

kadaster

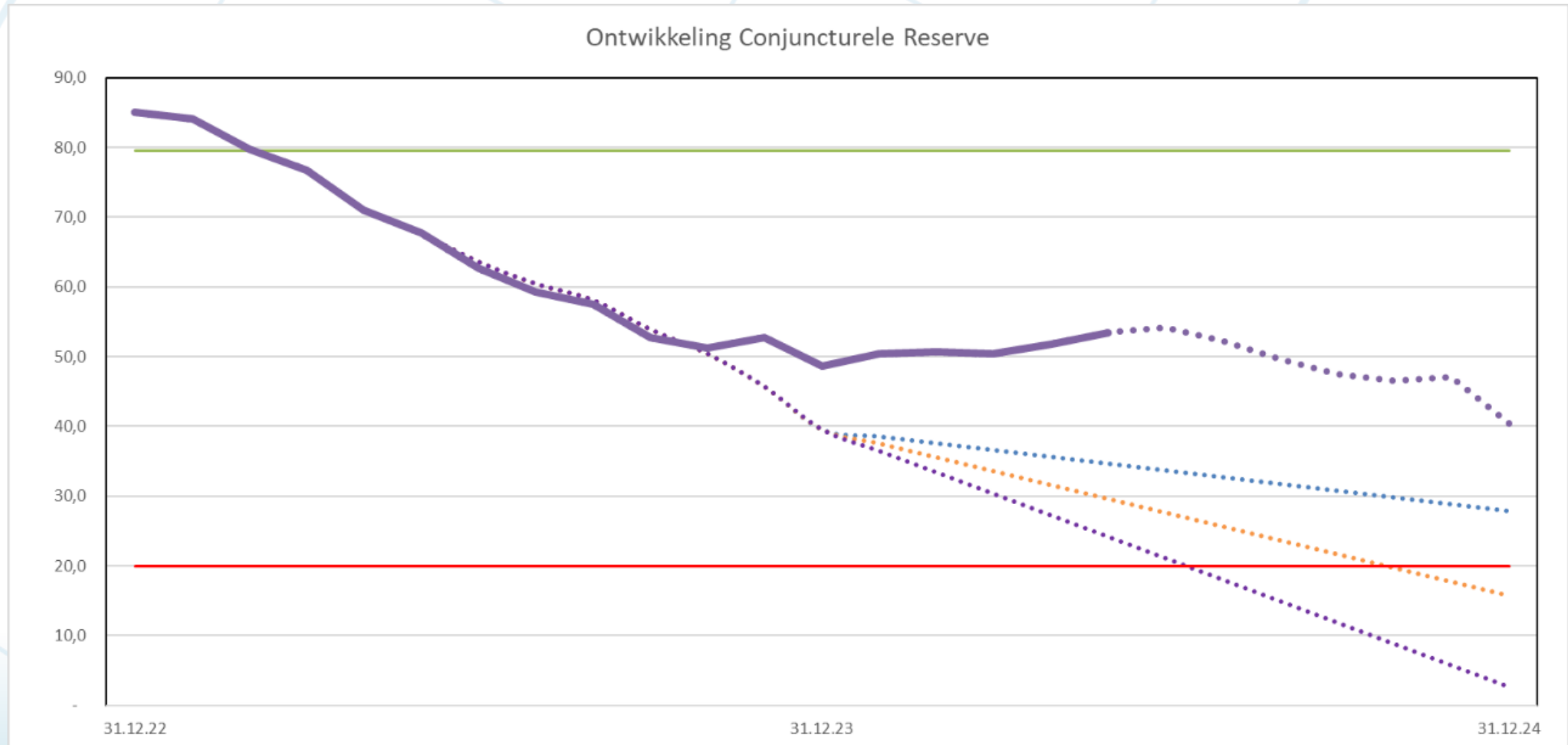


Bert Beentjes | 10-2-2026

The impact of data combination and federation on business models

Looking back to financial stress

7884



What's our business model?

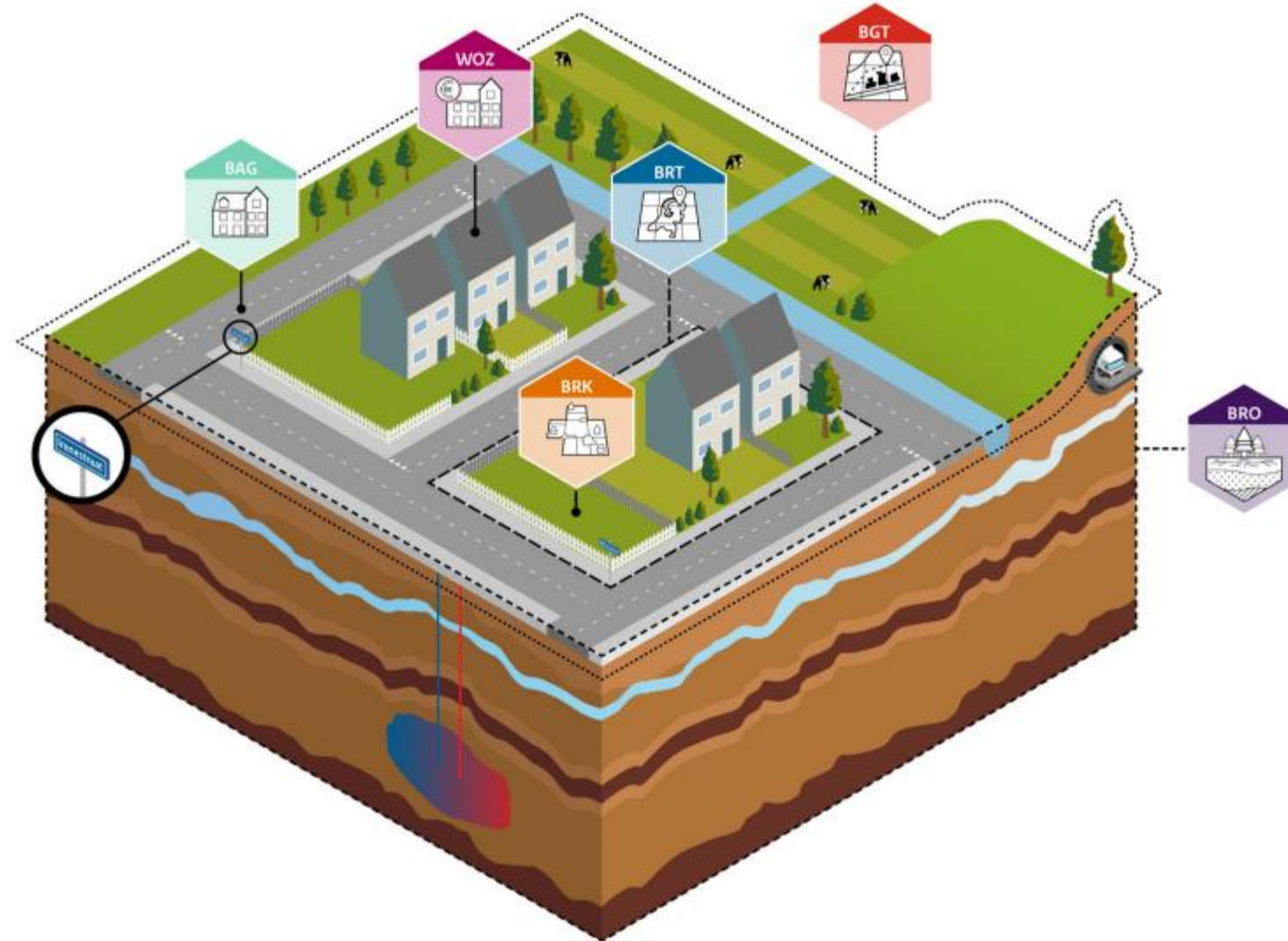
We have three business models:

