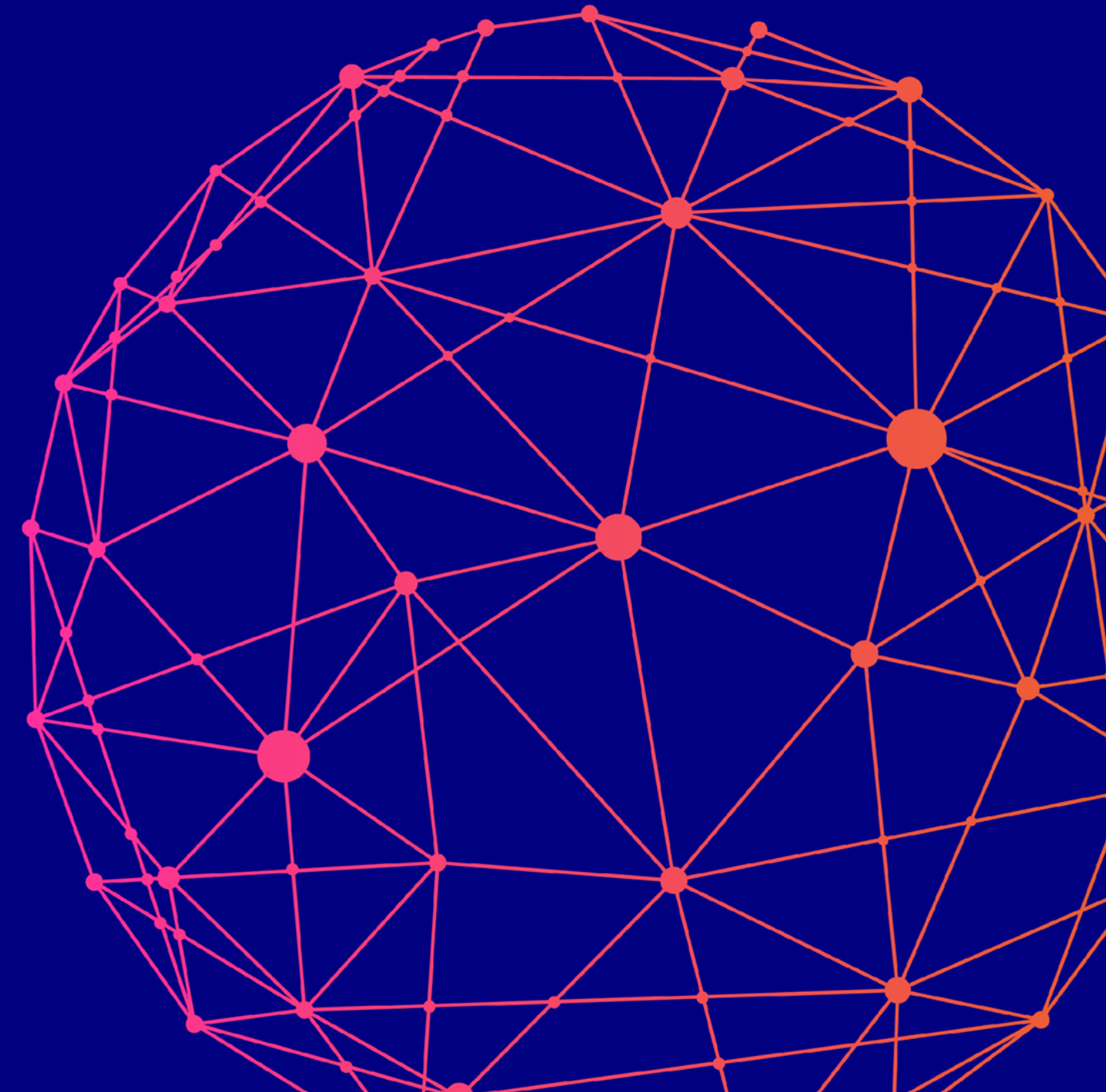


Data Spaces Symposium

Accelerating adoption. Increasing impact.

