

colt

BCRs- a tool for selling



Agenda



- 1 A quick introduction
- 2 Binding Corporate Rules
- 3 Why is important for Colt
- 4 Tools implemented to safely transfer data
- 5 Q&A

Introduction to BCRs



Personal Data does not understand borders....

1. Transfer means **access** from another country
2. Transfer outside of the EEA are **restricted** unless... safe tools are implemented

What are the BCRs?



Global Privacy Compliance Programme

BCRs are company-specific, group-wide data protection policies and processes. These rules applies to all Colt entities to ensure the same level of privacy compliance.



International Data Transfer tool

BCRs is one of the mechanisms established by the GDPR to transfer personal data from the EEA to other countries. BCRs are approved by the European Data Protection Authorities.



Intensively assessed and approved by EU data protection Authorities and published at the EDPB.



European Data Protection Board

How Colt makes International data transfers compliantly

The transmission of personal data from one entity to another outside of the EEA or granting access to an entity or third party in another location outside of the EEA constitute a transfer of data.



Transfers made to third countries WITH an adequate level of Data Protection

Transfers made to third countries WITHOUT an adequate level of Data Protection

Within **colt** entities



*‘BCRS ARE GOING TO UNITE COLT LIKE NEVER BEFORE.
THEY WILL ALLOW COLT TO SELL OUR SERVICES AS IF WE WERE A SINGLE COMPANY’.*

ALL OVER COLT COMPANIES, THE SAME PRIVACY STANDARDS APPLIES.

BCRs



Colt is the first Telco company in having **BCR** (post GDPR) and this places Colt at the forefront of Privacy compliance **worldwide**

Benefits of BCRs



Gold Standard

BCR are considered the "Gold standard" for data protection compliance and only a limited number of companies can claim to have them.

Colt is the first Telco company in having BCR post GDPR and this places Colt at the forefront of Privacy compliance worldwide.



Selling point

BCR have significant commercial value since Colt has customers with a heavy focus on regulatory compliance.

It can be used as a selling point and will Colt to close contracts quicker and easier.



Acting as one Colt in Privacy compliance

BCRs are binding upon all Colt Group Companies 'by design'.

It will allow Colt to work as a unique company and keep the same levels and standards of privacy compliance all over Colt worldwide.

It will reinforce the compliance among Colt's employees.



Proof of compliance

BCRs are the only available instrument to get Colt data privacy practices 'rubber stamped'.

This certification is a proof of data protection compliance as clarified by the European Data Protection Board.



Industry trust

Colt will gain and provide trust of our customers, reducing any concern they could have when Colt handles Customer's Personal Data.

Limit loss of customer risks, revenues & fines.

How BCR can help our Sales Teams

For sales, exponentially increases our reputation in the market as Colt is the unique telco to have this certification.



Sales use of BCR

Bids

BCR will place Colt in a privileged situation as no other Telco has BCR post GDPR .



RFPs

No need to fill out customer RFPs, can point them to the EDPB website to see Colt's BCR certification.



Negotiations

Colt has potential customers with a heavy focus on regulatory compliance. BCR can help in the choice of Colt.



Audits

Data Protection audits from customers will be easily closed with BCR.



Market value

BCR is one of the 3 pillars of the Colt's increased value in the market.



Whenever you want!

It is a competitive advantage, and we must make the best of it.



Financially, BCR will help to reduce potential costs and to increase revenue with new contracts.



Binding Corporate Rules (BCRs)

Approval process

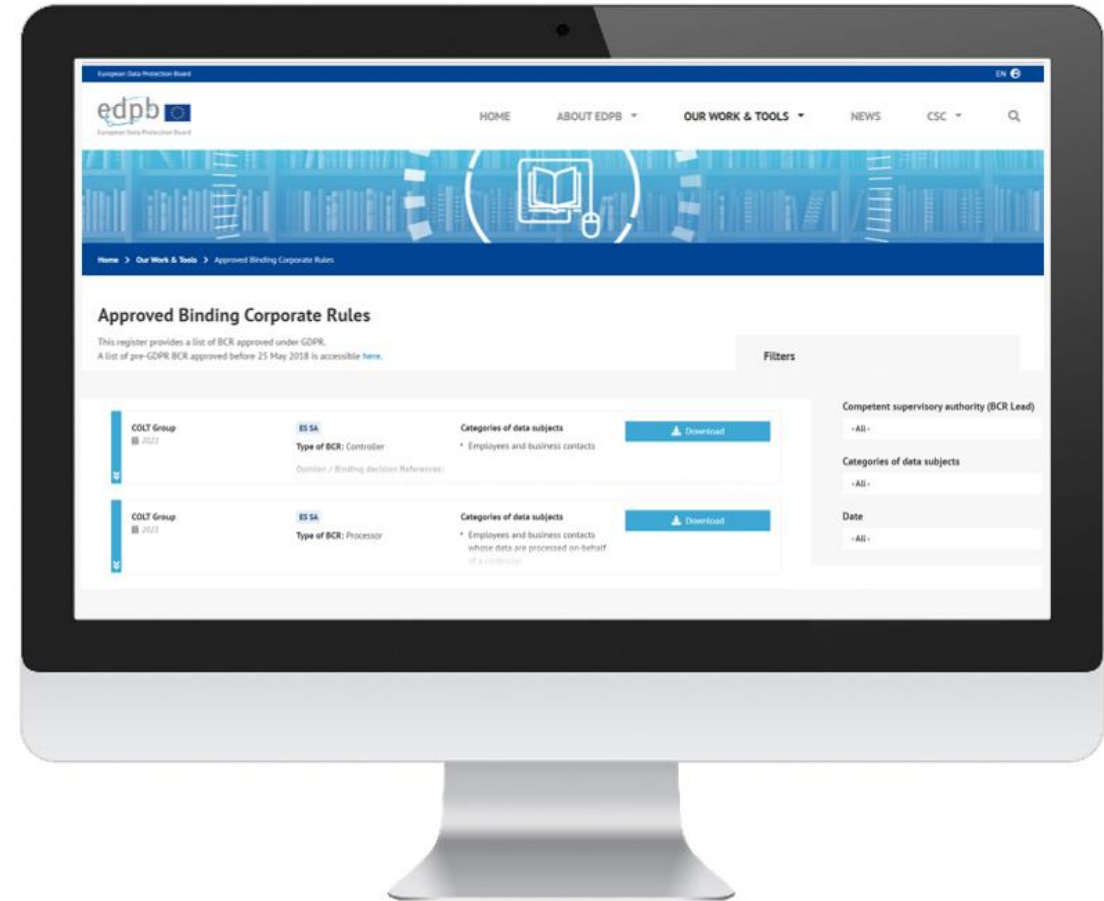
Colt BCRs were negotiated and discussed with the 3 toughest European Data Protection Authorities and approved by the European Data Protection Board which includes all the EU Data Protection Authorities.



