

Paris, 11 December 2020  
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## THE PRESIDENTS

Madam Vice-President, Mister the Commissioner,

We represent several national CIO-associations. Communities of Chief Information Officers (CIO's) and other senior leaders that are responsible for digital technologies and digital transformations within private or public organizations. These organizations are all users of digital technologies. We don't represent ICT suppliers and consultants. Within this framework, each of our associations lead, for the benefit of their members, numerous works on relations with their suppliers of digital solutions and services.

Our associations participated this summer in two consultations of the European Commission: "Digital Services Act" and "New Competition Tool". The orientations that these two consultations foreshadowed through their questions, in terms of ex-ante regulation of the practices of systemic platforms and hyperscalers on the digital services market (software and cloud), have raised high expectations among our members.

As such, we look forward to the publication of the Digital Market Act, which is expected to create prohibitions and obligations for powerful and systemic digital solution and service providers. Our members thus see the **DMA as an opportunity to rebalance the market by reducing anti-competitive and arbitrary practices that affect their relationships with their major providers**, in order to *"increase the EU's power to reduce unfair behaviour by systemic platforms"*.

Our four associations would therefore like to draw your attention to **the need to ensure that the DMA does not contain an overly restrictive definition of the term "platform". If systemic platforms were to be limited to two-sided operators only, many hegemonic players in the digital services market would be excluded** from market constraints and obligations from the outset.

The four of us believe it is essential that **the European Union addresses the business market, to protect European businesses from unfair pressure and lock-in by hyper scale software vendors and platforms, as well as the B2C market**. European companies, from SMEs to large groups and public bodies, on the one hand, and the European economy on the other hand, need a regulatory framework that protects the former from unfair and anti-competitive practices, and that preserves the independence of the latter, which these practices are likely to degrade.

We are at your disposal for any further exchange of views, and please accept the assurance of our highest consideration.

*Claude Rapoport*  
President of Beltug  
Belgium

*Bernard Duverneuil*  
CIO of Elior  
President of Cigref  
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Copy to :

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- Cedric O, Secretary of State for digital transition and electronic communications
- Mona Keijzer, State Secretary for Economic Affairs and Climate Policy
- Thomas Courbe, General Manager of the Direction Générale des Entreprises (DGE)