

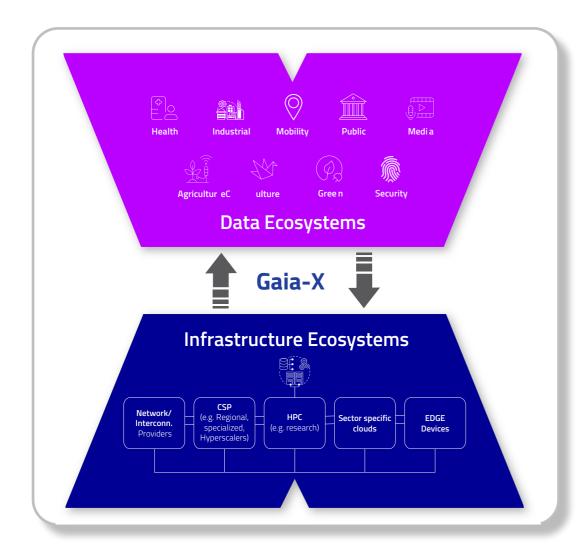


TOGETHER TOWARDS A FEDERATED & SECURE DATA INFRASTRUCTURE

The Demand for Gaia-X

Gaia-X is connecting the current 'Split-X' Model.

The Gaia-X trustworthy environment allows the connection of disjoint data & infrastructure ecosystems.



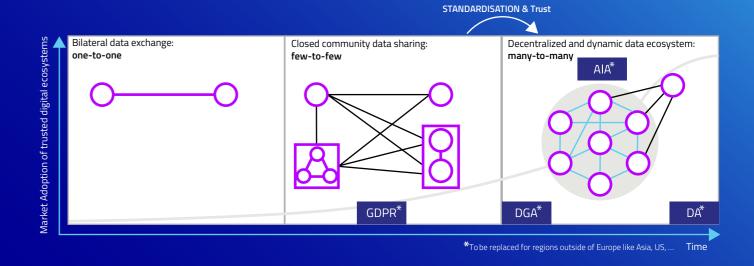
The Demand for Data Spaces and the Role of Cloud **Service and ICT Providers**

introduced electronic communication for US Army supply chains. Although EDI became widely used in the One-to-One exchanges, digital platforms in the last levels. Still, connecting various data sources in a noncentralised model remains challenging, in a time the management of personal data.

Data exchange began in the 1960s when Ed Guilbert Now, we are advancing data management also in the realm of industrial machine data, by creating Data Spaces that enable the data exchange of Many-to-Many. This is early 90s and was key to early globalisation through a challenge of a much broader scope, and in this sense standardisation and a Trust Framework can enable us to 20 years have enabled Few-to-Few exchanges taking automatically identify and authorise sources and users personal digitally-based interrelation to unprecedented of data, and to connect them to Data Spaces without additional manual effort (that would impair scalability). In Europe, the Data Governance Act and the Data Act when GDPR was enabled/created to instill more trust in are providing the framework for the Gaia-X Compliance Document which enables sovereign data management. Similar policies and rules will be developed for regions outside of Europe based on their specific legislation. Thus, interoperable Data Spaces, which by virtue are Data Space interoperability is thus a practical avenue so creators can enforce access rights while still monetising data, globally.

management is that "Data does not flow on rainbows". This means any data service whatsoever, even data itself, requires an external infrastructure service to operate. frame of the AI Act.

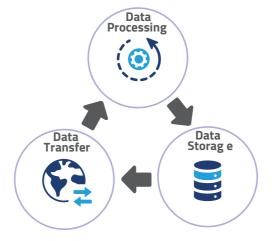
decenrealised, live on top of a federated Cloud-Edge infrastructure. Because by design they interconnect disparate and heterogenous sources, effectively creating critical mass for data around use-cases, these However, an often-overlooked aspect in data data spaces are poised to become the future of global data management, becoming a cornerstone for more advanced Artificial Intelligence solutions within the



The role of Cloud Service and ICT Providers is paramount to enable Data Sovereignty and Trusted Data Transactions

- **D**ata is processed, stored or transferred using services, i.e. a running instance of an algorithm.
 - No data can replicate or transfer itself without running a service.
 - The algorithm to process, store, transfer the data can be embedded in the data itself, but still requires an external service to be interpreted and executed.
- The "Cloud" is someone else's servers, unless you run your own infrastructure on-premises, in your building.
- The existence of the underlying CSP and ICT services makes those data operations possible.

