

WORKSHOP ON SUSTAINABLE BUSINESS MODELS FOR NMCAS

Joint Workshop organised by EuroSDR and EuroGeographics

Recap from previous workshops

NGI Belgium - Brussels, 9 FEBRUARY 2026



AGENDA

- **A perspective on sustainable business models for NMCAs, through a quick overlook on 4 previous workshops (2017 – 2024)**
 - *Sustainable Open Data Business Models for NMCAs* – 18-19 September 2017 (Delft, The Netherlands)
 - *Sustainable Open Data Business Models for NMCAs* – 2-3 February 2022 (Online)
 - *Data ecosystems and Spatial Data Infrastructure* – 12-13 December 2023 (Copenhagen, Denmark)
 - *Sustainable Business Models for NMCAs* – 8-9 February 2024 (Leuven, Belgium)

SUSTAINABLE OPEN DATA BUSINESS MODELS WORKSHOP (2017)

- Co-organised by EuroSDR and TU Delft (Knowledge Centre Open Data)

 Delft (The Netherlands)

 18 – 19 September 2017

 20 attendees

- An “exploratory” workshop
 - Bridging research and operation
 - A survey ran in April 2017

Our research question

... to assess the effects of open data policies on the business model of National Mapping & Cadastral Agencies. This includes effects on the way the organisations are able to (re)finance their operational costs and to ensure long-term sustainability of their (open) data

SUSTAINABLE OPEN DATA BUSINESS MODELS WORKSHOP (2017)

AGENDA HIGHLIGHTS

- *From Data to Value*, **1** Keynote by Thorhildur Jetzek, Director R&D, Activity Stream, Iceland
- *Sustainable open data business models*, **1** research/academic insight by Bastiaan van Loenen, Knowledge Centre Open Data, TU Delft (The Netherlands)
- *Open data at NMCAs*, the results of the survey by Frederika Welle Donker, Knowledge Centre Open Data, TU Delft (The Netherlands)
- **0** presentation from NMCAs
- **4** breakout sessions and half-day discussion about challenges and possible strategies for NMCAs

SUSTAINABLE OPEN DATA BUSINESS MODELS WORKSHOP (2017)

MAIN OUTCOMES

Effects of open data

- Need for extra infrastructural investments to cope with extra data traffic and security measures
- Loss of revenue
- More feedback on data quality
- More requests for extra data, technical issues and advice!
- Efficiency gains
- Shift of role and position in information value chain
 - From data provider towards data enabler

For more in-depth case studies, see:

Welle Donker, F. & B. van Loenen (2016). *Sustainable business models for public sector open data providers*. JeDEM Journal of eDemocracy & Open Government 8(1) p. 28-61, <http://www.jedem.org/index.php/jedem/article/view/390>



The survey report

From *Open data at NMCAs: Questionnaire EuroSDR: the results*, Frederika Welle Donker's presentation

SUSTAINABLE OPEN DATA BUSINESS MODELS WORKSHOP (2022)

- Co-organised by EuroSDR and EuroGeographics



online



2 – 3 February 2022



110 registered

- A “repetition” workshop
 - Online (Covid-19 period)
 - A more mature context
 - A survey ran in Autumn 2021

