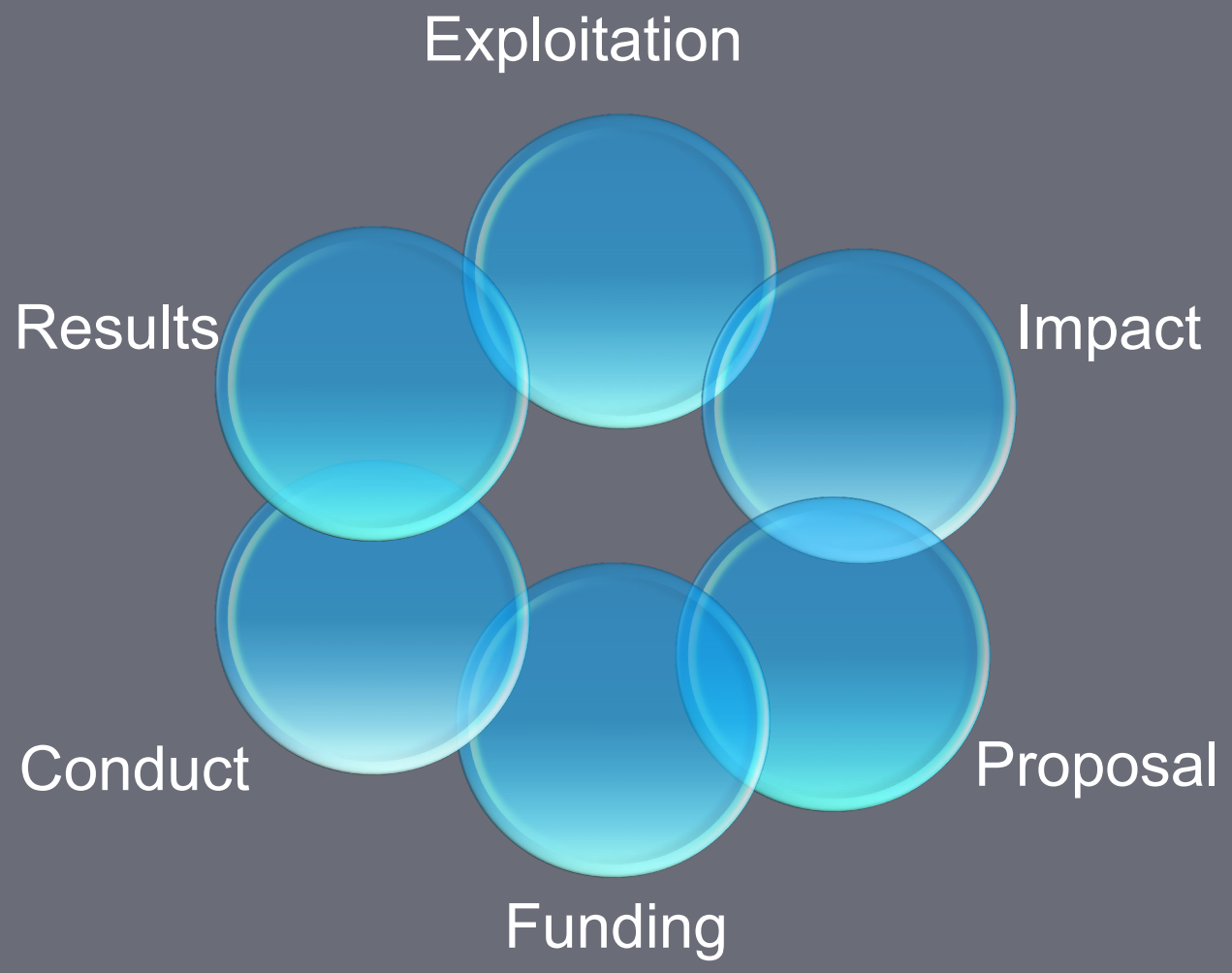


Business models, Sustainability, KPIs, Rules of Participation – CESSDA ERIC

Breakout session 3 - Services: Good practices and business models

Ivana Ilijasic Versic, COO | CESSDA

~~ERIC~~ January 2019



Analysis

Evaluation

Stakeholders

Socio-Economic

Data

Potential

KPIs

Goals

Monitoring

Missions

Impact

Horizon 2020

Definitions

Challenges

Measurable

Excellence

Innovation

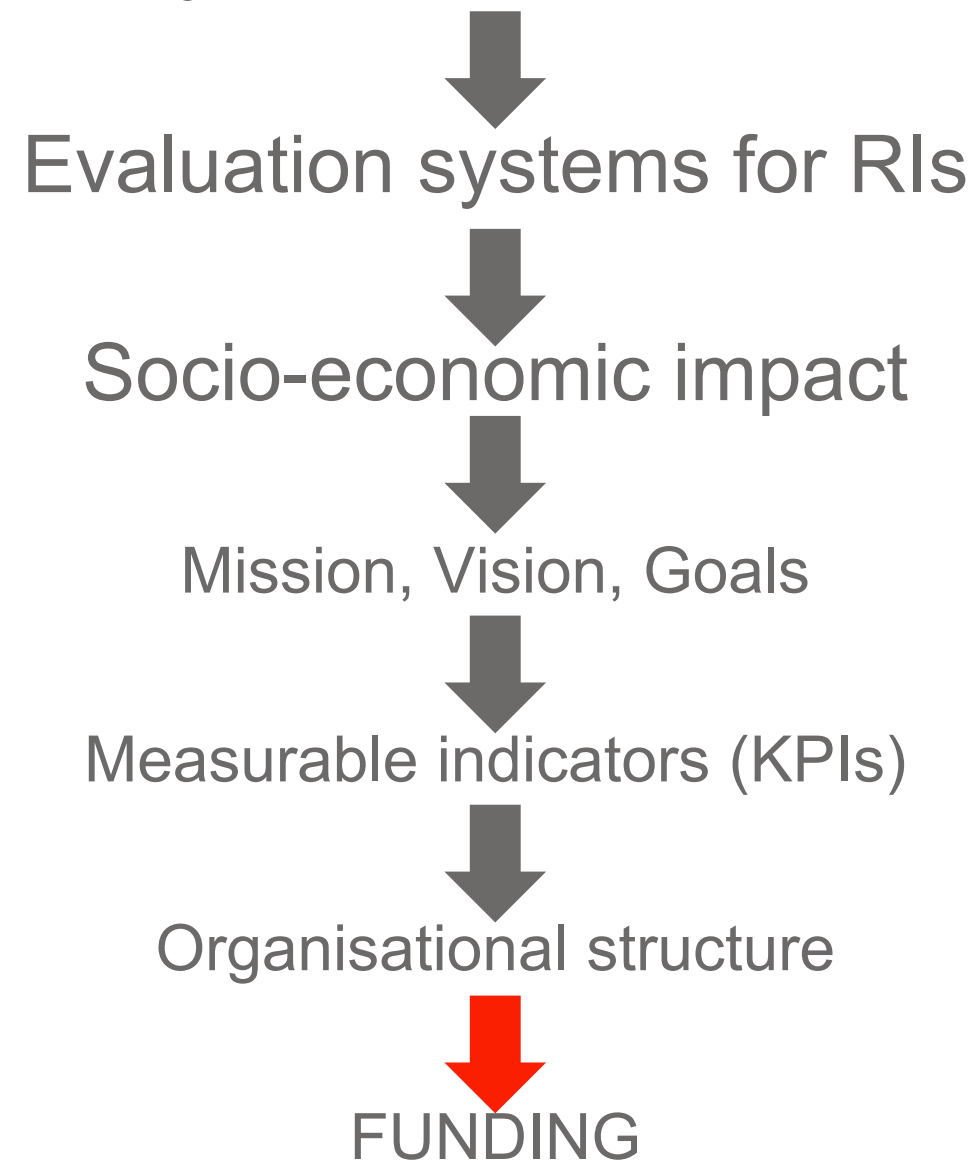
Standards

Finance

Indicators

Horizon Europe

Sustainability of Research Infrastructures



Broader context

◊ ESFRI long-term sustainability

- ◊ ESFRI WG 35 recommendations in 7 key areas (June 17)
- ◊ EC Working Doc with 42 recommendations (Sep 17)

◊ SCRIPTA Sustainability of Research Infrastructures

◊ 7 main recommendations:

- ◊ Excellence;
- ◊ Have the right people in the right place
- ◊ Vision for convergent operation of RIs and e-Infra's
- ◊ RI's as innovation hubs
- ◊ Determine economic and wider social value of RI's
- ◊ Effective governance and sustainable long-term funding
- ◊ Foster coordination at national and European levels

