



## NEWSLETTER

December 2007

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Welcome to the December 2007 Jericho Forum® Newsletter. Sorry about the missing Newsletters in October and November – despite good intentions they did not materialize ... due to lack of time, not lack of news. In this Newsletter we will report the main highlights over this last quarter of 2007. As usual, feel free to share our news with your colleagues, and [email us](#) with your comments.

### **New Position Papers**

In the last quarter of 2007 we have made significant progress on development of 2 new position papers. In our July 2007 Newsletter, we reported that feedback from key contacts in the USA recommended we make our messages more positive, so talk more about our recommendations for solutions rather than dwell on the challenges of de-perimeterization. Responding to this, in our June 2007 meeting we adopted the term "collaborative oriented architectures" to capture our solutions approach – to develop a framework in which businesses can collaborate securely using the Internet. As with all difficult challenges, no silver-bullet solutions were on offer, so it has taken another 3 face-to-face member meetings and several drafts to arrive at a stage we have found acceptable. We should have our latest draft paper available by mid-January for your review.

An essential component in this framework is secure communications, and part of the evaluation of this component has lead us to conclude that we can clarify our key messages on this by merging 2 existing position papers – Encryption & Encapsulation, and Protocols – into a single Secure Communications paper. Again we aim to have this merged paper by mid-January for your review.

### **Monthly NetWorkWorld columns - topics, writers needed**

In October we won a prestigious monthly column in the US publication NetWorkWorld – one of the most well-read publications in the US IT marketplace. This is proving a great success. You will have seen our email notices announcing publication of the first 2 columns:

- On VoIP, Nov 2007, written by Paul Simmonds
- On Endpoint Security, in Dec 2007, again by Paul.

Our next column is on the subject "E-mail - not fit for secure messaging" with a byline "What is broken and what needs fixing".

We need your suggestions for topics for our future columns, and we also need members to volunteer to write the articles. The writer gets the publication credit, unless they prefer to write as "Jericho Forum member". The columns are opinion pieces, shouldn't be too heavily technical, should make some point, and do so as provocatively as desired to stimulate interest and debate, while also injecting an appropriate smidgeon of humor. Another particularly effective style used in



these first 2 columns has been to list "10 nasty questions you should ask your supplier" – it has found great favor with our NWW editor because it adds significant reader value, and we have found it to be very effective in summarizing key issues which make critics (especially bloggers) think carefully before launching attacks on the opinions and positions expressed.

Please don't be slow to recommend your hot topic, and/or your offer to write a column. We need your input now, not just next month, so we can plan a few months ahead.

### **Conferences and Meetings in 2008**

- April 7-11: RSA in US  
This is proposed for April 10th, subject to sufficient member support, to include a few presentations and follow-on round-table discussions.
- April 23rd: Spring Conference 2008 - Infosec Europe  
Details are updated on our Web site as they are confirmed.
- September: Infosec in US  
Reed International are interested in repeating the success of our Jericho Forum Fall Conference during their InfosecNY 2008 event. This event to be confirmed.
- Nov/Dec: IS Summit, Hong Kong  
This is a proposed event - to be confirmed.

Dates for members meetings are now published (<http://www.opengroup.org/jericho/events.htm>) and we are looking for hosts. Please email us with your offers.

### **Business Case for Vendors**

In our Nov 30<sup>th</sup> Members Meeting, a vendor member observed that vendor members have particular challenges in explaining why participation in the Jericho Forum delivers tangible benefits to their business. How well do you think we articulate and deliver the value proposition for our vendor members? Some simple measures – like showing a list of members and facilitating them being contactable; creating a 1-page marketing leaflet explaining the value proposition for vendors – would deliver immediate added value. Other measures – such as publicizing value-add achievements (the monthly Newsletter helps here); facilitating sharing information on common areas of product research/interest; slots in meeting agendas where vendors can describe how their product(s) fit into the Jericho Forum's framework/blueprint – could figure in our activities.

We will welcome your comments on this – especially from our vendor members.

### **Commandments - Principles**

Responding to feedback from our US market advisors – including the big Analyst groups (Gartner, Forrester, Burton), the Board has decided we should retain the use of the term "commandments" in our position paper on this topic, but as we embed the commandments in our future published output we should refer to them as "principles".