- 1) Consumer product pricing: B2B and B2C
- 2) Consumer hour pricing: B2B
- 3) Central budget: open data and shared services

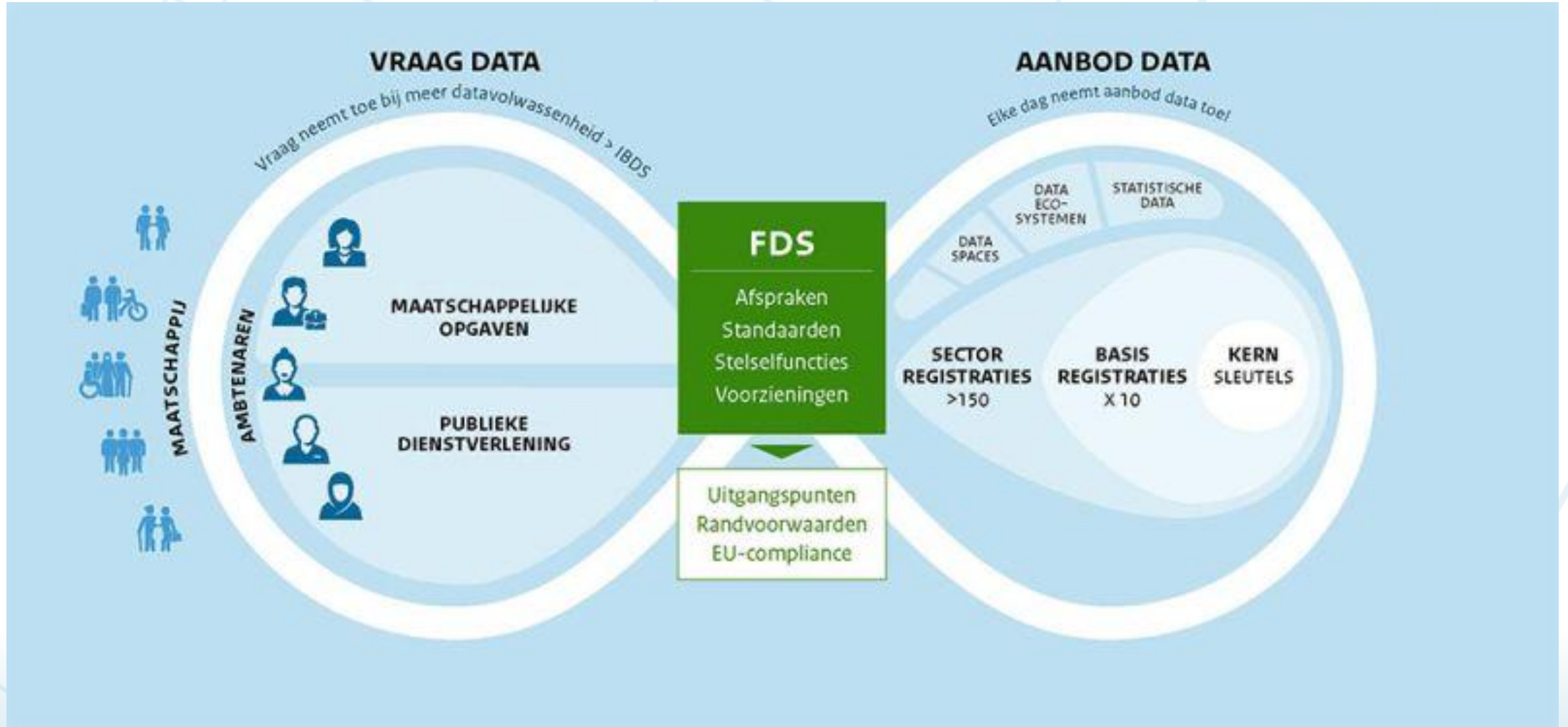
Income streams are separated at the level of registries or services. This is codified in law and reflects in the governance structures.

Strategic trends towards combined and federative data can undermine these business models in the coming years.

