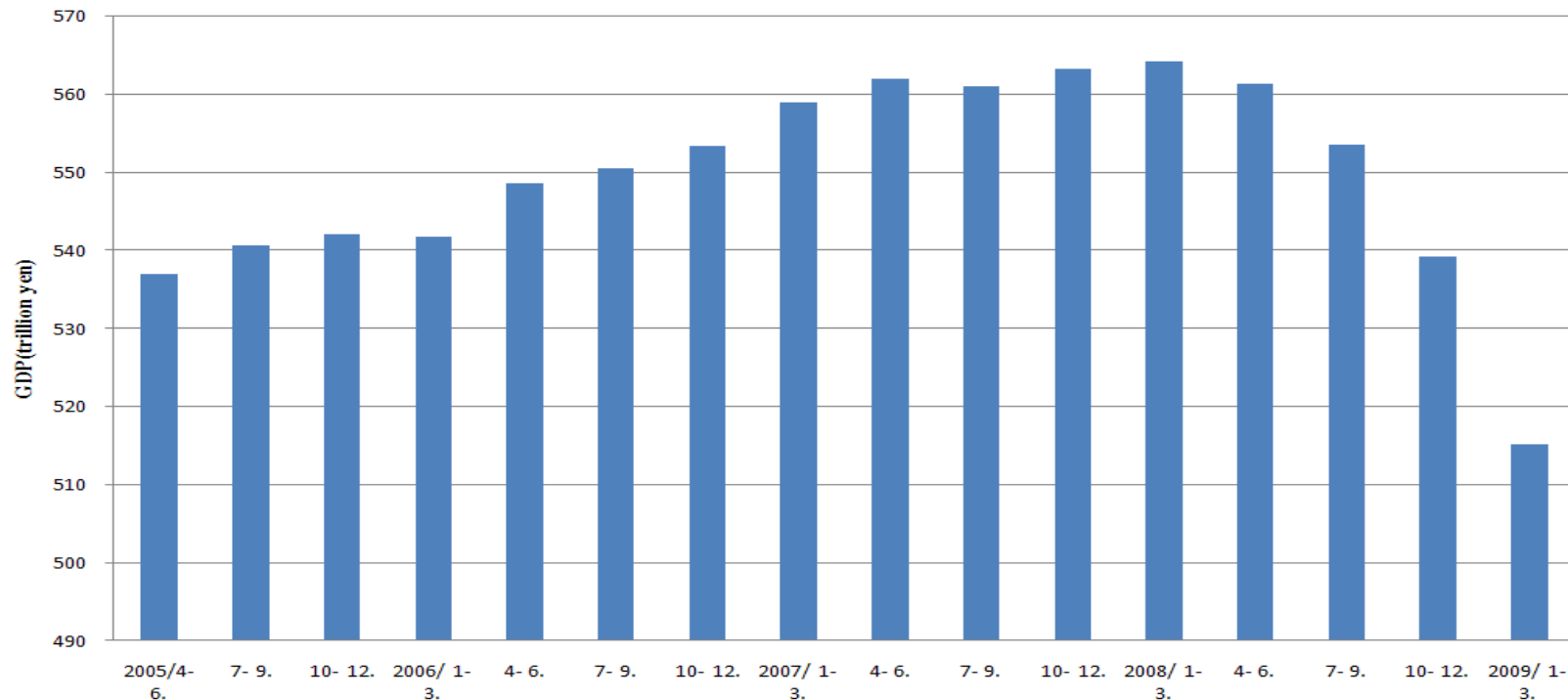
## 2. Status of Use for CC Certified Products by Private Users in Japan Cont.

- Figure 6 shows the rate of tax usage over the last two fiscal years, broken down by company size and number of employees.