All 3 main classes of data operations...



....rely on underlying CSP and ICT services



What is Gaia-X?

Gaia-X offers a neutral global digital ecosystem where consumers and providers can conduct business in a trusted, transparent, and secure environment. It provides a competitive alternative to proprietary platforms that impose vendor lock-in and operate in opaque environments regarding data privacy, extraterritorial laws, and security.

The Gaia-X Standard enhances IT systems' interoperability with no lock-in effects. This offers an innovative interlinkage of distributed cloud and data resources, opening new business opportunities yet in compliance with European digital regulations. By adopting the standard, organisations can effortlessly kick-start ecosystem business value chains, future-proofing their investments while retaining digital sovereignty, without worrying about technical details.



Creating the de facto standard to enable federated and trusted data and infrastructure ecosystems, by developing a set of specifications, rules, policies, and a verification framework



Enable trusted decentralised digital ecosystems.

Gaia-X in numbers

250+ members from 25 countries join the association, including enterprises, research institutions, associations, administrations and politics.

170+

170+ use cases from more than 15 industry sectors worldwide display the economic demand for Gaia-X

15+

Gaia-X in numbers

3 19

In addition to businesses,

up to 480 m citizens will

benefit from a European Digital Single Market based on technologies

and standards of Gaia-X.

250+

3 Committees enhance Gaia-X: for the areas of technology, policy rules and data spaces. They unite a total of 19 working groups and sub-working groups.

480 M

90%

90% of Europeans want uniform data protection rights across the EU.1

24

19 European and 5 Global Hubs are established in:

Austria, Denmark, Belgium, Finland, France, Germany, Greece, Hungary, Italy, Japan, Korea, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Switzerland, USA (Texas, California, Washington DC)

16

An indicative list of the current ecosystems includes the following: Aerospace, Agriculture, Tourism, Education, Energy, Finance, Location, Health, Manufacturing, Media, Mobility, Public Sector, Smart Cities, Smart Living, Construction and Logistics.

72%

72% of European internet users fear being asked too much personal information online.²

The demand for Gaia-X

1 European Commission (06.05.2020): https://eur-lex. europa.eu/legal-content/EN/TXT/HTML/?uri= CELEX:52015DC0192 [last retrieved on 28.10.2020]

- 2 ibid
- 3 European Commission (19.02.2020): https://ec. europa.eu/commission/presscorner/detail/de/fs_20_283 [last retrieved on 27.10.2020]
- 4 European Commission: https://ec.europa.eu/info/ strategy/priorities-2019-2024/europe-fit-digitalage/european-data-strategy_de [last retrieved on 28.10.2020]

829 BN

The value of data is expected to grow to 829 bn Euros by 2025.4

80%

By 2025 80% of data processing will be done by intelligent network systems and only 20% by central computer systems.³



	Value Proposition of the Gaia-X Standard			End-user		Cloud & ICT provider		Research		Trust & Regulatory		
Vi Of				SME	Start-Up	System Integrator	SW & Cloud Provider	RTO/ University	Data-driven project	CAB	Government & Agency	Association
1	End-User Digitalisation	Acceleration of digital business models	~	~		~		~	~		~	
		Market freedom & flexibility (no lock-in effect)	~					~	~			
3		Interoperability-by-design and future-proofing investments	~		~	~	~		~			
+		A paradigm to govern decentralised digital ecosystems	~						~		~	
Ecosy build	ystem Iding	Jump start with access to compliant data & cloud services	~	~	~	~			~			
5		Automatic verification of Codes of Conduct					~			~		~
7		Facilitate the creation of composable systems	~		~	~	~		~			
Innov 3	Innovation	Stable & supported technical artifacts				~	~					
)		Creation of partnerships (for tenders, strategic,)	~		~	~	~	~				
) Sale	'es &	Monetise on existing assets (via new channels & clients)	~	~			~					
	keting	New business opportunities			~	~	~		~	~		
2		Market leadership				~		~				~
3		Technically-enforced digital sovereignty	~						~			
Geopo 4	Geopolitical	Executing a politically-driven industrial & economical vision									~	~
								No. of the last of				

