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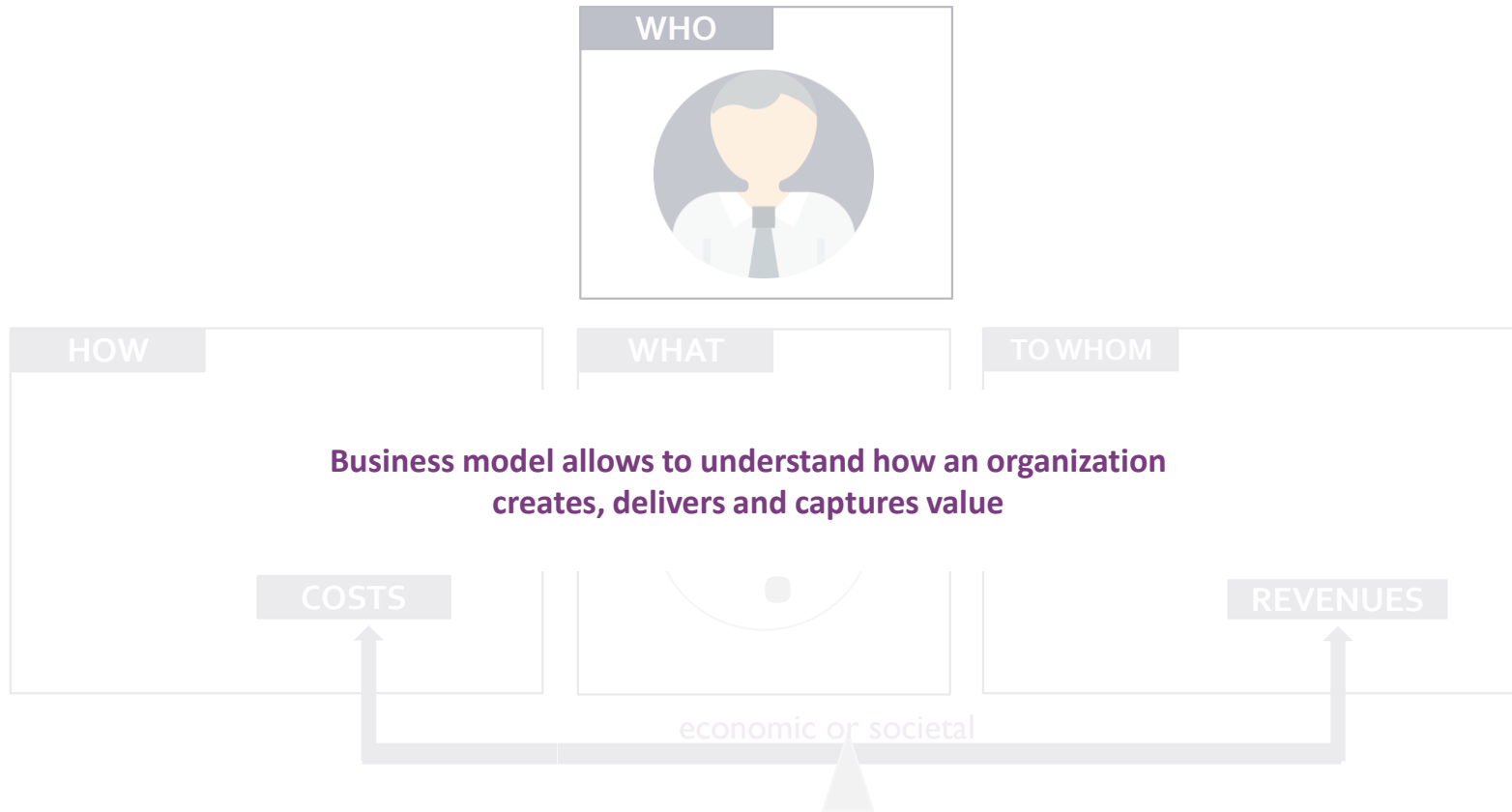