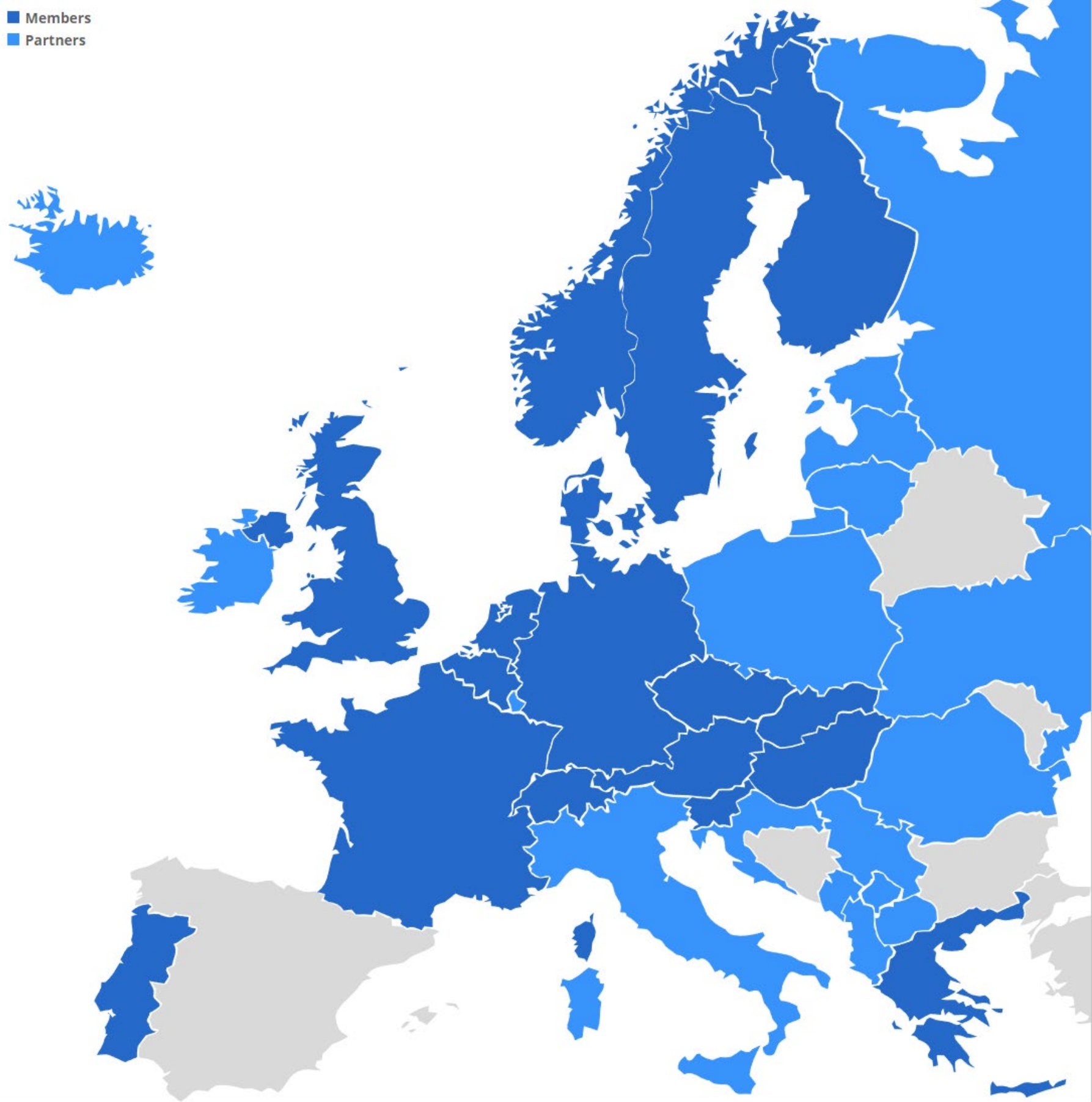
◊ OECD on the socio-economic impact of RI's"