The Gaia-X Strategic Plan in a nutshell

Gaia-X's strategy is built on four fundamental pillars that drive **trust**, **interoperability**, **and digital sovereignty**, ensuring the success of a **federated and secure data ecosystem**. These pillars focus on **end-user adoption**, **market readiness**, **global expansion**, **and ecosystem growth**, creating a sustainable and scalable foundation for the future of European and international data spaces.

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END-USER ADOPTION STRATEGY

- Increase the number of reference stories to enable the community in reference selling
- Policymakers supporting and advocating for the Gaia-X initiative in Europe
- Work with Cloud Service
 Providers, including Hyperscalers,
 while maintaining sovereignty
 through Gaia-X rules
- Establish Hubs in European countries which are not active yet

MARKET READINESS OF THE TECHNOLOGY

- Intensify collaboration with DSBA and FOSS communities
- Strengthen partnership with funded projects on EU and member state level, including lighthouse projects to enhance the functionality
- Provide regular deep dive sessions using Gaia-X de-facto standards to demonstrate how
 Data Spaces based on a federated Cloud infrastructure can be realised
- Validate 'Powered by Gaia-X'



GLOBALISATION STRATEGY

- Partner with international members for global regions and align with regulations outside of Europe
- Utilize Gaia-X Hubs as multiplier for Gaia-X in their home regions
- Include other regions to participate in the definition of labels for their territory
- Join global events to increase awareness about Gaia-X
- Foster analyst relations to increase global awareness



GROWTH OF THE Gaia-X ECOSYSTEM

- Demonstrate benefits for existing members
- Provide added values for organisations to join Gaia-X
- Large corporates for global reach
- Start-ups and SME for innovative solutions
- Developers and Universities for technology excellence
- Maximize the efficiency of the Committees and agile sprints
- Grow the number of members





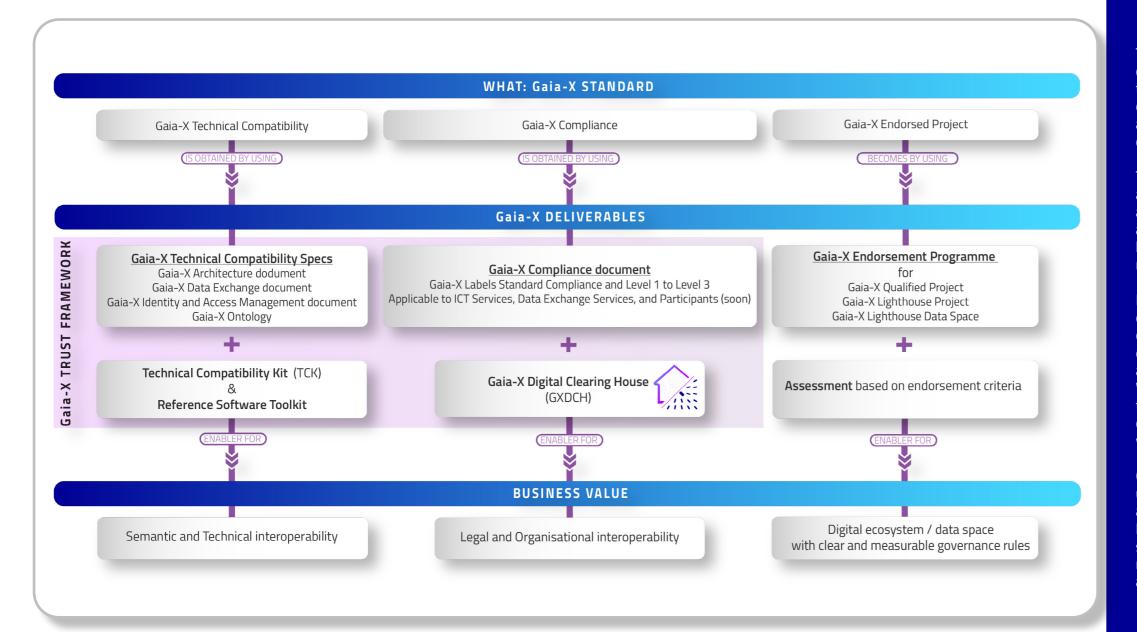




Driven by a growth and service oriented team providing thought leadership to the market



The Gaia-X Trust Framework



The Gaia-X Trust Framework is a comprehensive system designed with three primary goals in mind: empowering users to make informed decisions across various jurisdictions and domains, accommodating specific needs of different regions and industries, and laying the groundwork for automated compliance processes.