Day 1 Open data policies & Impact 13:00 – 17:30 (CET)	
Chair of Day 1 - Léa Bodossian, EuroGeographics	
13:00	Welcome from EuroGeographics and EuroSDR <i>Léa Bodossian, EuroGeographics</i> <i>Joep Crampvoets, EuroSDR</i>
13:10	Presentation of results on Open Data Questionnaire Q&A in slido <i>Frederic Cantat, EuroSDR</i>
13:30	Presentations - Open data regulations/policies The EU's open data policy in 2022 <i>Jiri Pilar, DG CONNECT</i> A pathway towards a sustainable open data ecosystem <i>Bastiaan van Loenen, Delft University</i> Q&A in slido
14:10	<i>Coffee/Comfort break</i>
14:40	Presentations – Impact Open data (on the organisation) Experience from IGN France <i>Clément Godin, IGN France</i> Impact Open data (on the organisation) Experience from SDFE Denmark <i>Peter Knudsen, SDFE Denmark</i> Q&A in slido
15:20	Facilitated discussion using slido polls and feedback <i>Discussion facilitators:</i> - <i>Carol Agius, EuroGeographics</i> - <i>Joep Crampvoets, EuroSDR</i>
16:20	<i>Comfort break</i>
16:35	Panel Discussion impact of Open data, Insights from a mixture of organisations and perspectives - an interactive question/comment session using slido Q&A/polls Panel facilitator: <i>Angela Baker, EuroGeographics</i> <i>Panellists:</i> - <i>Veronika Kúsová, Czech Office for Surveying, Mapping and Cadastre</i> - <i>Susanne Dräyer Relling, swisstopo</i> - <i>Jani Kylmäaho, National Land Survey of Finland</i> - <i>Zeljko Bacic, University of Zagreb</i>
17:25	Close Day 1 <i>Léa Bodossian, EuroGeographics</i>



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#WSODBM2022

 #OpenData
#OpenData4NMCAs

 

SUSTAINABLE OPEN DATA BUSINESS MODELS WORKSHOP (2022)

AGENDA HIGHLIGHTS

- *The EU's Open Data policy*, **1** Keynote by Jiri Pilar, EC DG for Communications Networks
- *A pathway towards a sustainable ecosystems* by Bastiaan van Loenen, and *Business models for open data (ecosystems)* by Frederika Welle Donker, Knowledge Centre Open Data, TU Delft, *Lessons from Open data in Italian municipalities* by Caterina Santoro, KU Leuven, **3** academic / research insights
- **7** feedback's presentations by NMCAs (Denmark, France, Great Britain, Ireland, Poland, Spain, The Netherlands)
- **2** panel discussions (**11** panellists- 8 from NMCAs, 2 from Academia and 1 from Industry): *Impact of Open data , insights from a mixture of organisations and perspectives* and *Business Models & Challenges*

SUSTAINABLE OPEN DATA BUSINESS MODELS WORKSHOP (2022)

MAIN OUTCOMES

WRAP UP

- There is a great enthusiasm for open data
- The trend is for opening more data
- There is a role for government funding open data models
- The two main bottlenecks for opening data are political and financial
- There are different journeys to opening data
- Key drivers are public good, societal benefits besides legal obligation
- Open data needs to be user driven
- Open data is an enabler for economic growth
- Open data is an opportunity for NMCAs
- Open data is increasingly becoming part of NMCAs mission (no longer a question for most)



[The survey report](#)

DATA ECOSYSTEMS AND SPATIAL DATA INFRASTRUCTURE WORKSHOP (2023)

- Co-organised by KDS (ex. SDFI), EuroSDR and DAFAGO

 Copenhagen

 12 – 13 December 2023

 30 attendees

- An “exploratory” and a “look back” workshop
 - 25 years after the article by Ian Masser (KU Leuven): *All shapes and sizes: The first generation of national spatial data infrastructures*
 - Bridging research and operation



DATA ECOSYSTEMS AND SPATIAL DATA INFRASTRUCTURE WORKSHOP (2023)

AGENDA HIGHLIGHTS 1/2

- *Beyond SDI - Evolution towards the Common European Green Deal Data Space*, **1** Keynote by Alexander Kotsev, EC Joint Research Center (JRC)
- *Challenges and opportunities for SDI in the emerging and evolving geospatial ecosystem*, **1** Keynote by Serena Coetzee, University of Pretoria (South Africa)
- *Data Spaces - EU's vision for alternative data exchange infrastructures*, **1** Keynote by Lea Schick, Alexandra Institute (Denmark)
- *Navigating the Ecosystem Perspective to Maximise the Value of Open Government Data*, by María Elena López Reyes, Aalborg University (Denmark) and *Designing Sustainable Business Models for Open Data Intermediaries* by Ashraf Shaharudin, TU Delft (The Netherlands), **2** research insights from ODECO initiative (Horizon 2020)