Data combination – multiple sources, different models

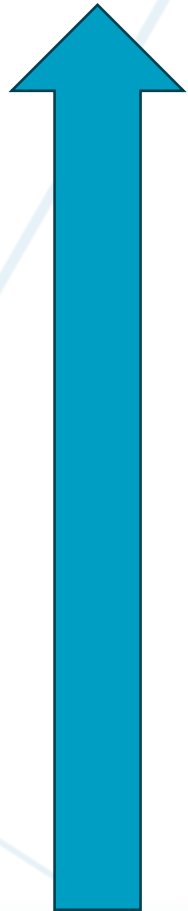


Data federation, multiple partners, different models



Use

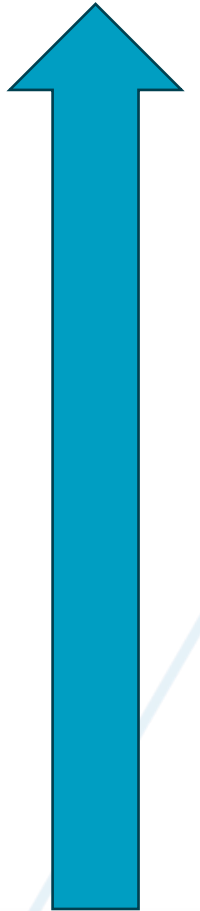
General



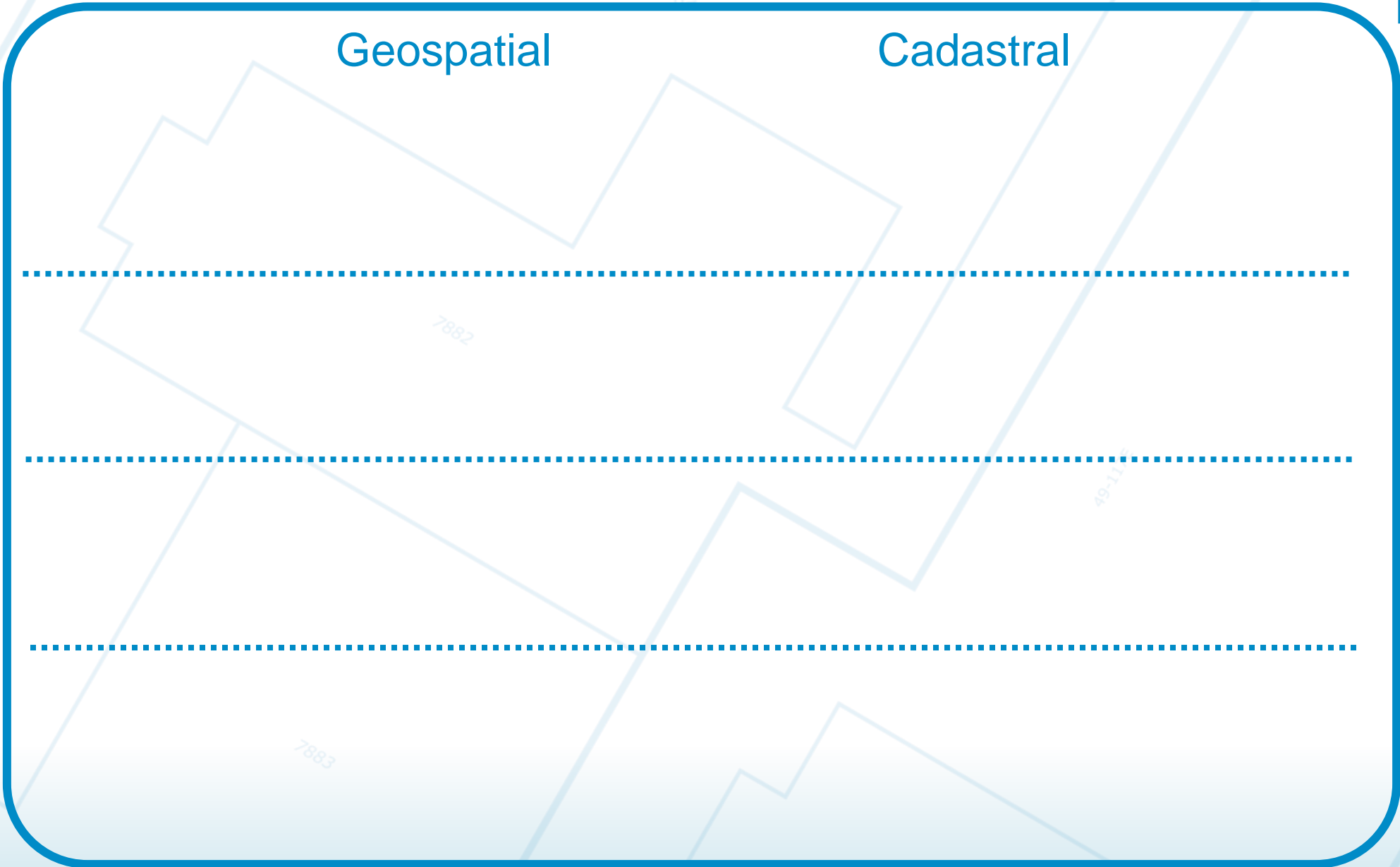
Specialized

Data value

Relational

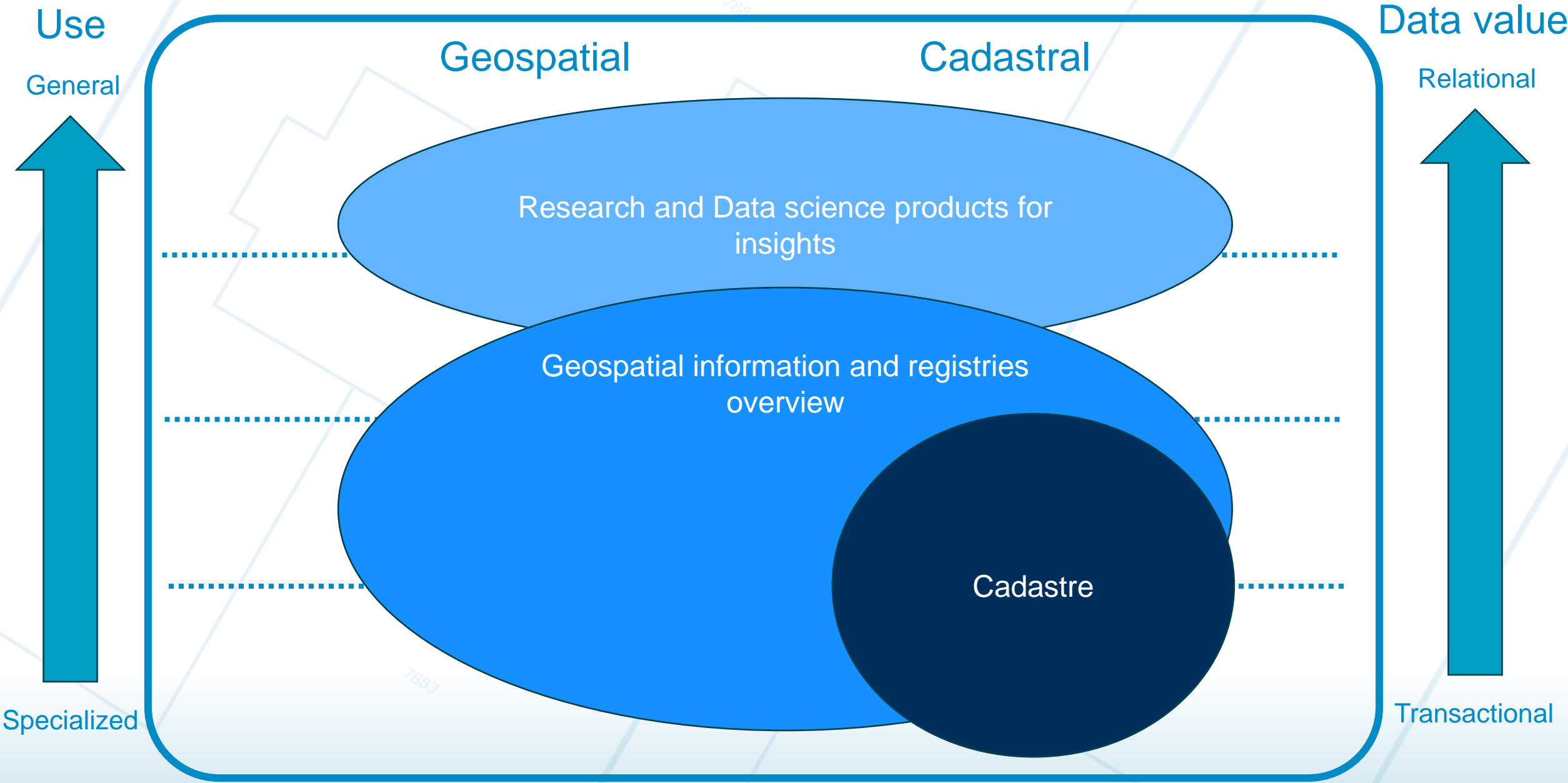


Transactional



Geospatial

