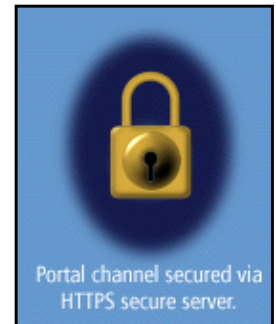# eSecurity
in the New Business Model ©

Presented by Peter Ostapchuk, CA
President and eBusiness Principal
icorp.ca inc.

November 6, 2001

Portal channel secured via
HTTPS secure server.

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eSecurity in the New Business Model

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- The new business model for eGovernment has an array of *business processes that extend outward from the organization* and encompass the various partners, citizens and other governments.

- **It is precisely these business processes that extend outward from the organization that require *a sound eSecurity strategy at all points of the extended chain*.**

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The New Economy – What is it?

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  3. The transformative power of information technology and communications – *a powerful transforming force that alters every piece of business and government, impacting how we structure work, operate our organizations, and the how we shape our future*

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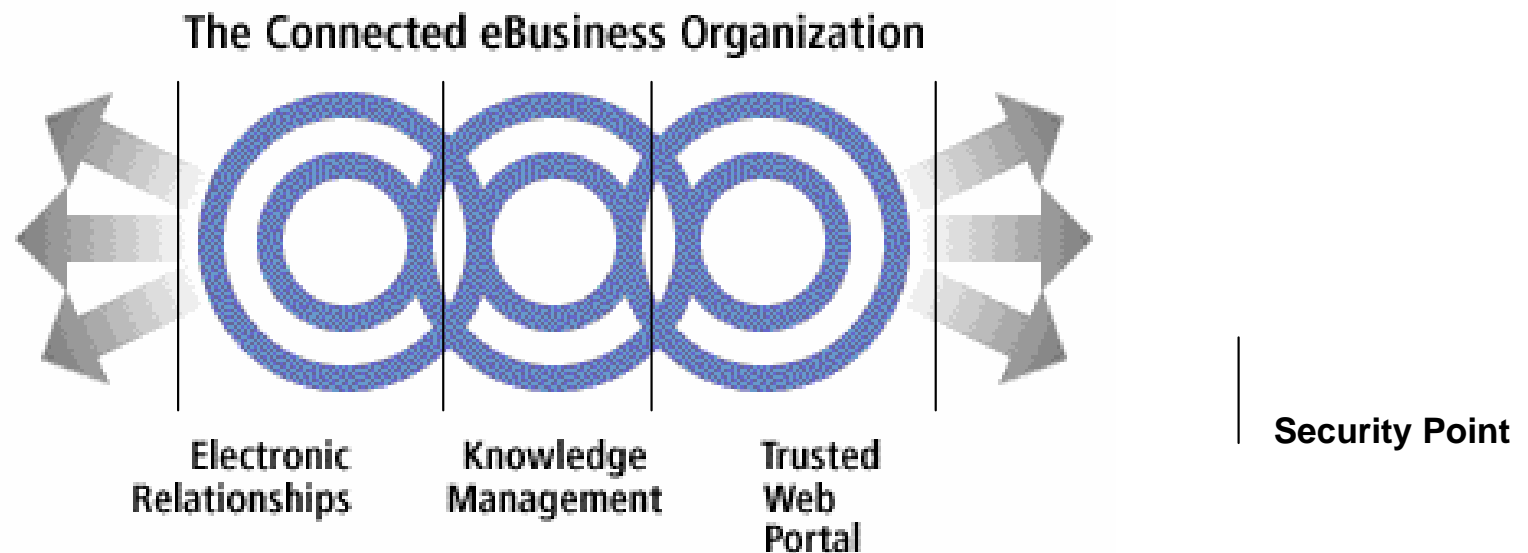
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Impact on eGovernment

- The new economy is fueling eGovernment - the single driver to;
    - horizontal integration of processes
    - outward focus of processes, and
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The Connected eBusiness Organization

Electronic Relationships

Knowledge Management

Trusted Web Portal

Security Point

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The New Business Model

Traditional Business Model

- The traditional business model is an organization with a few core competencies, which also undertakes non-core processes.