- ◊ Distinguish between performance impact, time



CESSDA ERIC in a nutshell

- » Austria
- » Belgium
- » Czech Republic
- » Denmark
- » France
- » Finland
- » Germany
- » Greece
- » Hungary
- » Netherlands
- » Norway
- » Portugal
- » Slovakia
- » Slovenia
- » Serbia
- » Sweden
- » Switzerland (Observer)
- » UK



CESSDA ERIC evaluation

- ◆ Members: national ministries (General Assembly)
- ◆ Designated national Service Providers (tactical & operational)
- ◆ Scientific Advisory Board
- ◆ European Commission (annual reports, EC projects)
- ◆ ESFRI
- ◆ ERIC Forum
- ◆ Scientific community
- ◆ Specific – e.g. technical evaluation

◆ Evaluation

- ◆ Socio-economic impact
- ◆ KPIs
- ◆ Business model
- ◆ Funding



CESSDA ERIC Socio-economic Impact

◊ On national level

- ◊ influencing policy
- ◊ trusted repositories
- ◊ standards
- ◊ jobs at Service Providers
- ◊ outreach to new members

◊ On EU level:

- ◊ Scientific community - data sharing and re-use, training, thematic data clusters
- ◊ Policy level - working groups, ERIC Forum
- ◊ EC funding – EOSC, widening, standards

◊ International level

- ◊ Collaborations: RDA IG SSH Research Data, IASSIST, with other Disciplines

◊ Evaluation

◊ Socio-economic impact

◊ KPIs

◊ Business model

◊ Funding

CESSDA ERIC KPIs

- ◊ **CESSDA** – distributed SSH RI
- ◊ **Obvious KPIs:**
 - ◊ Number of studies (incl. sensitive data), deposits
 - ◊ Number of registered users, re-use (downloads), publications (data citations)
- ◊ **Less obvious, but important:**
 - ◊ Number of new members, certified archives, staff working on CESSDA activities
 - ◊ Number of CESSDA tools, trainings courses
 - ◊ Number of EU projects
- ◊ **Not:**
 - ◊ patents, publications.

◊ Evaluation

◊ Socio-economic impact

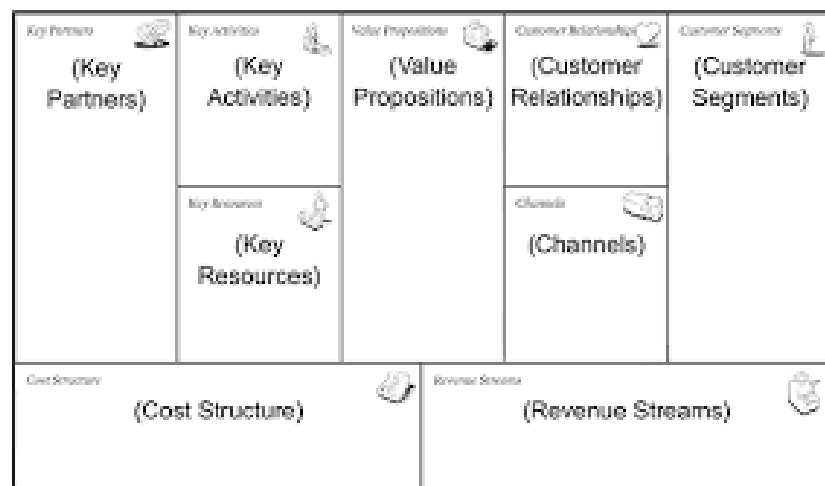
◊ **KPIs**

◊ Business model

◊ Funding

CESSDA ERIC business model *(in progress)*

- ◇ CANVAS Business Model
 - ◇ Key partners
 - ◇ Key activities
 - ◇ Key resources
 - ◇ Value propositions
 - ◇ Customer relationships
 - ◇ Communication channels
 - ◇ Costs (investments, maintenance)
 - ◇ Return (money, indicators/metrics)



- ◇ Evaluation

- ◇ Socio-economic impact

- ◇ KPIs

- ◇ **Business model**

- ◇ Funding

CESSDA ERIC funding

- ◊ Membership fees
 - ◊ ministries, research councils
 - ◊ additional contributions
- ◊ Project funding, esp. EU
- ◊ **Future:**
 - ◊ Revenues from services (business models)

- ◊ Evaluation
 - ◊ Socio-economic impact
 - ◊ KPIs
 - ◊ Business model
 - ◊ **Funding**

Thank you for your attention!

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