Cadastral



Use

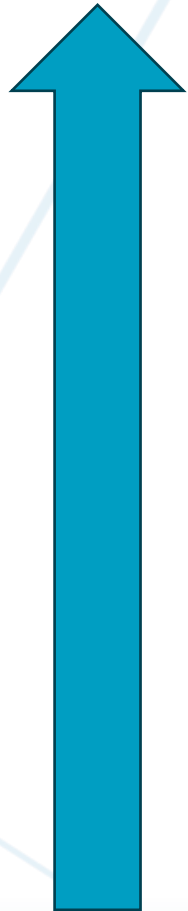
General

Geospatial

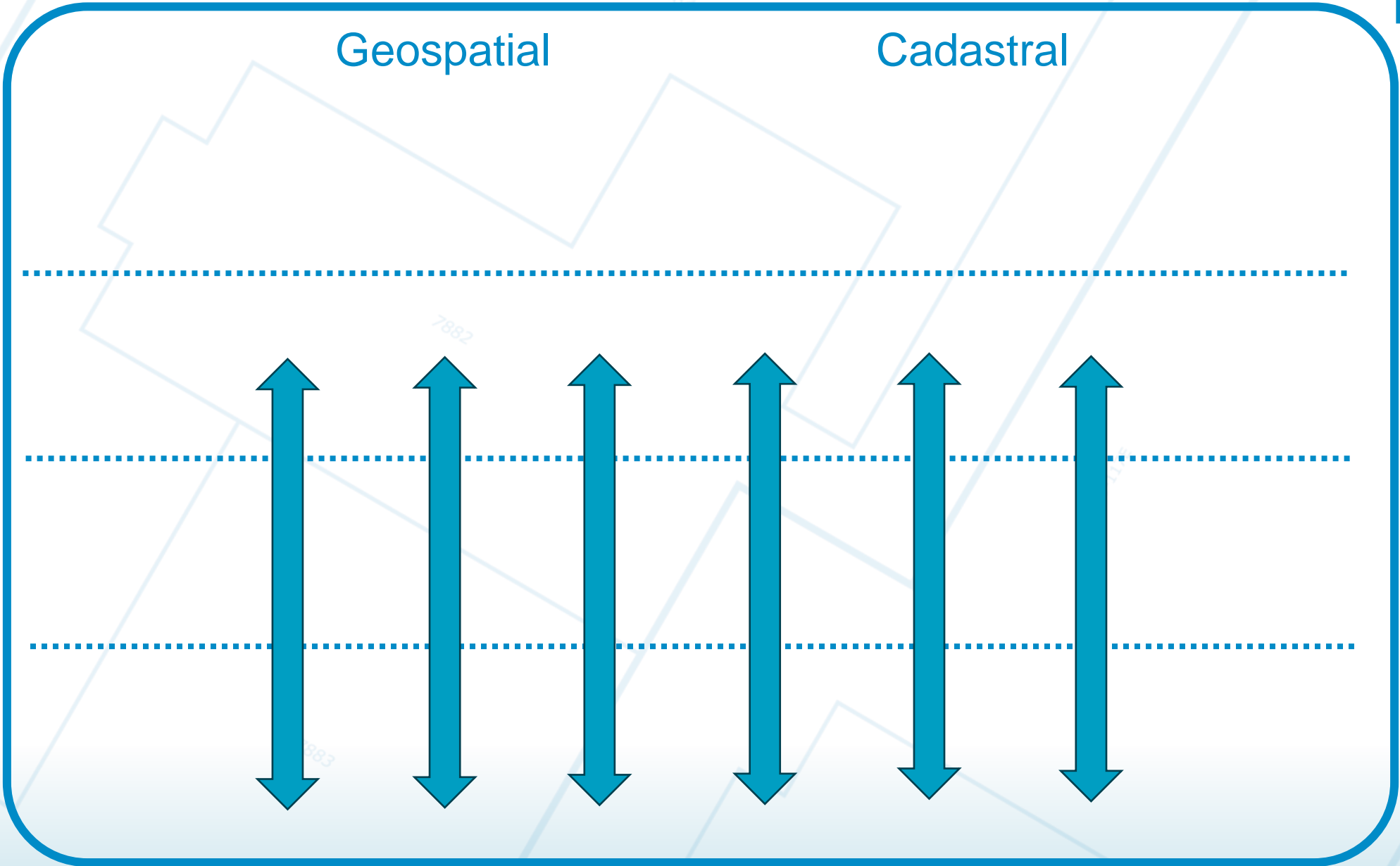
Cadastral

Data value

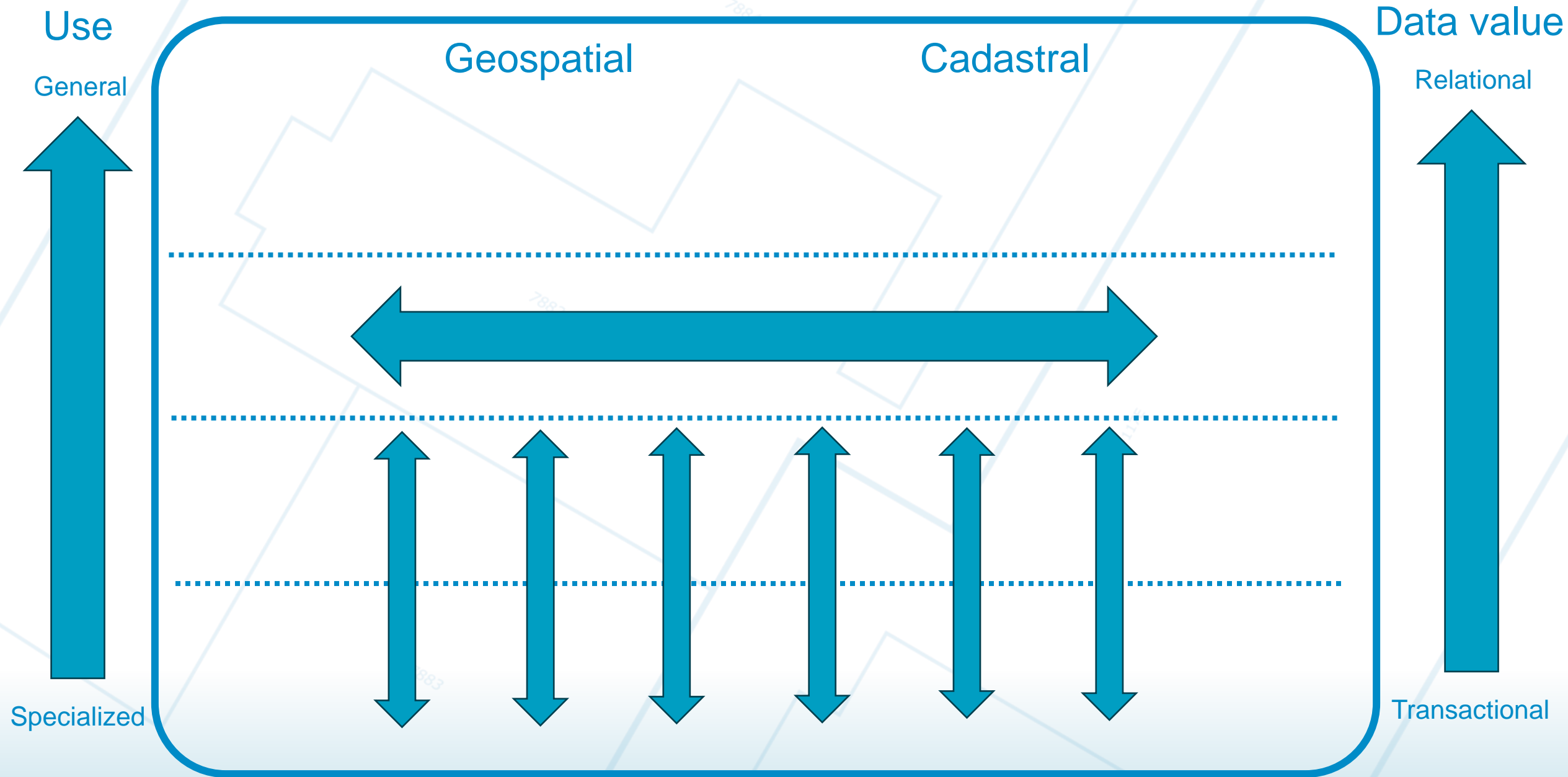