Traditional Business Model – Internal Enterprise
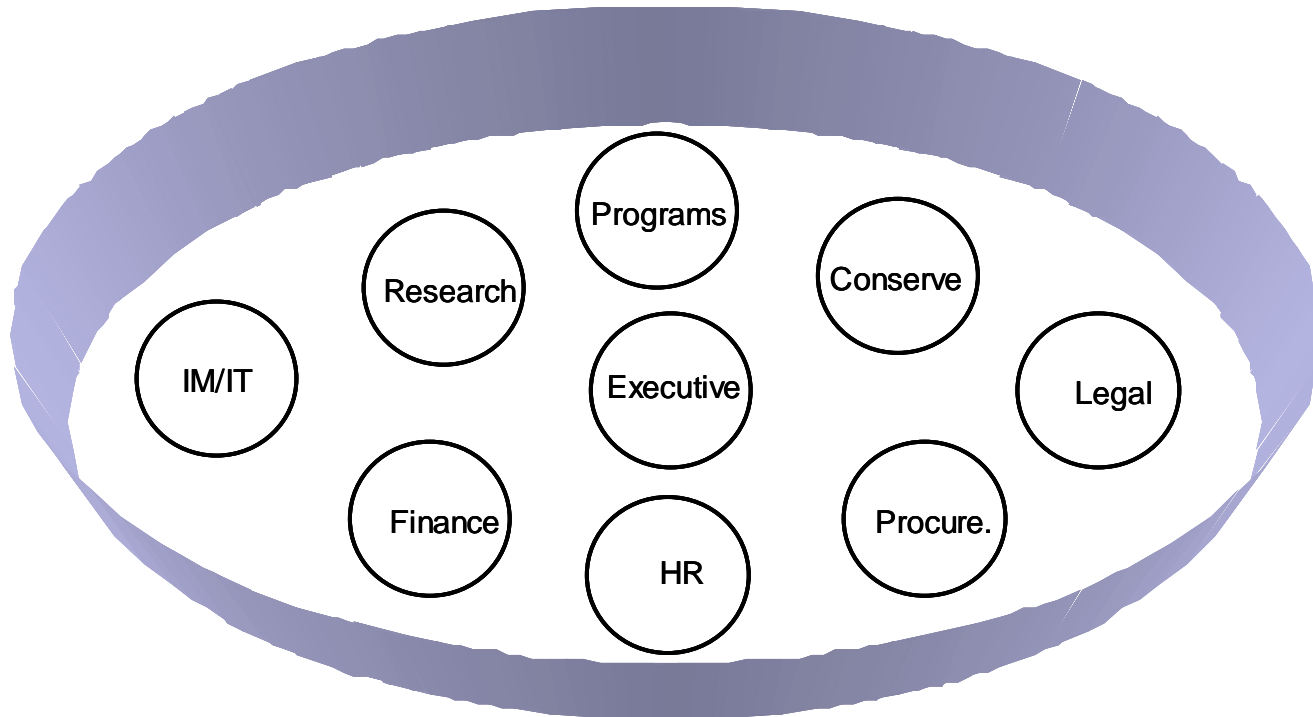