**Data space business model**

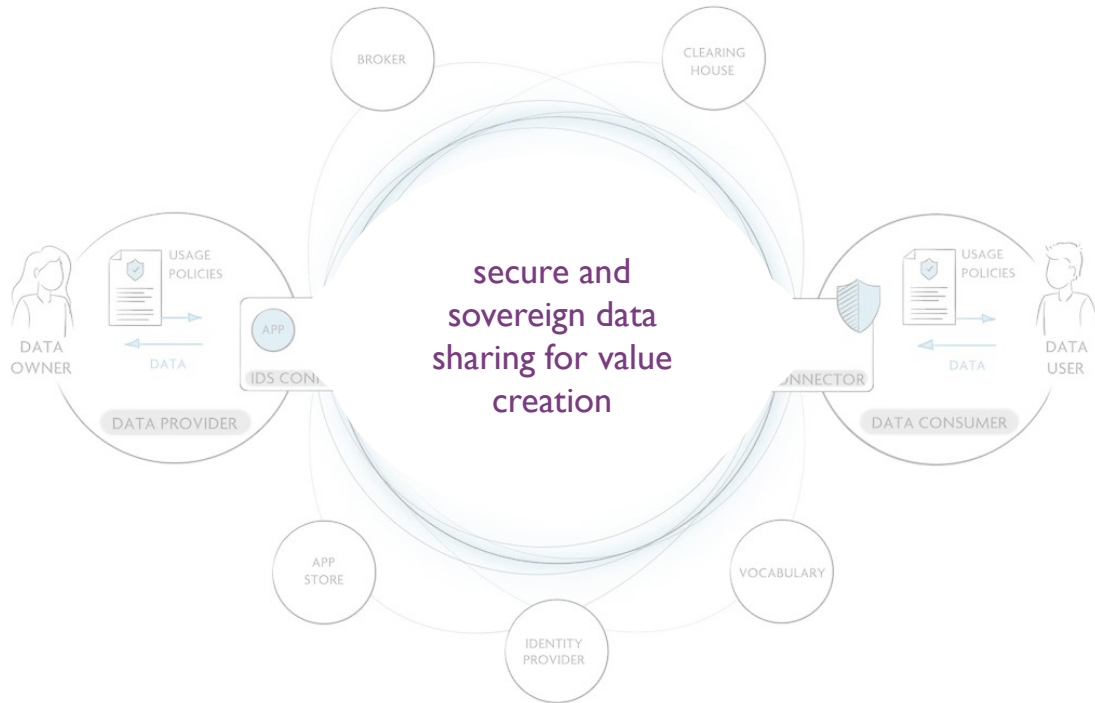
?

Some essential concepts

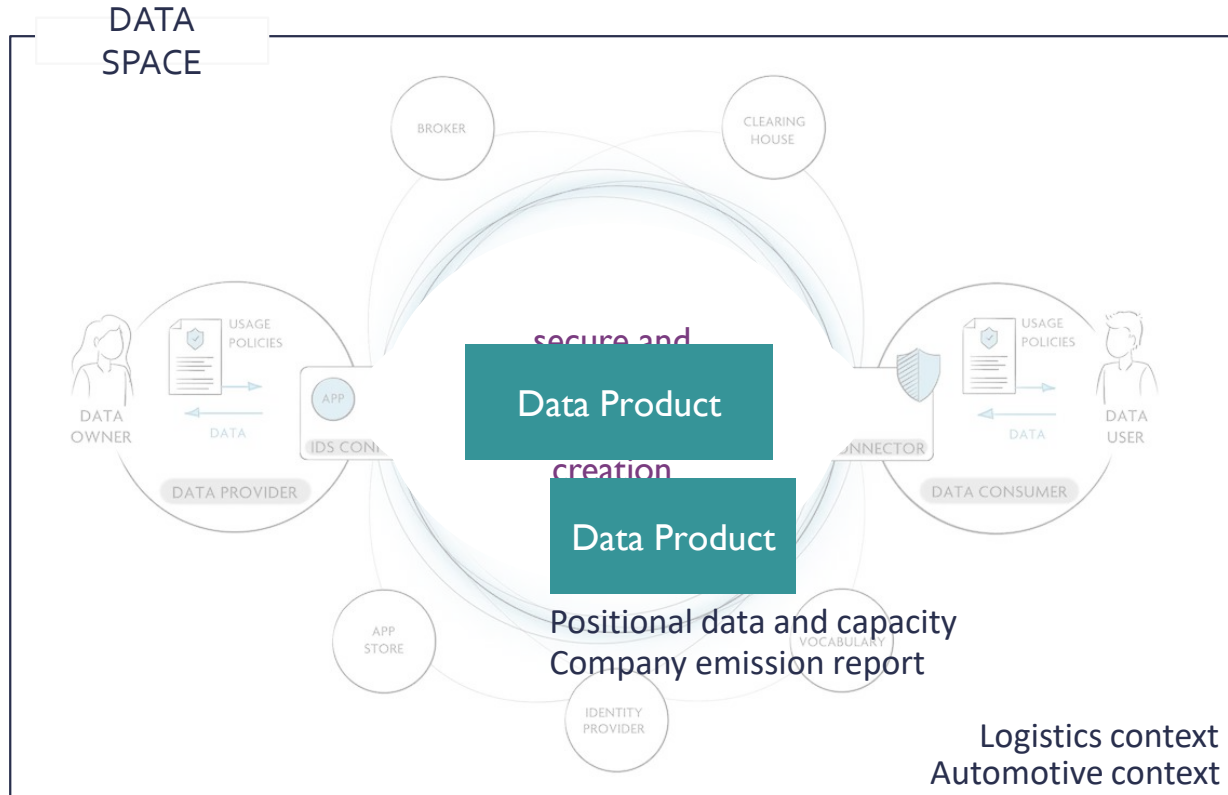
# What is a business model?



