

SDI-EDU recommendation how to exploit and provide training about SDI in Europe



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## **SDI-EDU for regional and urban planning**

SDI-EDU

# **SDI-EDU recommendation how to exploit and provide training about SDI in Europe**

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## **Abstract**

This document gives the basic ideas about how to exploit and provide training about spatial data infrastructure in Europe.

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## 1 The Exploitation Roadmap

The exploitation roadmap which is base for recommendation was done on the base of questionnaires collecting ideas on how to exploit the project outcomes.

There are two main developers of used tools:

- IMCS BizBiz
- HSRS GeoPortal

Both partners agree to offer solution free in the case of free services. For commercial services and guaranteed functionality from the side of software they will require fee for support and maintenance. Currently there are two components of system maintain by two partners

- BizBiz by IMCS
- SDI-EDU portal by UWB

Both partners expect to maintain platforms after end of the project in combination of free and paid services.

The following partners from nine are eventually willing to maintain system after end of the project on their premises (UWB, HSRS, STEPIM, E-N Ltd, IMCS). HSRS, Stepim and E-N Ltd. are planning offer service free of charge. Nobody is willing to pay for software license

All partners are interested to use system after the end of the project. The wiliness to pay was clearly address only by Association "Learning projects", Latvia. The potential wiliness was expressed by UWB and CAGI.

Usage of particular platform:

- All platforms – UWB, HSRS, Stepim, CAGI
- BizBiz - Association "Learning projects", Latvia, Euro Perspective Foundation, Šiauliai Region Development Agency, IMCS
- Geoportal - E-N Ltd

### 1.1 Sharing of the content

All partners are willing to share free (common creative) content generate during project with all partners. Except UWB and IMCS are all partners willing to share content generated during project with third parties. All this partners agree also with translation.

All partners except UWB are willing to share content generated after end of the project with all partners and also agree with translation. CAGI is willing to share this content partly.

All partners except UWB and Association "Learning projects", Latvia are willing to share content generated after end of the project with all partners and also agree with translation. CAGI is willing to share this content partly.



## 2 Join exploitation initiative

On the base of analysis, we suggest to build the joint exploitation initiatives of the SDI-EDU project. It will made accessible educational tools and materials available for end users, but also support generate benefit from solution. The full take-up and sustainability of the SDI-EDU tools and content is ensured by the signing of a team agreement for all partners. The involved actors in this agreement are:

- The organization currently representing the SDI EDU partners;
- SDI EDU tools developers required to assist and maintain the operations of the pilot, as adequate;
- Business development consultation service providers, needed to actually fully exploit the socio-economic benefits of the SDI EDU infrastructure.

The objectives of the strategic roadmap would be:

- To ensure that the partnership is adequately followed, nurtured and developed also after the project end;
- To ensure that lessons learnt are adequately captured and that they contribute to the SDI EDU educational pool;
- To support future development towards the full sustainability, by supporting the execution of the provided educational plan and by providing services for the relevant educational activities.

The strategic roadmap has to lead to establish educational alliance, which will connect SDI specialists, users, content providers, public organization dealing with education in area of SDI, planning and environmental protection.

The envisaged strategic roadmap intends to build educational association, which make available to its members a complete technological tools, but which will also connect different educational platforms. It has to be done trough prepared agreement, which will support team creation, management and operation. The basis of agreements can be quite flexible. Some organization may wish to putting in an investment and sharing profit, or a supplier-client structure the client produce the content or free or for profit.

Technology developers and content providers forming the current SDI-EDU Consortium, will be working together by experimenting and integrating existing and emerging solutions into a common evolving global European Educational platform, which adopts a common set of principles and processes to provide SDI and Natural Educational services and to support INSPIRE, environment protection and territorial development

The mission of the educational association will be mainly to support a wide adoption of SDI EDU results in concrete educational solutions for end-users as well as the GI industry, but also to support the long term global adoption of the SDI EDU paradigm and solutions. In this sense it has a duty at any time to balance the protection of the existing users with furthering the use of the results.