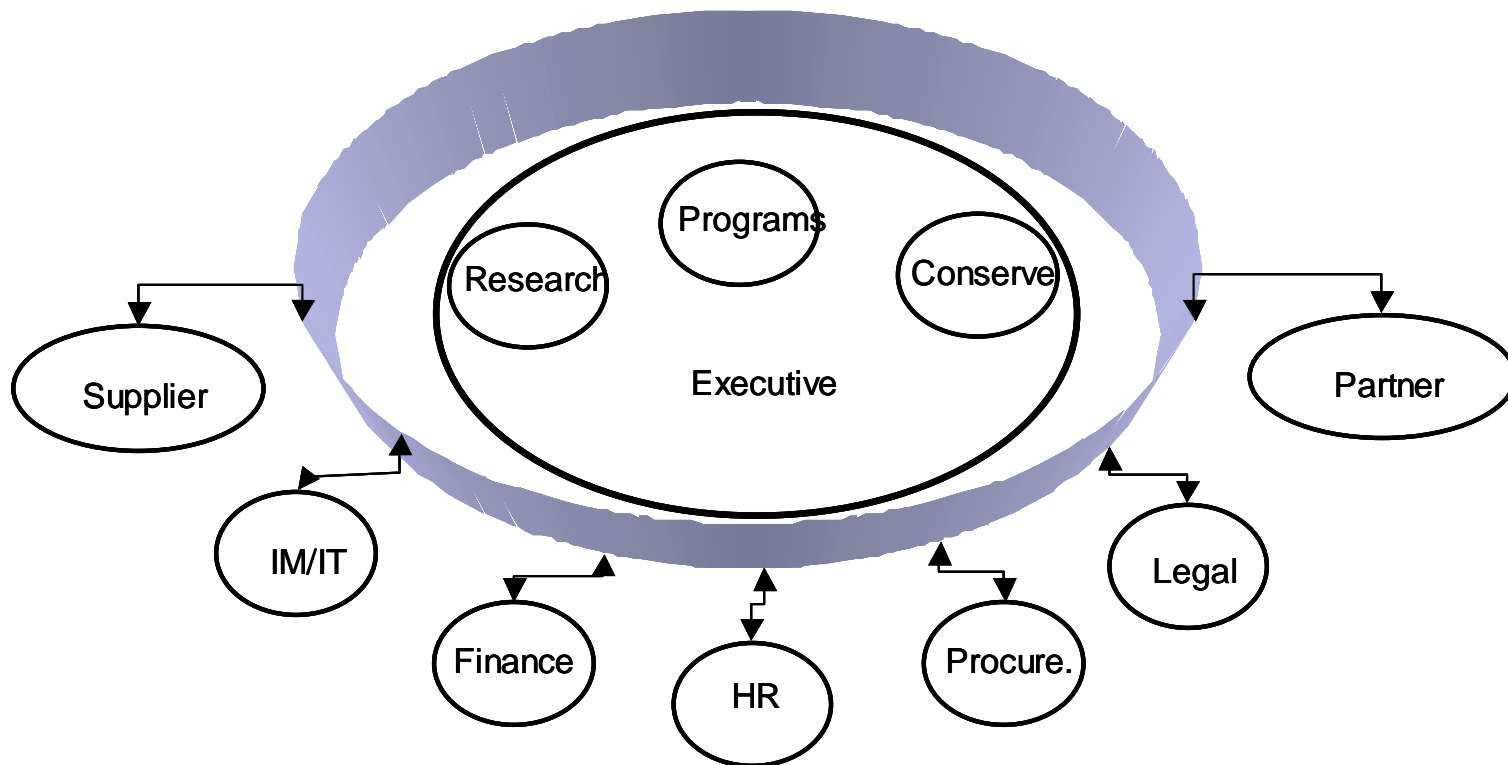
The New Business Model