Trust is a fundamental aspect of the Framework, defined as the favourable response of a decision-making party assessing the risk regarding another party's ability to fulfil a promise. Trust decisions are nuanced and influenced by various factors, and the Gaia-X Framework provides a methodology and technical specifications for risk assessment.

Interoperability is another key aspect, with a focus on organisational and semantic layers. The Framework provides ontology and logic rules to translate the European values of transparency, openness, self-determination, privacy, and interoperability into machine actionable information. While initially targeting ICT services and data products, the technical protocols and data formats can be adapted for other use cases, such as the EU Digital Product Passport for various industries.

Guidelines are provided for both policy-rules makers and users. Policy-rules makers define assessment schemes and criteria, ensuring compliance with European values and legislation. Users can apply for assessments and procure services/products based on various levels of compliance, ranging from basic conformity to higher levels of cybersecurity and data processing restrictions.





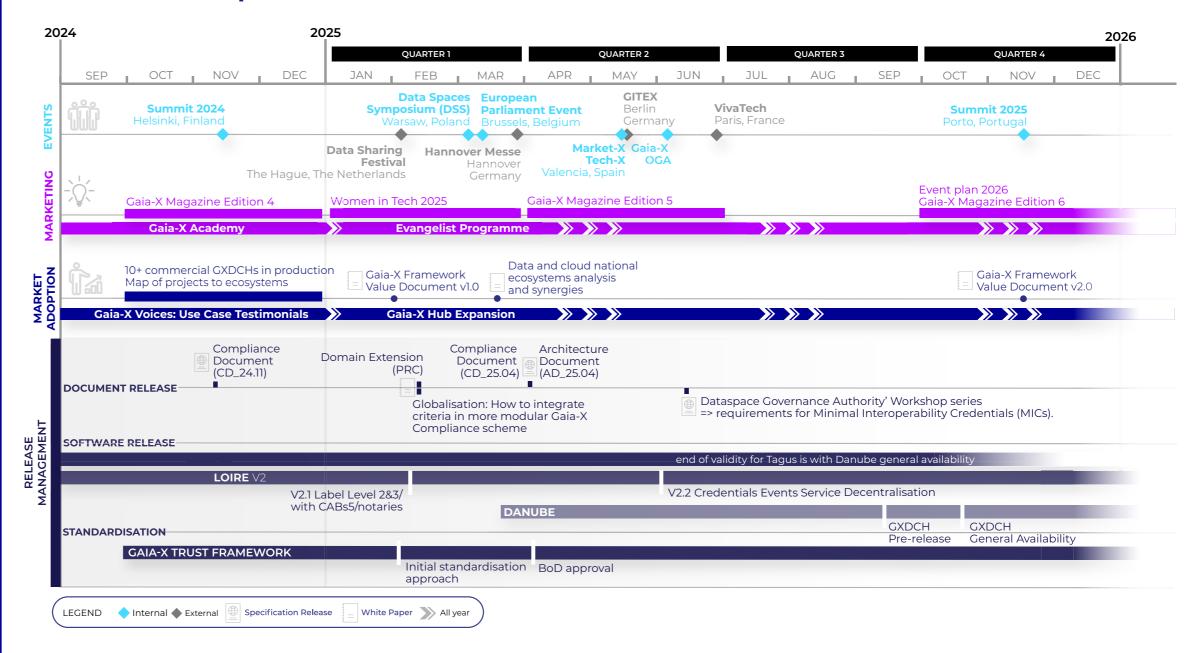
The Gaia-X Academy

The Gaia-X Academy has been established to provide accessible education on the Gaia-X initiative, welcoming both members and non-members. Our courses cater to diverse expertise levels, offering foundational knowledge as well as in-depth technical insights.