In the initial phase of the educational association development, the association will be set up, in order to provide the overall umbrella for the other exploitation agreement. The association will address the following:

- SDI EDU mission and scope;

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- Association ground rules, for regulating the behavior of the members and the relationships between the different exploitation initiatives and the association itself;
- SDI-EDU IPR sharing agreement, relevant to both background and foreground. The idea here is that the background will remain property of the initial proprietor and that access to both background and generated foreground is provided according to privileged fee mechanisms, to be agreed;
- Association management bodies and processes;
- Association financial policy;
- Rules of admission of new members.



### 3 Sustainability rules

The sustainability of the association will be based on future project activities and fees on the performed SDI-EDU branded results. Members will be also encouraged to provide voluntary work and contributions in initial stage. The main body of the association will be a **Steering Committee**, composed by one member from each of the participating partners, in charge of planning marketing and business development activities and of managing the IPR generated. The Steering Committee also facilitates the creation of the specific Team Agreements) for the exploitation initiatives to be launched. The main objective of the Association is to facilitate the collection and sharing of the SDI-EDU knowledge between the members of the association and to provide the means and the work necessary to operate and maintain the Educational Platform.

The last of the joint exploitation initiatives is relevant to the development strategy for the overall association. The objectives of this initiative are:

- To analyze and monitor the state of the art of education in GI and environment domain;
- To analyze and monitor the new trends and business models available to dispense educational services;
- To seek for synergies with external relevant initiatives;
- To provide consulting services aimed to facilitate the deployment of SDI EDU services and solutions;
- To maintain and evolve the association strategy and mission.

The development strategy team will be operated through a Agreement. The scope and authority of the association will be considered following discussion with the consortium. A balance needs to be struck between cost and benefit, and between establishing a permissive laissez-faire environment at the same time as protecting the profitability of all their members.

The definition of the SDI EDU sustainability concepts and elements is also essential in order support individual exploitation strategies.

The basic elements for achieving the sustainability are the following:

- Initial voluntary partner contribution to maintain platform and content
- Project fees, required to host, run and maintain a single collaborative project instance. Similarly to other educational platform, the fee to cover the above is highly dependent by number of users which are involved in the educations based
- Projects fees coming from other project

Initial idea of association is support open access to educational materials. So platforms will be open for anybody, who will be interested shared content free. For organisation offering paid services, there will be commercial rules.

There is important to mention that main developers of platforms (HSRS) are willing to support platform maintenance, due the fact, that free services support their other commercial services. So HSRS is willing to cover costs for maintenance in the case of free content. The current costs of association will be mainly done by platform maintenance, so if this part will be covered, than organization could start to participate on other activities. The work for SC and board is agreed to be in initial phase voluntary.

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The association development plan, discussed in the previous paragraph, is a necessary condition for the sustainability of the overall SDI EDU exploitation strategy. In order to do so, we need to assume a typical dimension for each of the implementation projects, which is carried out by formed, or directly by association or by two or more members of association.

According to the experience of the members who act as GI educational service providers, an EU implementation project in a collaborative network of namely 10-15 partners has a typical size of 200k-400k and could encompass a need for association services for in the range 10.000 EUR to a 20.000 Eur..

We will therefore have the following revenues originated by joint exploitation projects for the provision of only GI educational services (which we assume entirely provided by SDI-EDU members), considering the number of projects planned in the previous paragraph.

In addition, according to the analysis for exploitation plan, we can also say that the association will be in a position to generate a significant economic flow from the implementation projects and that SDI EDU partners will have the chance to be greatly involved in the delivery of those projects.

In conclusion, we could say that the association will be potentially able to multiply its budget up to a for its members and overall to mobilise implementation projects, which completely justifies the economic investment made by the EC and the SDI EDU partners in the SDI EDU project.