Business models &
financial viability for
data spaces

Best practices to create business through a data space
Savvas Rogotis (BDVA/DSSC)





DATA SPACES
SUPPORT CENTRE

DSSC perspective

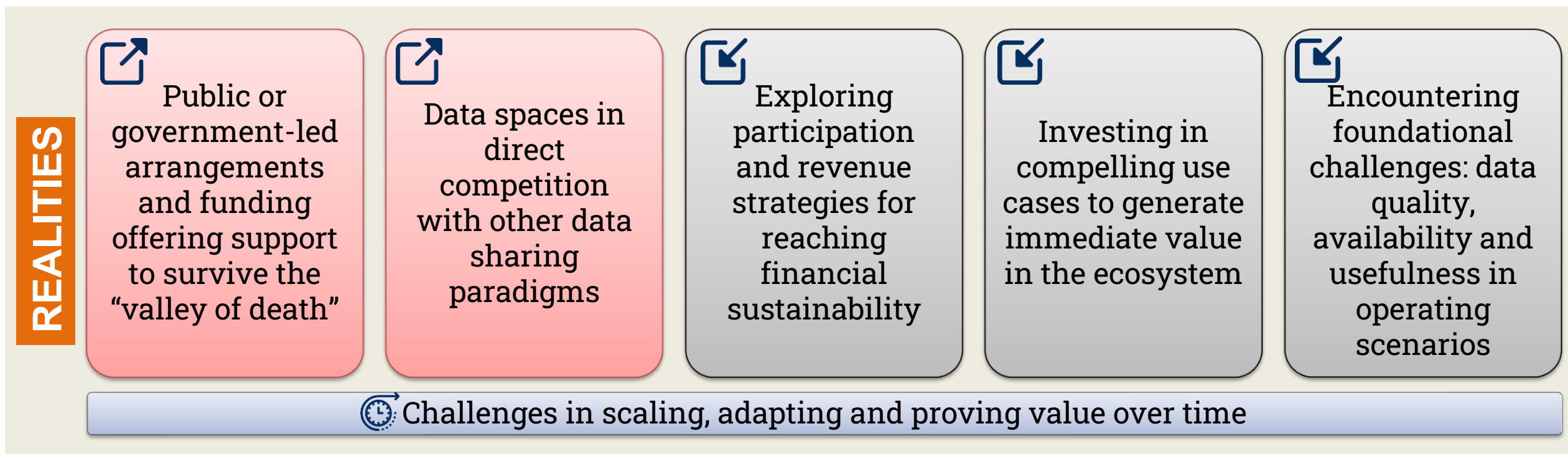
- Why discussions on building viable business models that ensure financial viability in a data space are becoming more and more relevant?
- Why now?
- How the DSSC and its community is contributing to those discussions?

Participant Adoption and Sustainability in Data Spaces

Collaborative community paper

- Builds upon existing literature & real-life experiences both from common European data spaces (CEADS, DeployEMDS, GDI, LDS, SAGE, TEMS) and beyond

Scan to access the paper



Recommendations (connected to sustainability) for data spaces

- ✓ Continuously enhance data space value proposition in order to motivate participants and scale
- ✓ Form partnerships with legacy systems
- ✓ Integrate with the broader European innovation ecosystem
- ✓ Explore diversified and novel funding models
- ✓ Incorporate the foundations for building sustainable revenues early in data space design