The curriculum spans from basic understanding of Gaia-X to advanced levels, covering aspects such as the data economy, Framework structure, and technical components. Participants will gain the ability to lead related initiatives and develop the necessary technical competence to support Gaia-X adoption. Additionally, the academy offers a detailed analysis of Gaia-X architecture, enabling participants to design compliant solutions and support business outcomes effectively.



Gaia-X Roadmap 2025





Gaia-X Evangelist Programme

The Gaia-X Evangelist Program is designed to empower passionate individuals who are eager to share their knowledge and enthusiasm about Gaia-X's mission and vision with the broader community. Evangelists are enthusiastic supporters who spread the word, build community, and help drive engagement and growth. Evangelists play a crucial role in expanding the reach of our message, fostering innovation, and driving the adoption of our solutions.



The Gaia-X evangelist program aims to increase awareness of Gaia-X's deliverables, encourage widespread market adoption, and build an engaged community. This effort will be reflected in membership growth and active participation in Working Groups and Sprints as more individuals and organisations align with Gaia-X's vision and goals. The program seeks to create a network of advocates who promote Gaia-X and contribute to its development and influence within the industry.

Gaia-X Label

A Gaia-X Label is a mark of confidence which reflects the completion of different criteria related to transparency, data protection, security, interoperability, portability, sustainability, and European Control.





Gaia-X Standard Compliance

A service or product offering is certified **Gaia-X Standard** Compliance upon the successful assessment of all the mandatory criteria related to transparency, security, interoperability, portability and sustainability. Not bound to a specific jurisdiction or industry domain.

Value: The provider & consumer can make informed & educated decisions based on information gathered to demonstrate European values.



Gaia-X Label Level 1

A service or product offering is certified Gaia-X Label Level 1 if the offering is Gaia-X Standard **Compliance** and fulfils additional European rules related to personal data protection.

Value: In addition to the Gaia-X Standard Compliance, the provider & consumer can rely on their mutual declaration of adherence to the European data protection rules.



Gaia-X Label Level 2

A service or product offering is certified **Gaia-X** Label Level 2 if the offering is Gaia-X Label Level 1 and fulfils additional criteria related to cybersecurity and the service offering needs to have an option for the customer's data to be processed and shared exclusively in the Europe Economic Area.

Value: In addition to the Gaia-X Label Level 1, cybersecurity criteria have been verified by impartial third parties & data can be processed exclusively in the EEA.



Gaia-X Label Level 3

A service or product offering is certified Gaia-X Label **Level 3** if the offering is Gaia-X Label Level 2, the consumer's data are processed and shared exclusively in the European Economic Area and the headquarters and the main establishments of the service provider are located in the European Economic Area.

Value: On top of the Gaia-X Label Level 2, the data is processed exclusively in the EEA & cannot be accessed by parties from outside the EEA.

STANDARD LEVEL 1 LEVEL 2 LEVEL 3 COMPLIANCE Declaration of Service or Product Signed with verified method (e.g. eIDAS) Automated validation by GXDCH Automated verification by GXDCH* Data Exchange Policies Certified Label Logo Data protection by EU legislation Manual verification by CAB Provider Headquarter within EU

The Gaia-X Digital Clearing House (GXDCH)

The What = Provides Gaia-X Clearance

- 1. The GXDCH is a node of verification of the Gaia-X rules:
- 2. It is the go-to place to obtain Gaia-X compliance and become part of the Gaia-X ecosystem;
- multiple nodes operated by market operators, acting as a Gaia-X Federator;
- Framework (compulsory and optional), necessary to achieve compliance and support the onboarding of any Gaia-X adopter;
- 5. They integrate to external TA (Trust Anchors), including CAB (Conformance Assessment Bodies) for external asseverations, Identity Verification (like eIDAS), and other TDS (Trusted Data Sources) as defined by Gaia-X.