- The new business model [2] is an organization of a few core competencies, supported by a few business processes, focused on the customer.

[2] *The Agenda: What Every Business Must Do to Dominate the Decade -* Michael Hammer, MITCambridge, Mass

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New Business Model – Extended Enterprise

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- The new business model [2] is an organization of a few core competencies, supported by a few business processes, focused on the customer.

- eGovernment is about a focus on core competencies to interact with a broad range of entities that are connected
  - *one that cuts across external boundaries and takes place at an extended enterprise level [3], supported by the Internet's revolutionary impact in dissolving boundaries between entities*

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- **eSecurity is critically important because Departments must take the broadest perspective in terms of it's own information and in managing portions of the national information infrastructure**

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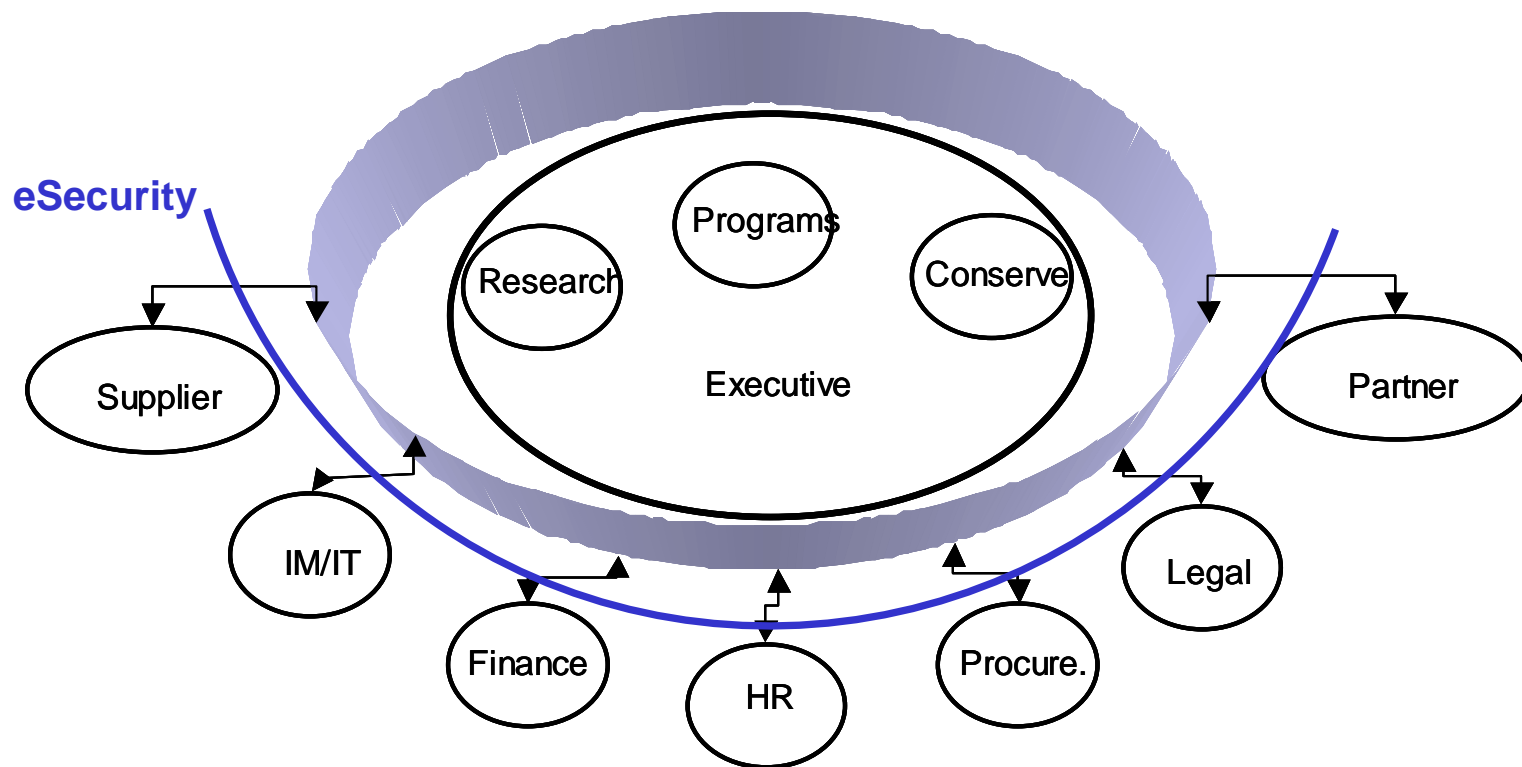[3] *Strategic Insights into eBusiness Transformation – the Seven Steps to Nirvana;* MohanSawhney & Jeff Zabin, Kellogg Graduate School of Management.