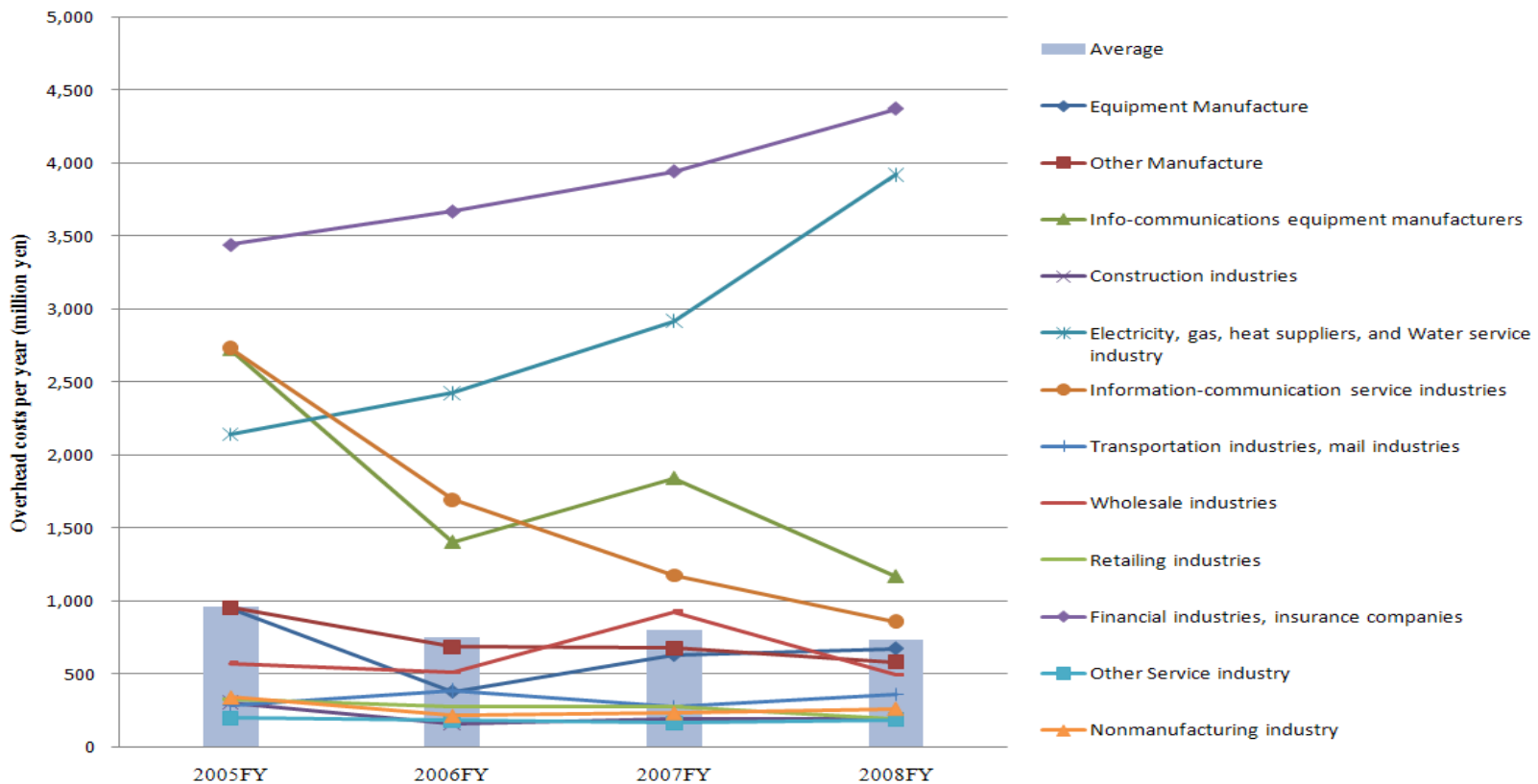
## 2. Status of Use for CC Certified Products by Private Users in Japan Cont.

- Figure 7 shows the Japan's GDP from March 2005 to January 2009.



## 2. Status of Use for CC Certified Products by Private Users in Japan Cont.

- Figure 8 shows overhead costs related to information processing by type of business.