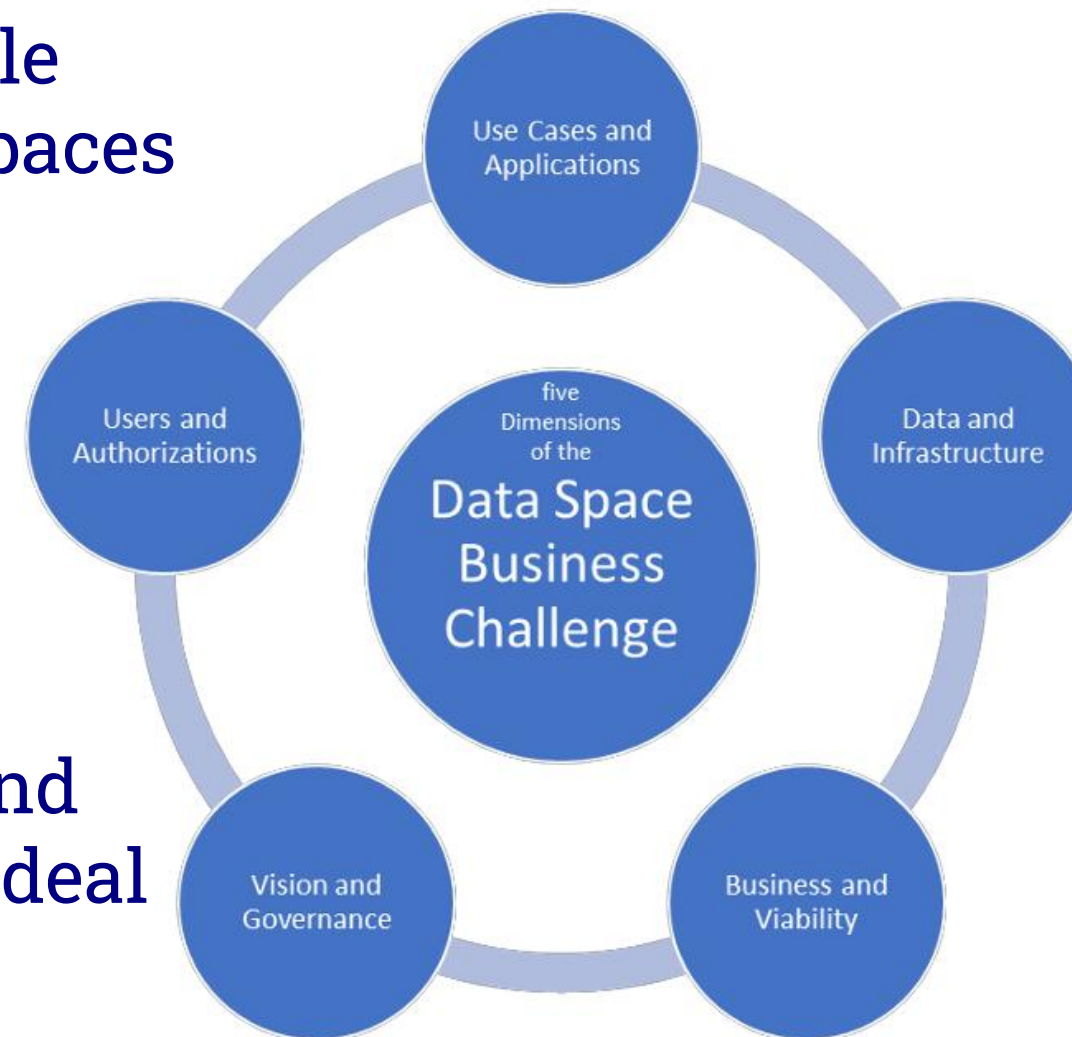
Business perspective of inspiring Data Space examples

DSSC paper

Scan to access the paper



- This paper shows the mechanisms that enable discovering viable business models of data spaces
- The focus of the paper is on the business challenge – the balance between cost and revenues – based on two perspectives:
 - Public vs. Private
 - Linear vs. Multi-sided
- The paper presents five case studies: DjustConnect, SCSN, JoinData, FEDeRATED and Europeana illustrating different pathways to deal with the business challenge



- **Key Conclusions:**

- Need for clear scope, guidelines, and value propositions for both supply and demand sides of the data space
- Multi-sided models require early experimentation and continuous learning
- Recommendations emphasize balancing public and private perspectives, developing specific offerings, treating governments as clients in public data spaces, and planning for long timeframes to become profitable.