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The New Business Model

- eSecurity is critically important because the new business model cuts across external boundaries, at an extended enterprise level

**New Business Model – Extended Enterprise**

The New Business Model for eGovernment

- eSecurity is critically important because Departments must secure their own information and secure *interactions* with portions of the national information infrastructure – *which sometimes will "plug" into the Secure Channel (SC)*

- **Therein lies the "rub"**
  - the new business model for eGovernment is an extended *secure transaction / interaction business process* model

  - **eSecurity is paramount to secure interactions *between* organizations, partners, governments, and citizens along the *business process chain***

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eSecurity – a Secure Channel* Perspective

Secure Channel Services

* Source: GTIS SC RFP

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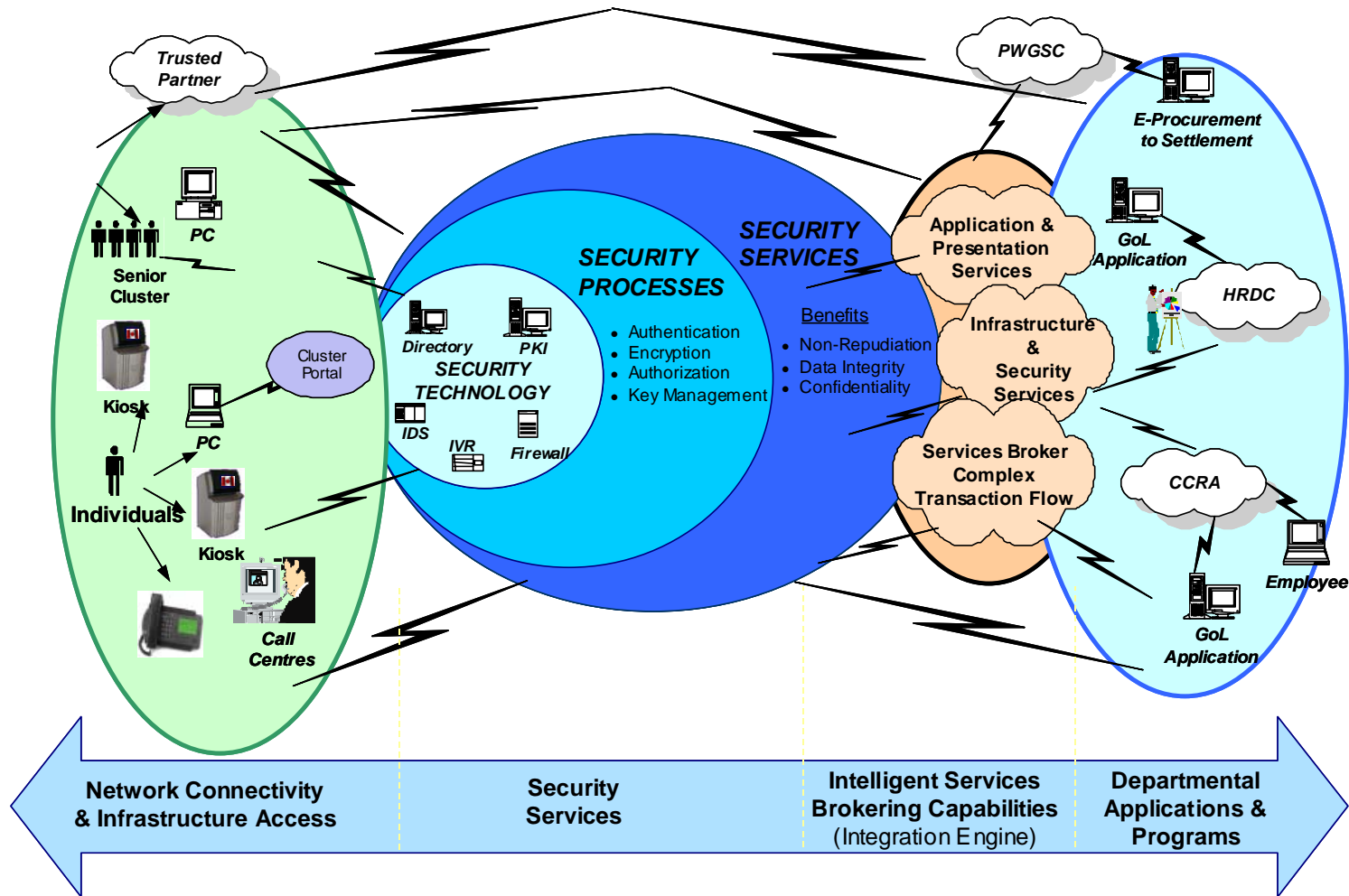
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- eSecurity at the *Policy and Governance* level is about:
  - digital and transactional security policies – Bill C6 Privacy Act
  - security standards and protocols
  - prevention, detection and response practices
  - risk and vulnerabilities assessment management
  - PKI implementation and management