The Why = One-Stop-Place for Gaia-X

- 1. Each GXDCH must provide public services to implement the compulsory elements necessary to achieve Gaia-X compliance (under the sole governance of Gaia-X);
- 3. The GXDCH are non-exclusive, interchangeable 2. Each GXDCH can offer (or resell) services to support the extended adoption of Gaia-X (out of the governance of Gaia-X);
- 4. They operate and run services of the Gaia-X 3. Any Gaia-X adopter (user, provider, federator) can use any GXDCH to obtain compliance, join a federation, become a federator (or additional services):
 - 4. GXDCH act as a one-stop place for Gaia-X services facilitating the concentration and match of Demand and Offer.

The how = Operationalise the Gaia-X Framework

- 1. The Gaia-X Framework has mandatory SW components (those controlling the 'Compliance') as well as optional SW components (referred as the GX Toolset);
- 2. The code of compulsory components must run into services providing for the compulsory verifications to become GX compliant:
- 3. These services must be run in a physical compute node accessible to anyone;
- 4. Each node must be operated by a service provider according to rules defined with and approved by Gaia-X;
- Gaia-X is not an operator of any node, but it has control on the operators for the operations of compulsory
- 6. Any operator compliant to the requirements defined by Gaia-X and featuring the necessary characteristics as defined by Gaia-X can become a node;
- 7. Each node is connected in a network to ensure free access and selection by Gaia-X adopters and consistency of the compliance data managed by these nodes.

^{*}not all criteria can be automated, "+" means automated verification of the evidence issuer (Standard & CAB)

The Gaia-X Digital Clearing Houses (GXDCH)



Meet our Clearing Houses

























Endorsement Programme

The Gaia-X Endorsement Programme is your gateway to becoming a recognized leader in the Gaia-X community and in the world of Data Spaces. By joining, your project will be at the forefront of adopting Gaia-X principles, gaining visibility, credibility, and access to exclusive resources and networks. With four tailored levels of endorsement, the programme is designed to support projects at all stages of maturity, from early-stage innovators to established leaders.

Lighthouse Data Spaces

Gaia-X Lighthouse Data Spaces represent an exemplary level of alignment with Gaia-X principles and standards, signifying a distinguished commitment to advancing digital sovereignty and European value creation. Only Gaia-X Lighthouse Projects have the privilege to submit a request to Gaia-X Association for endorsement as Lighthouse Data Spaces.

Lighthouse Projects

These projects aim to create a data exchange platform built on transparency, trust, and openness. They target multiple industries, such as Agriculture, Mobility and Manufacturing, to name a few. These projects will help us bring and create a coherent data infrastructure ecosystem. These initial business cases are the front-runners implementing the Gaia-X framework that will equally enable a comprehensive pipeline of future lighthouse projects.

Qualified Projects

17

AGaia-XQualifiedProjectdesignationsignifiesaproject'ssolid alignment with Gaia-X principles and technical standards, enhancing its standing within the Gaia-X ecosystem. Only Gaia-X members, acting as project coordinators, are eligible to seek this endorsement, highlighting their commitment to nurturing digital sovereignty and European value creation.



Lighthouse Data Spaces



Lighthouse Projects



Data4 Industry-X

∏InfraDS

(InfraDS)

FONA-X

Mobility

Mobility

Mobility Data Space (MDS)

Data Space

Qualified Projects



EuPro

Manufacturing, Industry 4.0

EuProGigant

PROMETHEUS-X

Education

PROMETHEUS-X

energy data-X

omega-x

Omega-X

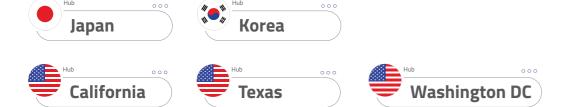
Energy

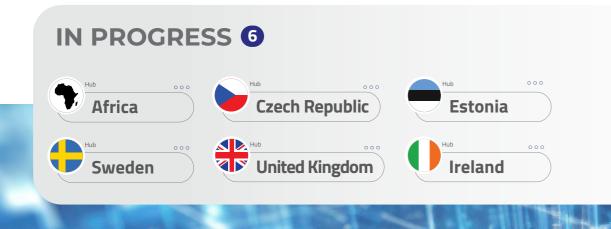
Energy data-X

EUROPE 19



INTERNATIONAL 5





Gaia-X Hubs

Gaia-X Hubs are the central contact points for interested parties in each country. They may be viewed as think tanks and grass root supporters for the Gaia-X project.