## 2. Status of Use for CC Certified Products by Private Users in Japan Cont.

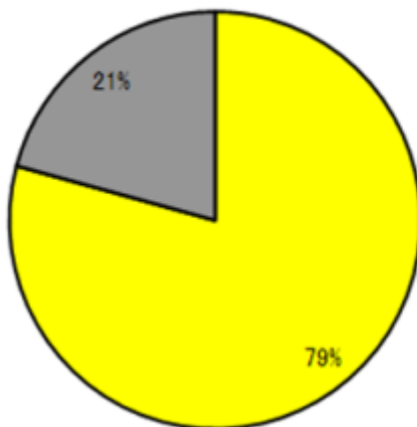
### Summary

- Usage of CC cert. products in Japan's private sector varies
  - Usage has spread through
    - Finance and Insurance
    - Energy and water
    - Information-communications services
    - Info-communication equipment manufacturers
  - However, has yet to spread amongst other industries
- Tax system has influenced use of CC products within
  - Finance and insurance
  - Energy and water

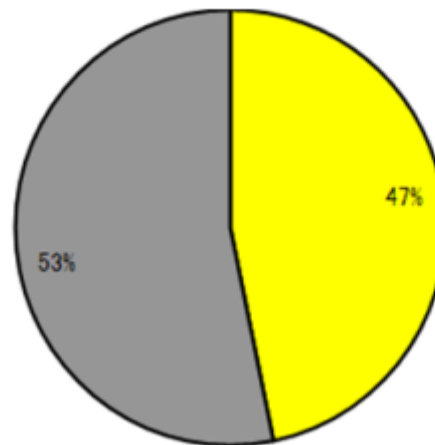
### 3. Situation and Motive for CC Certification broken down by market shares in Japan

- Market Shares for CC products by sales volume in Japan
  - Server OS 79%
  - Firewall 47%
  - DBMS 47%

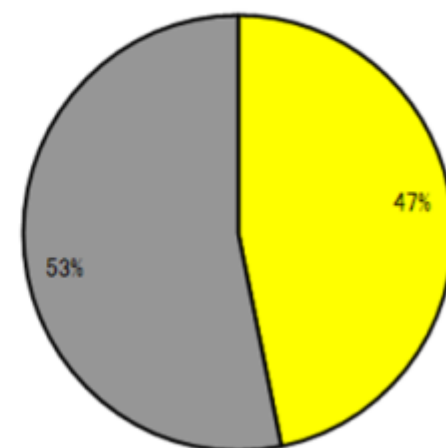
Market share of CC Certified products on Server OS