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Extended eGovernment Interactions

eGovernment

The nature of eGovernment, including government on-line, is multi-faceted and multi-dimensional. A well thought out eGovernment strategy must address each of the elements included below.

	Government	Business	Consumer
Government	**Gov. to Gov. (G2G)** • International • Fed./Prov. • Municipal	**Gov. to Bus. (G2B)** • Services • Information • Regulations • eSurveys	**Gov. to Cons. (G2C)** • Services • Information
Business	**Bus. to Gov. (B2G)** • Procurement • Tax Conformance • eSurveys	**Bus. to Bus. (B2B)** • eCommerce • Parterships • R&D	**Bus. to Cons. (B2C)** • eRetail • Service/Support • eSurveys
Consumer	**Cons. to Gov.(C2G)** • Tax Conformance • Passports • Service Requests	**Cons. to Bus. (C2B)** • eRetail	**Cons. to Cons. (C2C)** • Auctions • eMarketplace

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So What Does This Mean to You?

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- eSecurity in the new business model context allows you to enter into partnerships, strategic alliances, supplier arrangements and extended program delivery arrangements on a secure basis
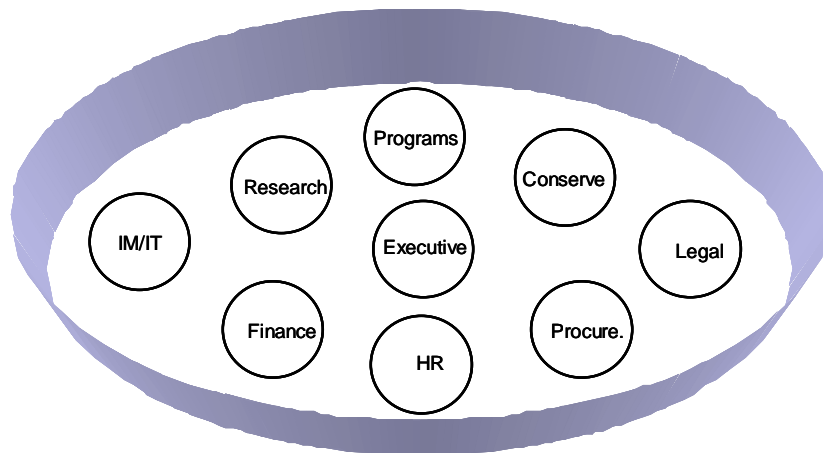
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- eSecurity facilitates the transformation of all of your extended enterprise relationships within in a secure environment
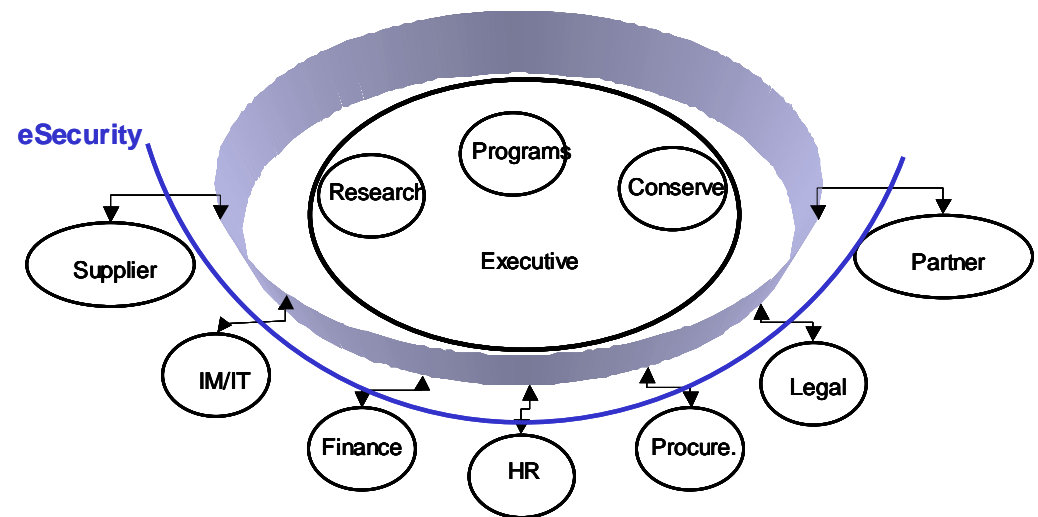
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So What Does This Mean to To You?