Relational

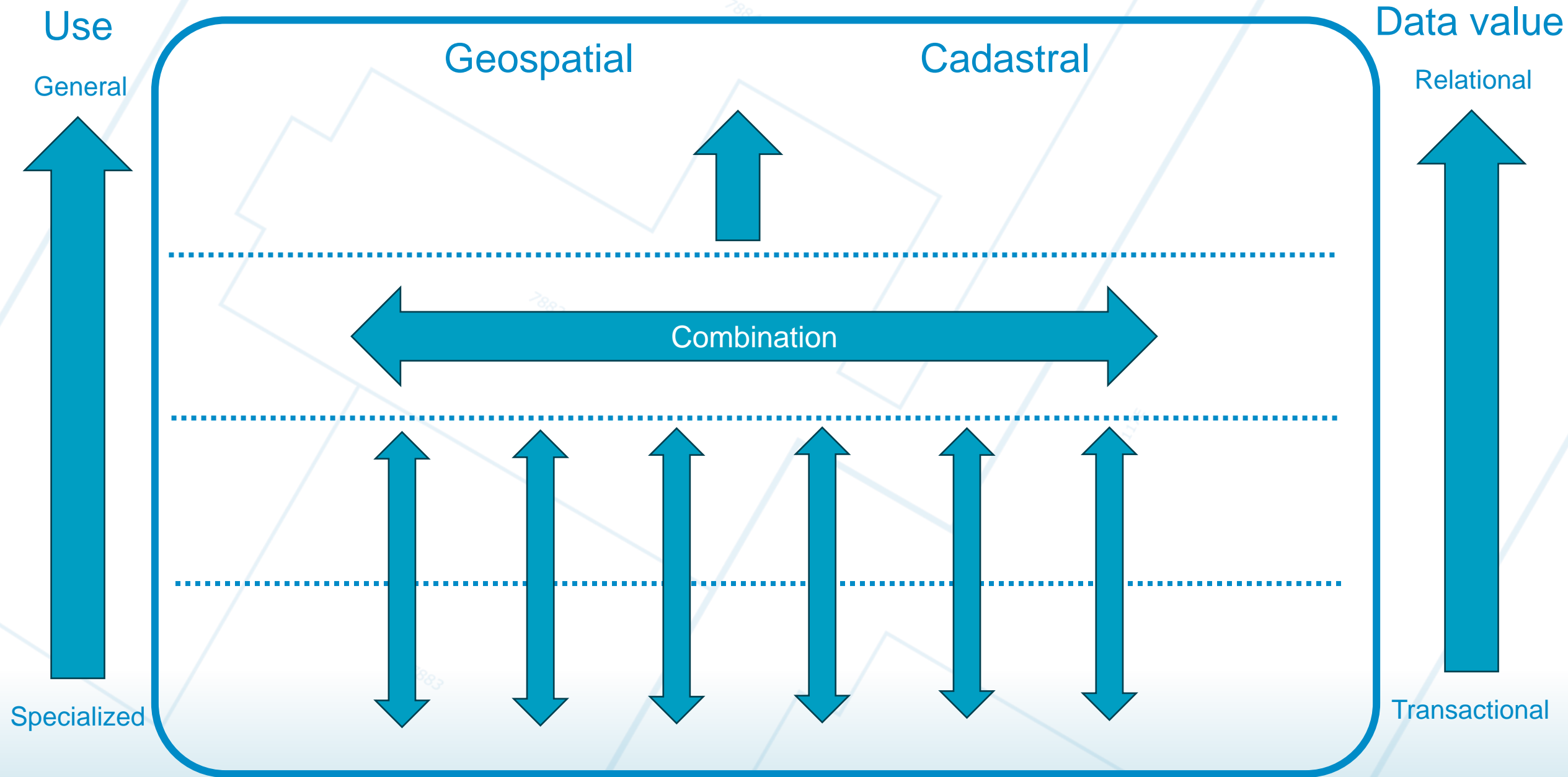


Specialized



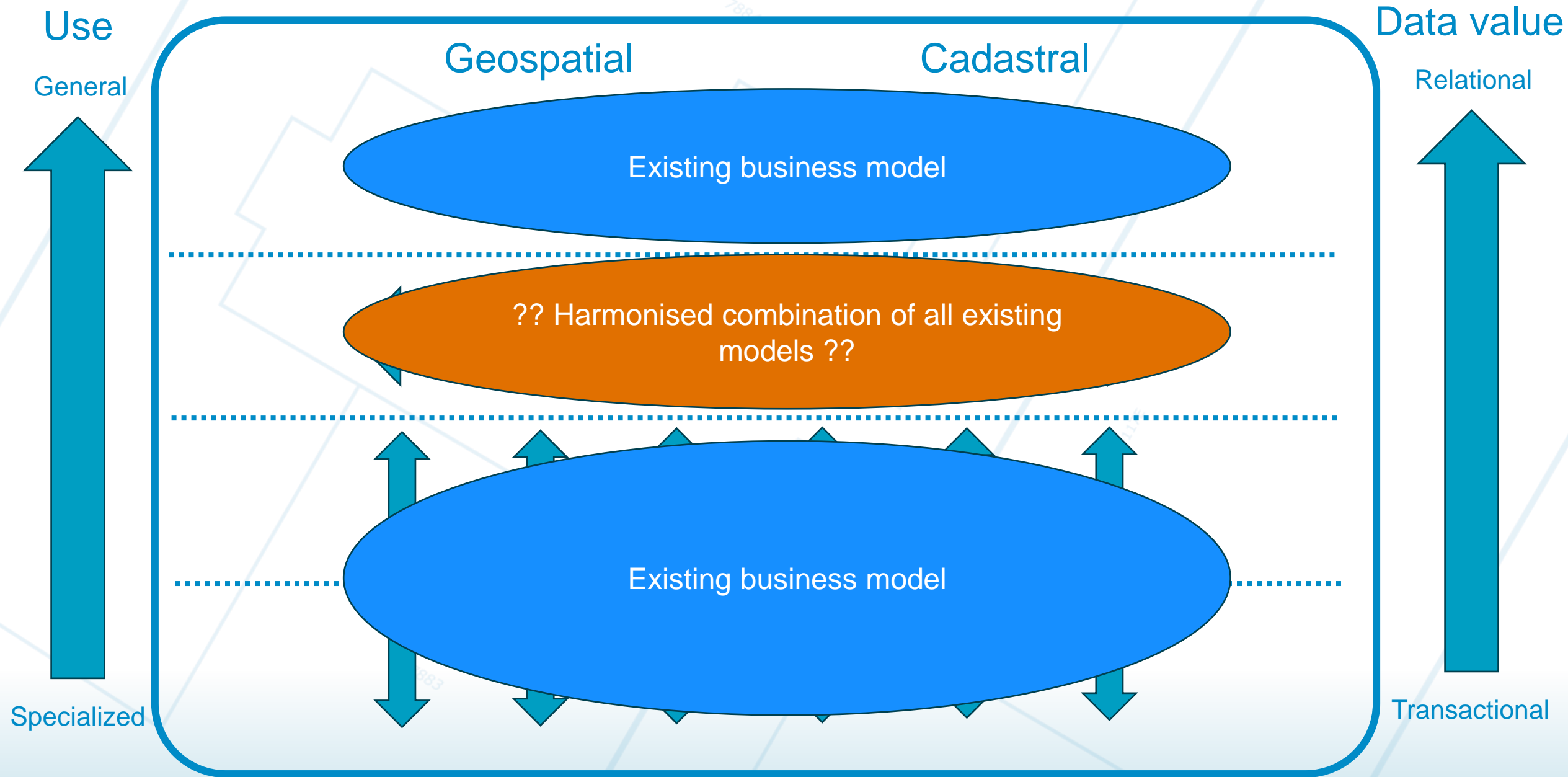
Transactional

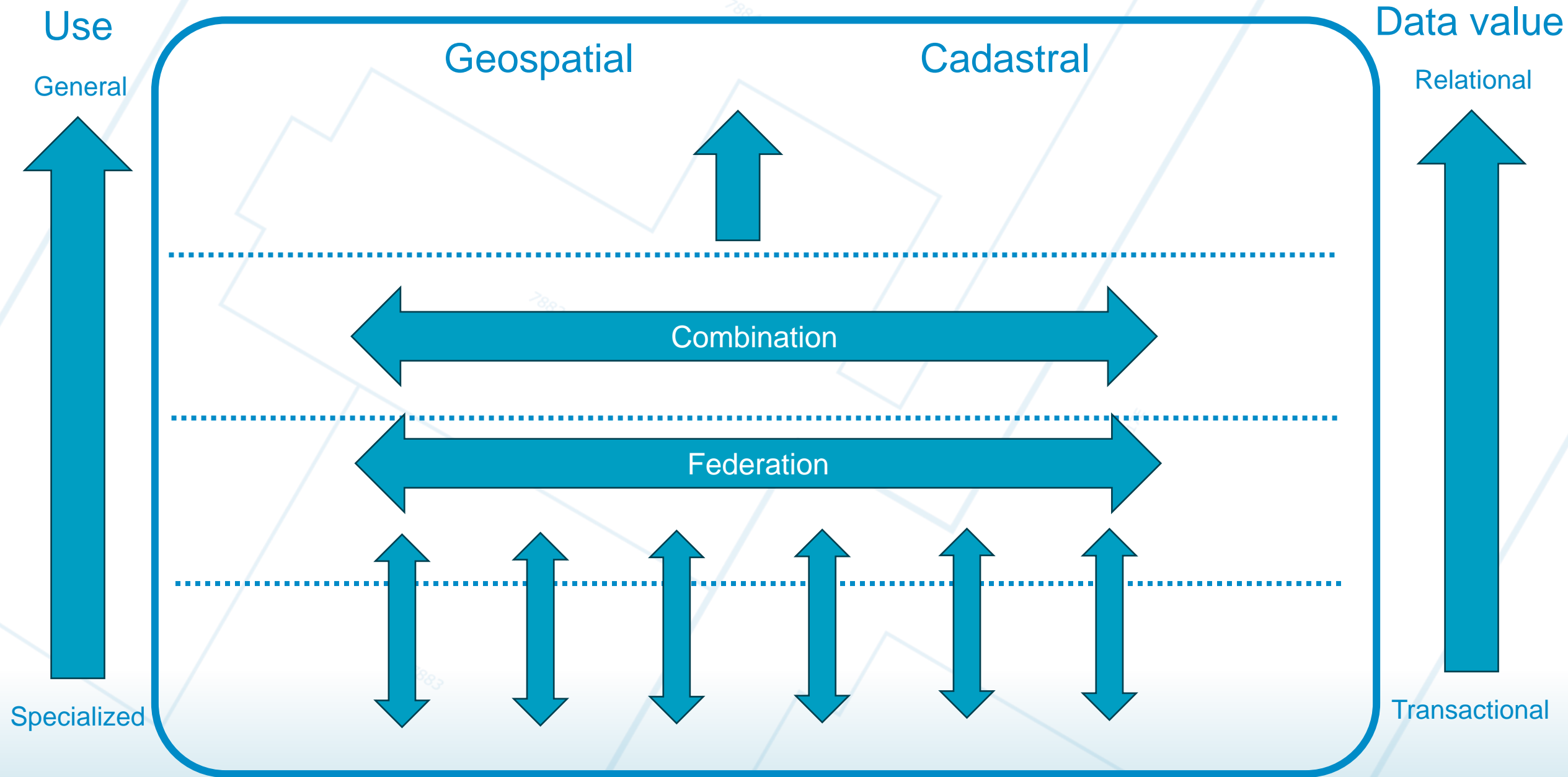




Examples

- Energy tax
- Central information source for Gigabit infrastructure act
- Monitoring new-build homes
- Adapting building foundations to changing water levels