Market share of CC Certified products on DBMS

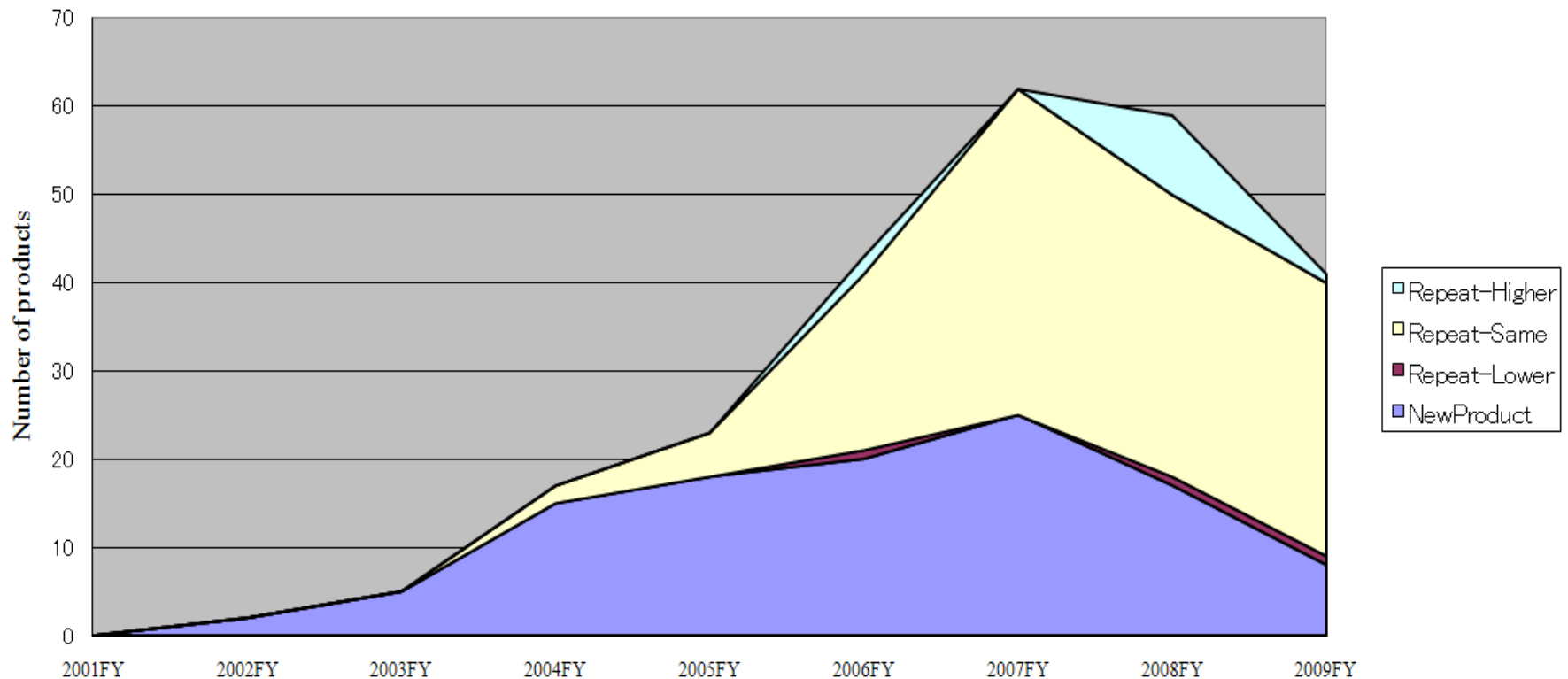


Market share of CC Certified products on VPN/FW



### 3. Situation and Motive for CC Certification broken down by product entry and repeated evaluation across multiple EAL levels

- Figure 10 shows the number of new products and repeated evaluation products.



### 3. Situation and Motive for CC Certification in Japan by the Developer Cont.

- Results of feedback from 6 first time certification companies (since 2008)
  - 1st motive – Competitive advantage
  - 2<sup>nd</sup> motive – Improvement of security objectivity in security functions of product
  - 3<sup>rd</sup> motive – In-house acknowledgement of CC scheme

### 3. Situation and Motive for CC Certification in Japan by the Developer Cont.

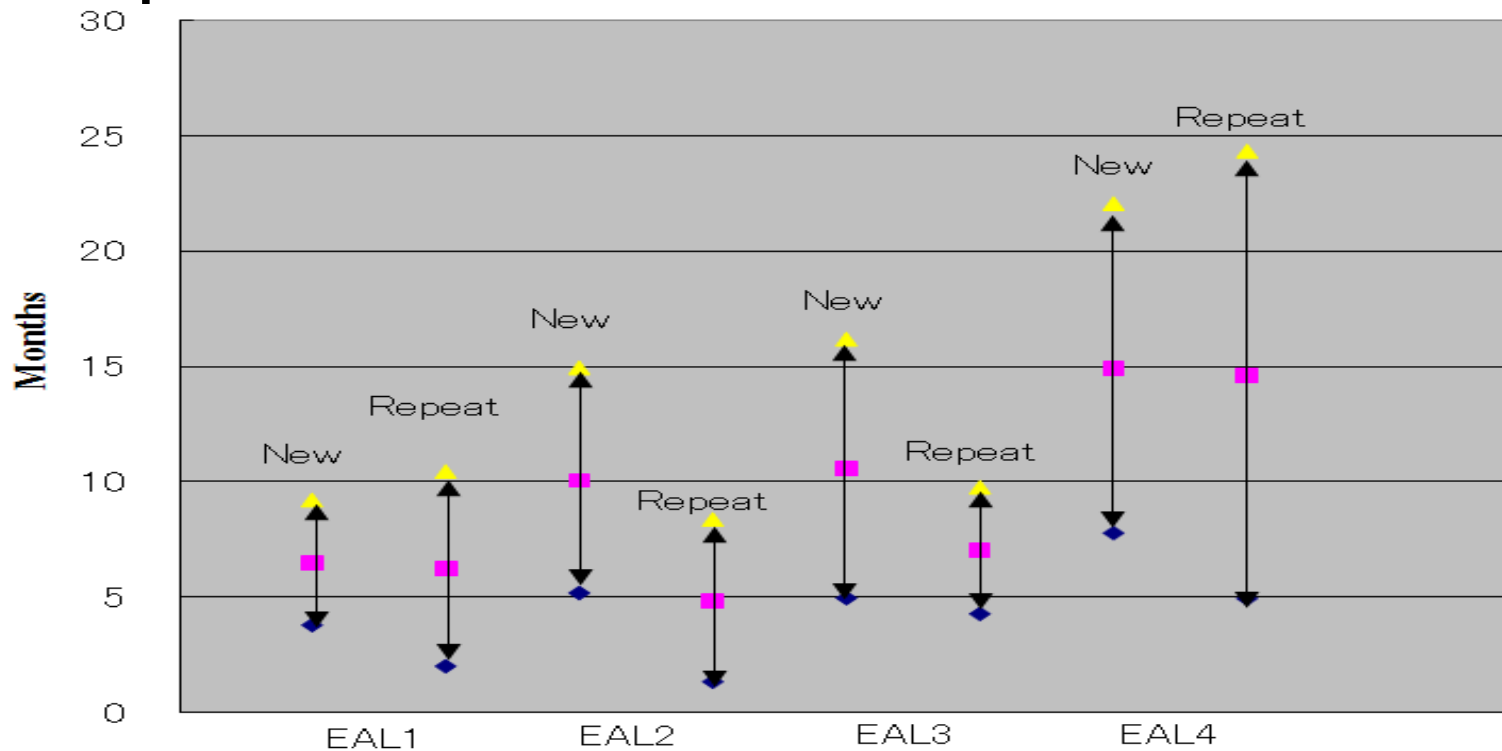
- Results of feedback from 6 first time certification companies (since 2008) Cont.
  - 4<sup>th</sup> motive – Overseas deployment / Correspondence to government procurement
  - Additional motives –
    - Winning customer's trust
    - Customer demand for tax incentive
    - Improvement of the development process

