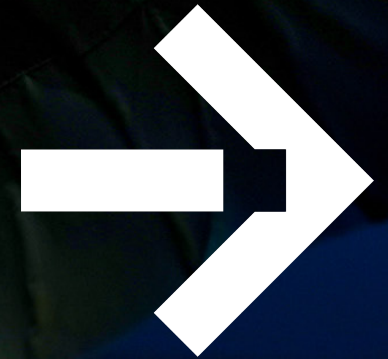


Inside Standards: Tactics, Rewards, Reality



Jan Lindquist | Trust Triggers #1, Ghent | 20 April 2026

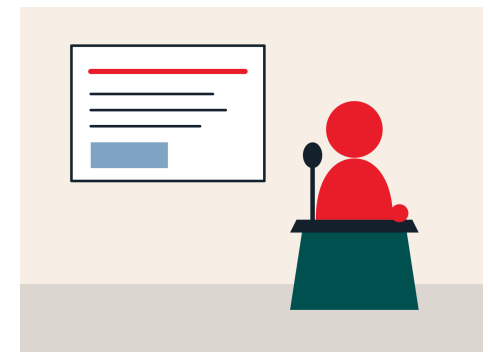
Who's talking to you?

Background

- Linaltec — GDPR & ISO 27001 assessment and certification
- StandICT.eu fellow for 4 years
- Participated in ANSI, ETSI TISPAN, OIPTV, W3C, ietf, ISO, CEN, ETSI ESI
- Former Ericsson Expert Engineer
- Over 20 patents

Today's standards

- CEN/TS 18297 (lead editor) — Wallet Access Control
- ISO 27560 (lead editor) — Consent records
- CEN TC224 – ETSI ESI liaison officer



A standards journey — one idea, two standards

One thread since 2018 — machine-readable consent & access for the digital wallet era

Blockchain + GDPR hype.
Built consent prototype
(Indy ARF 0178).

Spark
2018

ISO/IEC TS 27560
published —
consent under the GDPR
lawful basis.

Published
2023

CEN/TS 18297 approved —
Wallet Access Control.
Lead editor · 2 co-authors ·
5 countries.

2nd standard
Early 2025

18297 → 5th ballot,
publishing
this year. 27560 Part 2
→ final ballot.

Final stretch
2026 (now)



...all of this in parallel with a full-time day job. Standards work doesn't replace your career — it grows alongside it.

Why bother? The opportunities



Meet the experts

The room is the value.
You will sit next to
people who wrote the
spec you are reading.



Beat proprietary lock-in

Replace one-vendor
solutions with an
interoperable baseline.
IP can still live on top —
depending on the
standard.



Test your views

If your idea survives a
working group, it will
survive the market. Free,
brutal peer review.

Standards tactics — getting yours through

How to land a contribution

- Start high-level — even conceptual
- Identify objections early
- Counter them — or integrate them
- Build the rationale before the text

How to behave

- Network — especially with the chair
- Watch your language
- Treat every email as public
- If you would not say it to the chair, do not write it



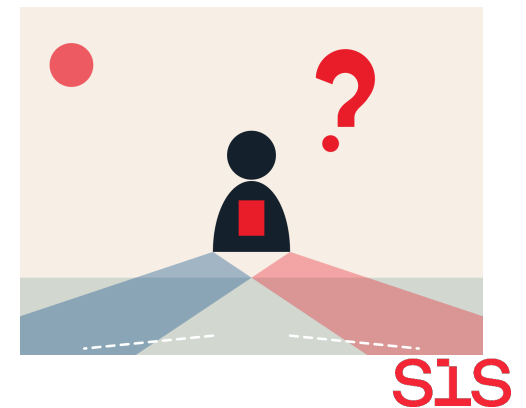
Is standards work for you?

You will need

- Patience — many topics, only some yours
- Listening — really listening
- Tolerance for repetition
- A long horizon (years, not sprints)

You will struggle if

- You need quick wins
- You dislike politics
- You can't separate ego from text
- You only show up at vote time



Is it worth the effort?

”

A standard with
one supporter is
not a standard.

Rewards — what comes back to you



Career

Standards work made me Ericsson Expert Engineer — one of ~100 across the whole company.



Funding

Interoperability claims unlock public funding — Horizon, StandICT, national programmes.



Insight

You see what is coming 2–3 years before the market. And occasionally you get to stand on a stage like this one.

Let's keep this going

A standard is consensus. A career in standards is built the same way.

Get involved

Your national body (SIS, BSI, DIN ...) is the easiest door. Ask your employer to sponsor. StandICT.eu offers fellowships for travel + small grants.

Mentorship

Happy to walk any of you through your first year — how to join, what to ignore, which rooms matter. Drop me a line.

Questions?

Now's the time.

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