- Lastly, eSecurity in the new business model will greatly facilitate the transformation from a previously capital intensive business model to a core competency-based knowledge-based business model

Traditional Business Model – Internal Enterprise

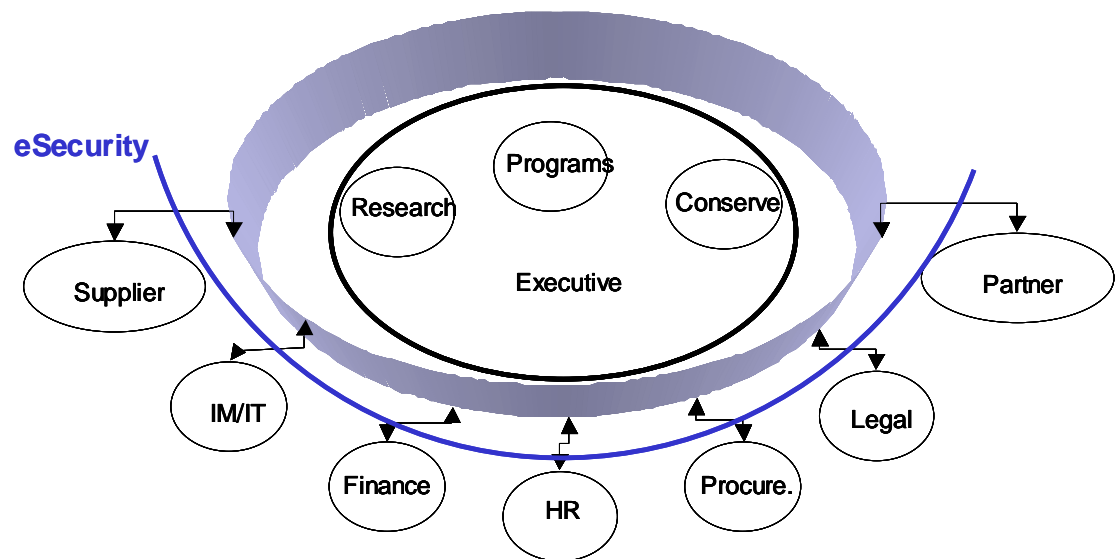**New Business Model – Extended Enterprise**

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eSecurity Reference Links

- Centre for Internet Security www.cisecurity.org

- eSecurity OnLine – eSO Framework www.esecurityonline.com

- WebTrust Principles www.webtrust.org

- Entrust PKI Security Access www.entrust.com/getaccess

- GOL Public Key Infrastructure www.cio-dpi.gc.ca/pki-icp

- Information Technology Security Audit Guidelines – TBS

  www.tbs-sct.gc.ca/pubs_pol/dcgpubs/tb_h4/01guid_e.html

- U.S. Government Electronic Commerce Policy Website
  www.ecommerce.gov

- Canadian Government Electronic Commerce Policy Website
  www.cio-dpi.gc.ca/ip-pi/index_e.asp

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New Business Model – Extended Enterprise©

eSecurity

Programs

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Executive

Supplier

Partner

IM/IT

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Finance

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