### 3. Situation and Motive for CC Certification in Japan by the Developer Cont.

- From the results of feedback,
  - Most Japanese developers who get CC certification for the first time not only are conscious of Government Procurement but also are concerned about the competitors and looking for the market deployment to the private sector.
  - “To increase the appeal of the product by CC certification” was the initial motivation. Wanting to increase consumer confidence should lead to the spread of CC certification amongst developers in Japan, especially for the small and medium-sized enterprises.

### 3. Situation and Motive for CC Certification in Japan by the Developer Cont.

- Figure 11 shows the scheduled time for evaluations at different assurance levels in Japan.



# Feedback from Developers and Measures for Improvement

Challenges	Ongoing measures	Future measures
Evaluation and Certification phase is not predictable	<ul style="list-style-type: none"> <li>● Have an initial meeting</li> <li>● Guidelines are put on the web for public access</li> <li>● Each part of the cert. and eval. process should be done separately</li> </ul>	<ul style="list-style-type: none"> <li>● A suggested time line should be created</li> </ul>
Producing documentation for evaluation is a heavy burden	<ul style="list-style-type: none"> <li>● Teach developers how to create an appropriate ST</li> </ul>	<ul style="list-style-type: none"> <li>● Create and open guidelines of CEM for developers</li> </ul>
Cost-effectiveness cannot be proven	<ul style="list-style-type: none"> <li>● Help developers produce products that are cost effective and eliminate the evaluation of unnecessary components</li> </ul>	<ul style="list-style-type: none"> <li>● Create a cost effective and timely evaluation regardless of the EAL</li> </ul>
A CC is not well-known in Japan	<ul style="list-style-type: none"> <li>● Tax Incentive should increase knowledge of CC</li> </ul>	<ul style="list-style-type: none"> <li>● Increase the number of programs that will help spread the use of CC to all industries</li> </ul>
Barriers for new entry	<ul style="list-style-type: none"> <li>● Improve the web page</li> </ul>	<ul style="list-style-type: none"> <li>● Make improvements to the application formats and to enhance examples for the application formats</li> </ul>

# Conclusion

- Covered the present status of CC certification and motives for acquisition
- Discussed the results of feedback
- Detailed the usage of CC certified products in the private sector
- Explained the connection between the use of CC products and the tax system
- Future goal – continue to increase the use of CC certified products not only through government agencies, but also through the private sector and spread the use of CC certification amongst developers in Japan

# Thank you for your attention.

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