The Association and the national Gaia-X Hubs cooperate. Any organisations and companies that work on and with use cases, create expertise and resources, or are interested to become a stakeholder and create data spaces, are welcome to join the Gaia-X Hub.

Gaia-X hubs have several objectives. Amongst these are:

- ⇒ Act as a local ambassador for Gaia-X
- Identify territory specific needs and high priority data spaces
- Collaborate with other hubs to develop globally interoperable Data Spaces
- Make Gaia-X real identifying projects and creating Gaia-X services in the market
- → Help local governments implementing the Recovery and Resilient Facility (RRF) in the most effective way adopting Gaia-X solutions
- → Attract the participation of new members in the association
- ⇒ Provide feedbacks on specific needs and requirement to be implemented in the Gaia-X Framework



Members Benefits

Cloud Service & IT providers, Research Institutions, Start-ups, End -users, Associations & Logo member 1 can benefit from Gaia-X in many ways. Here you will find an overview of benefits that apply to you.

	Business & Organisational
1	Invitation to the BoD Meeting shaping the Annual Strategy ²
2	Invitation to BoD VIP Networking Dinners
3	Quarterly CxO calls based on your needs
4	Make use of endorsement letters for EU funding, boosting the probability of successfully receiving it
5	Become a Gaia-X endorsed project for higher visibility and cross-collaboration possibilities
6	Participate in Gaia-X working groups/ sprints, and contribute to the development of the standard
7	Networking opportunities for collaborating on tenders and encouraging partnerships
8	Positive reputation on the market
9	New business opportunities for providing IT support
10	New opportunities for providing governance support
11	Distribute Rfls/ RfPs across members
12	Political insight via the Governmental Advisory Board
13	Capitalising on the value of data
	Technological
1	Contribute to technical specifications via WGs
2	Opportunities to become a Gaia-X Evangelist
3	Opportunities to become a Gaia-X Certified Expert
4	Access to all Gaia-X Academy courses, alongside certificates
5	Provide requirements and input to Gaia-X Academy courses and curricular
6	Logos on the repository source code
7	Tech Helpline
8	Opportunities to become a GXDCH
9	Provide technological requirements to the Gaia-X community
10	Headstart to all releases (Documentation and SW)

		Marketing & Communications				
	1	News release announcing membership (Website, Members Newsletter, Social Media)				
	2	Organisation profile added to the Members Directory on Gaia-X Website				
	3	Exclusive one-on-one meetings with Gaia-X CxOs, available upon request, at the Gaia-X Annual Summit and flagship events (Market-X and Tech-X)				
	4	Speaking opportunity at the Gaia-X annual Summit and flagship events (all requests to be evaluated and approved by the management team)				
	5	As a speaker at the Gaia-X Annual Summit, you may be invited to the press conference based on your expertise and contributions to Gaia-X				
	6	Highlight your event participation through featured statements and quotes in our press releases and across our social media channels				
	7	Use Case Testimonials featured on the Website, Members' Newsletter, and Social Media in the form of (Brochure, Slides, Podcasts or Videos)				
	8	Contribute biannually with a featured article in the Gaia-X Magazine				
	9	Share your activities, news, events, and videos with the Gaia-X Community through our newsletters and social media. Simply email us for seamless dissemination				
	10	Based on your expertise and contributions to Gaia-X, invitation to a podcast interview. Also proposal of topics for dissemination				
	11	Free access to Gaia-X Summit and flagship events				
	12	Discounts on Events Partnerships packages				
	13	Members webinars, newsletters				
	14	Curation of contents & documentation under a single members platform				
	15	Participate in a community of practice, expertise and knowledge transfer, learn and exchange				
	16	Receive monthly communication on relevant funding opportunities at European and National levels, from basic requirements to evaluation criteria				
	17	Use Gaia-X Accredited Logo				
	18	Use Gaia-X Powered Logo				
	19	Use Gaia-X Member Logo				

^{1.} Benefits limited to the use of Gaia-X Member Logo

^{2.} Limited to European Members





Gaia-X

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