DATA ECOSYSTEMS AND SPATIAL DATA INFRASTRUCTURE WORKSHOP (2023)

AGENDA HIGHLIGHTS 2/2

- **7** feedbacks presentations from NMCAs, associations and private companies
- **3** break-out sessions:
 - Topic 1: Moving from spatial data infrastructure (SDI) to data ecosystems
 - Topic 2: Value creation for all stakeholders - from supplier driven to demand driven
 - Topic 3: Development of data ecosystems – new business and financial models

SUSTAINABLE BUSINESS MODELS WORKSHOP (2024)

- Co-organised by EuroSDR and EuroGeographics

 Leuven, Belgium

 8 – 9 February 2024

 18 attendees

- A feed-back workshop at “operational” level
 - Commission Implementing Regulation (EU) 2023/138 of 21 December 2022 laying down a list of specific high-value datasets (HVD) and the arrangements for their publication and re-use



SUSTAINABLE BUSINESS MODELS WORKSHOP (2024)

AGENDA HIGHLIGHTS

- *Business Models at NMCAs – AN introduction*, **1** Keynote by Joep Crompvoets, KU Leuven / EuroSDR
- *A journey to the roots of openness*, **1** Keynote by Frédéric Cantat, IGN France / EuroSDR
- **5** feedback's presentations by NMCAs (Belgium, Denmark, France, Greece, The Netherlands)
- **1** panel discussion: *Sustainable Business Models for NMCAs*
- **1** Breakout session: *How can business models help NMCAs face increasing challenges?*

SUSTAINABLE BUSINESS MODELS WORKSHOP (2024)

MAIN OUTCOMES



European Spatial Data Research

Joint workshop EuroSDR / EuroGeographics Feb. 8th and 9th 2024 in Leuven (Belgium)

- *“HVD regulations is finally more challenging than expected 2 years ago”*
- *“I have learned that the Open Data directive HVD implement act is not so simple than the European Commission said. There is a real big shift between all NMCAs willing to share their data but they all need money to do so. It definitely has a cost!”*
- INSPIRE Directive was a good leverage in many cases.
- The Business Models issue is fostering digital transformation and allowing to be more efficient. Good practices and issues sharing are very valuable (collective intelligence).
- All participants agreed on the very crucial period that comes and on the necessity to take another look at the situation in two years (early 2026) with a repetition of the workshop.

www.eurosd.net



European Spatial Data Research

April 2024

Workshop on Sustainable Business Models
for National Mapping and
Cadastral Agencies (NMCAs)

Joint workshop of
EuroGeographics and EuroSDR
February 8th-9th 2024 – KU Leuven, Belgium

Frédéric Cantat, Joep Crompvoets,
Carol Agius, Matina Fuentes

Official Workshop Report

[The Workshop report](#)



REFERENCES

- EuroSDR / Knowledge Centre Open (TU Delft)'s Workshop on Sustainable Open Data Business Models for NMCAs [presentations](#) (18-19 September 2022)
- Sustainable Open Data Business Models for NMCAs - Official Survey [Report](#) (EuroSDR, November 2022)
- *EuroGeographics / EuroSDR's Workshop on Sustainable Open Data Business Models for NMCAs [presentations](#)* (2-3 February 2022)
- *ODECO at the Data Ecosystems and Spatial Data Infrastructure workshop, [article](#)* by Maria Elena Lopez Reyes (Aalborg University), Ashraf Shaharudin (TU Delft) Bastiaan van Loenen (TU Delft) and Birger Larsen (Aalborg University)
- *Data Ecosystems and Spatial Data Infrastructure workshop [presentations](#) and Official Workshop [Report](#)* (EuroSDR, May 2024)
- *EuroSDR / EuroGeographics's Workshop on Sustainable Business Models for NMCAs [presentations](#)* (8-9 February 2024) and Official Workshop [Report](#) (EuroSDR, April 2024)

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Recap from previous workshops – **Thank you for your attention!**

9 FEBRUARY 2026