Toughest privacy rules

The BCRs certification approval evidence that Colt's privacy compliance framework, applicable in all Colt's entities, has been audited, validated and approved by the **European Data Protection Board (EDPB)**.

Colt has implemented throughout the group the most stringent privacy rules on the European scene and worldwide.



Where published

https://edpb.europa.eu/our-work-tools/accountability-tools/bcr_en

BCRs Takeaways

#The certification is Colt wide, so it will allow Colt to freely transfer personal data outside the EU and across the Colt group.

#Colt is the unique telco to have BCR post GDPR.

#BCR can allow us to go miss out on customers stopping us sending their personal data outside the EU.

#Colt can have a lead on competitors of 6 -12 months potentially even longer.

#Whilst Colt can prove compliance, our competitors can claim just claim compliance.

#Colt has the safest network and the best data protection assurance in the world.

Colt Binding Corporate Rules (BCR)



*From August 2021 **Colt** is the first and only Telco company having approved **BCRs** (post GDPR) placing the whole of **Colt Group** at the forefront of Privacy compliance **worldwide**.*

What are the BCR?

- The Binding Corporate Rules (BCR) are a certification granted by the the European Data Protection Board (EDPB), the collective body of all EU Data Protection Authorities. The EDPB approved the GDPR compliance programme implemented by Colt across the whole group.

- The BCR are a tool for safely transfer personal data outside the EU within the group - the approved privacy programme being legally binding on every company of the group.

*BCR are the only available instrument to get your data privacy practices approved by the EU Data Protection Authorities.



**1st Telco
in GDPR
history**

Colt BCR allow Colt to transfer EU personal data within the Group, recognizing a Global Privacy programme that meets highest possible industry standards. At the moment, Colt is the only Telco in the market that can claim that and it is a competitive advantage before our competitors. The BCR are considered the top privacy compliance standard. With them, Colt can offer the best data protection assurance in the world.

Where to find material about BCRs internally?



Please make sure that you are familiar with Colt BCRs by visiting the Data Protection site

→ <http://connect.internal.colt.net/team/legal-comp-sec/data-protection/binding-corporate-rules-bcrs/>

The screenshot shows the 'connect' internal portal. The top navigation bar includes 'About', 'Portfolio', 'Teams', 'News', 'Quick links', and an 'Explore now' button. The breadcrumb trail is: Home > Teams > Legal and Regulatory > Data Protection > Binding Corporate Rules (BCRs) and International Data Transfer. A sidebar on the left lists various topics, with 'Binding Corporate Rules (BCRs) and International Data Transfer' highlighted by a red arrow. The main content area displays the title 'Binding Corporate Rules (BCRs) and International Data Transfer' followed by a slash and another title 'Binding Corporate Rules (BCRs)'. Below this, there are expandable sections: '+ What are the Binding Corporate Rules?' and '- Colt and the Binding Corporate Rules'. The expanded section contains three links: 'Please find here a FAQ on Colt's BCRs here', 'Please find a BCR Infographic here', and 'Please find a PPT on the BCRs here'. At the bottom, there is another expandable section: '+ Benefits of the Binding Corporate Rules'.

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Home > Teams > Legal and Regulatory > Data Protection > Binding Corporate Rules (BCRs) and International Data Transfer

Data Privacy Policies

GDPR Statements and Letters

Procurement Supporting Information

Customer/Sales Support Information

Personal Data Deletion Certificate and Policy

Privacy Impact Assessment (PIA)

Binding Corporate Rules (BCRs) and International Data Transfer

How to Implement a Project – What is Required?

Binding Corporate Rules (BCRs) and International Data Transfer

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Binding Corporate Rules (BCRs)

+ What are the Binding Corporate Rules?

- Colt and the Binding Corporate Rules

Please find here a FAQ on Colt's BCRs [here](#)

Please find a BCR Infographic [here](#)

Please find a PPT on the BCRs [here](#)

+ Benefits of the Binding Corporate Rules

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Thank you