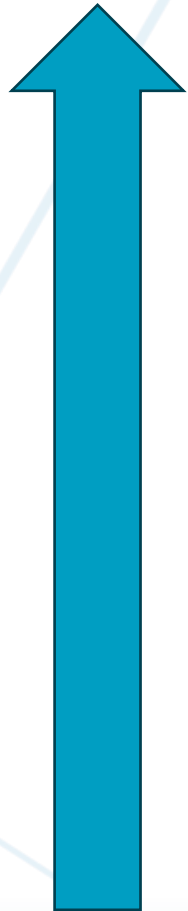


Examples

- Building installation information
- Energy performance of buildings
- Wallets

Use

General



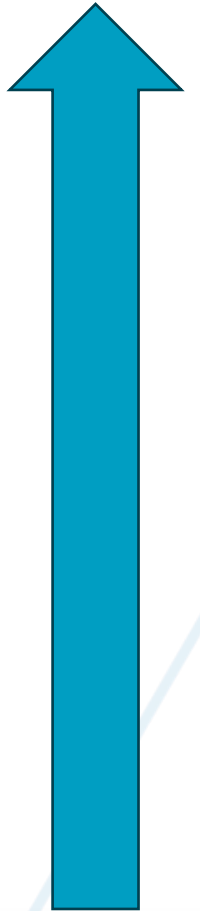
Specialized

Geospatial

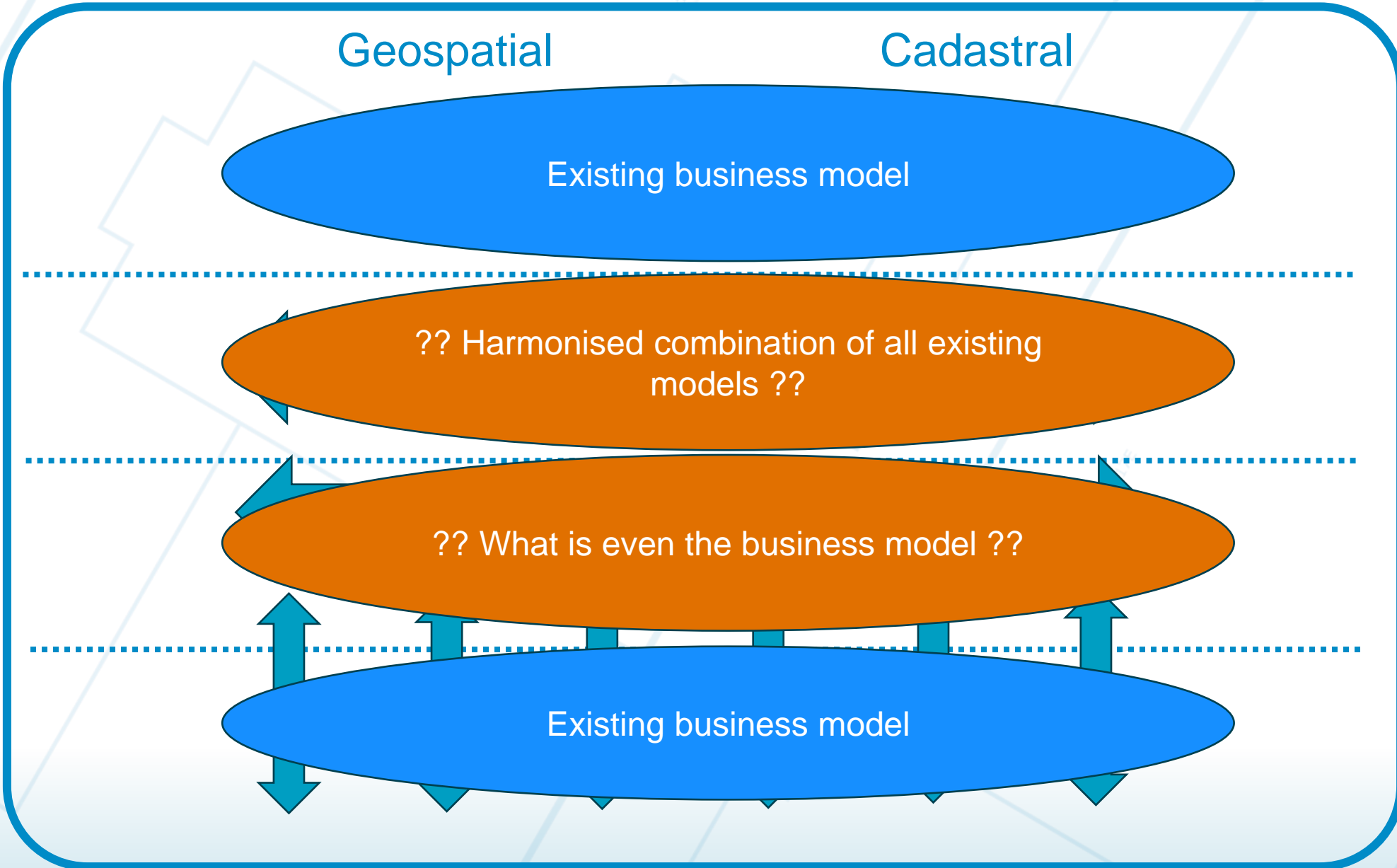
Cadastral

Data value

Relational



Transactional

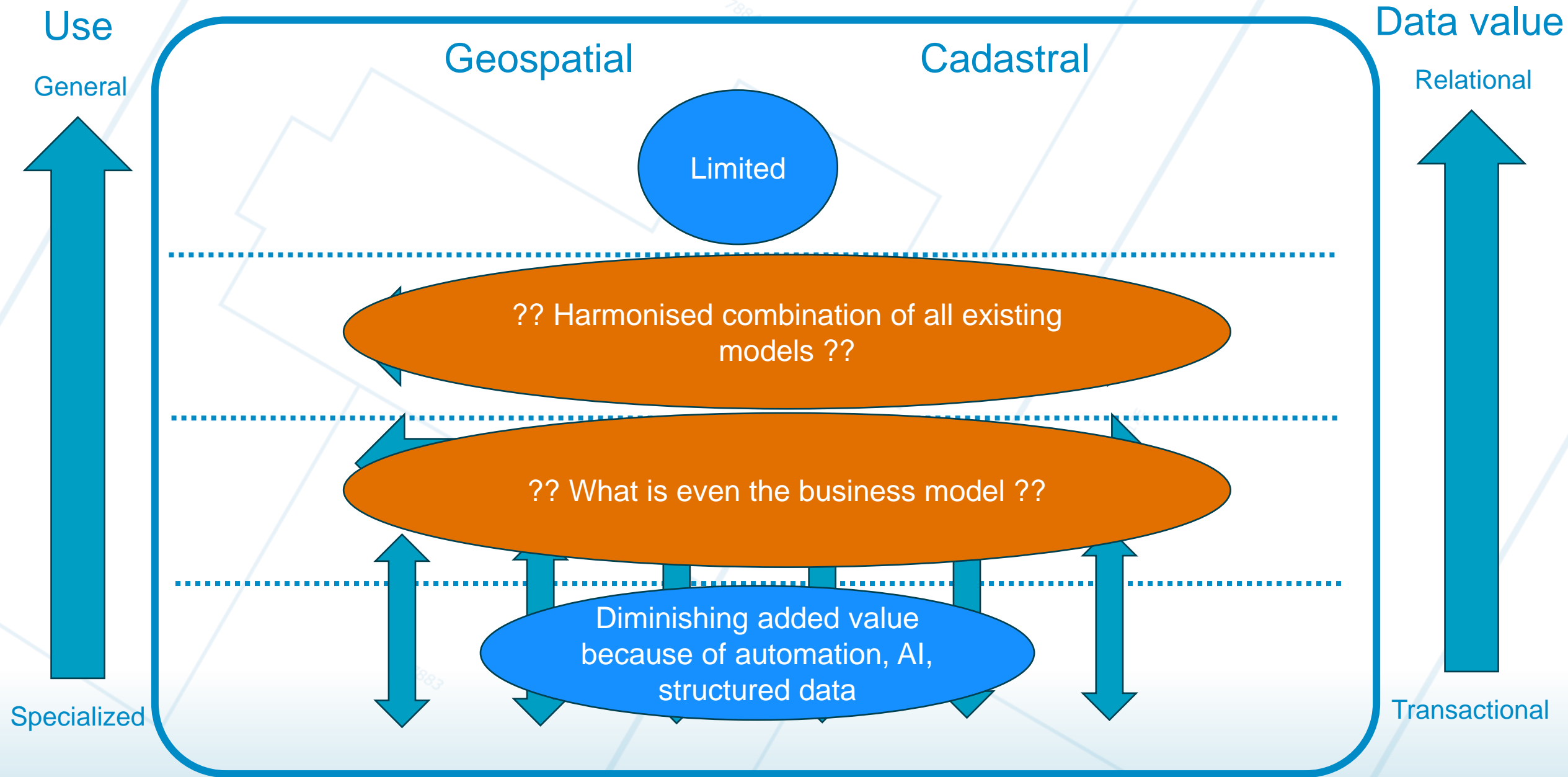


Existing business model

?? Harmonised combination of all existing models ??

?? What is even the business model ??

Existing business model



In search of new solutions

- Centralizing governance is difficult
- Finding additional budget is difficult

- Fees for professional use?
- Fees from data federation?
- Fees for home buyers and/or home owners?

And what about data quality?



Thanks. Questions?