# Value proposition of a data space



# Actual value is created in use cases



USE CASE 1

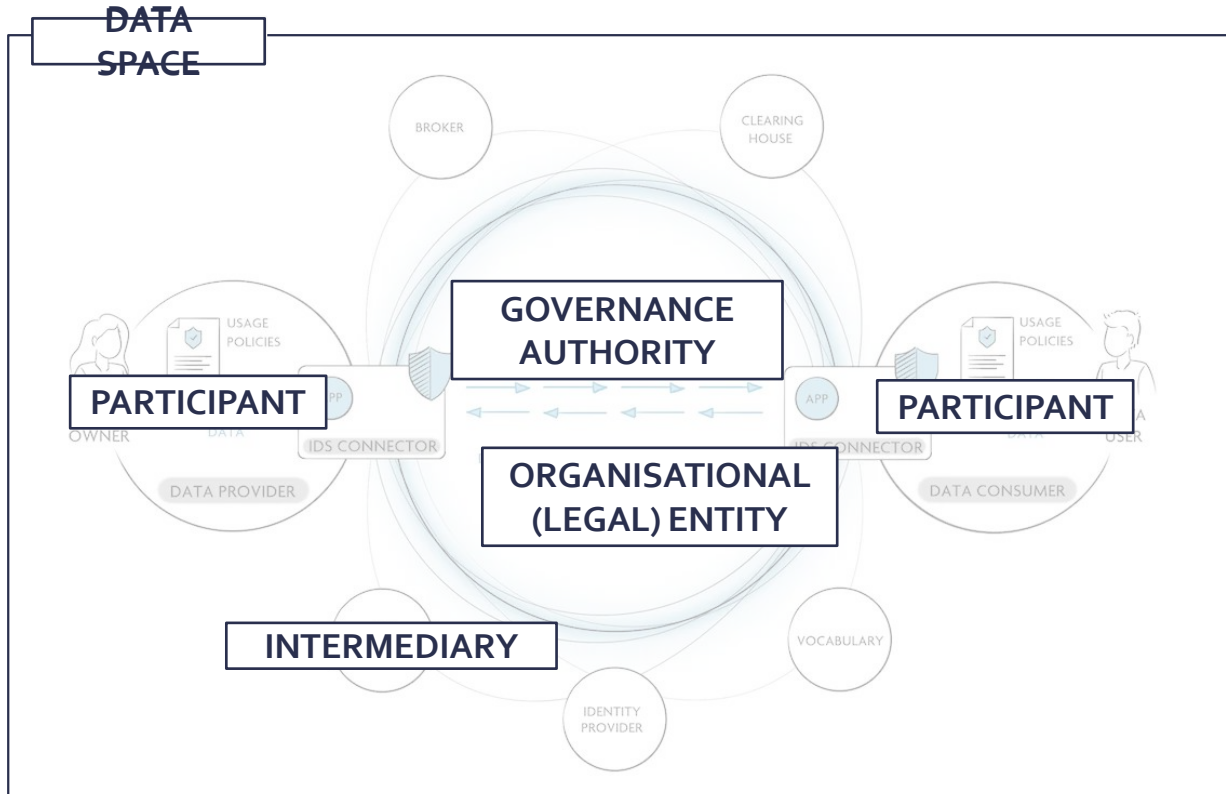
USE CASE 2

**Final Product**

Synchromodal route planner  
E2e supply chain emissions

USE CASE 3

# What is the appropriate level of analysis?



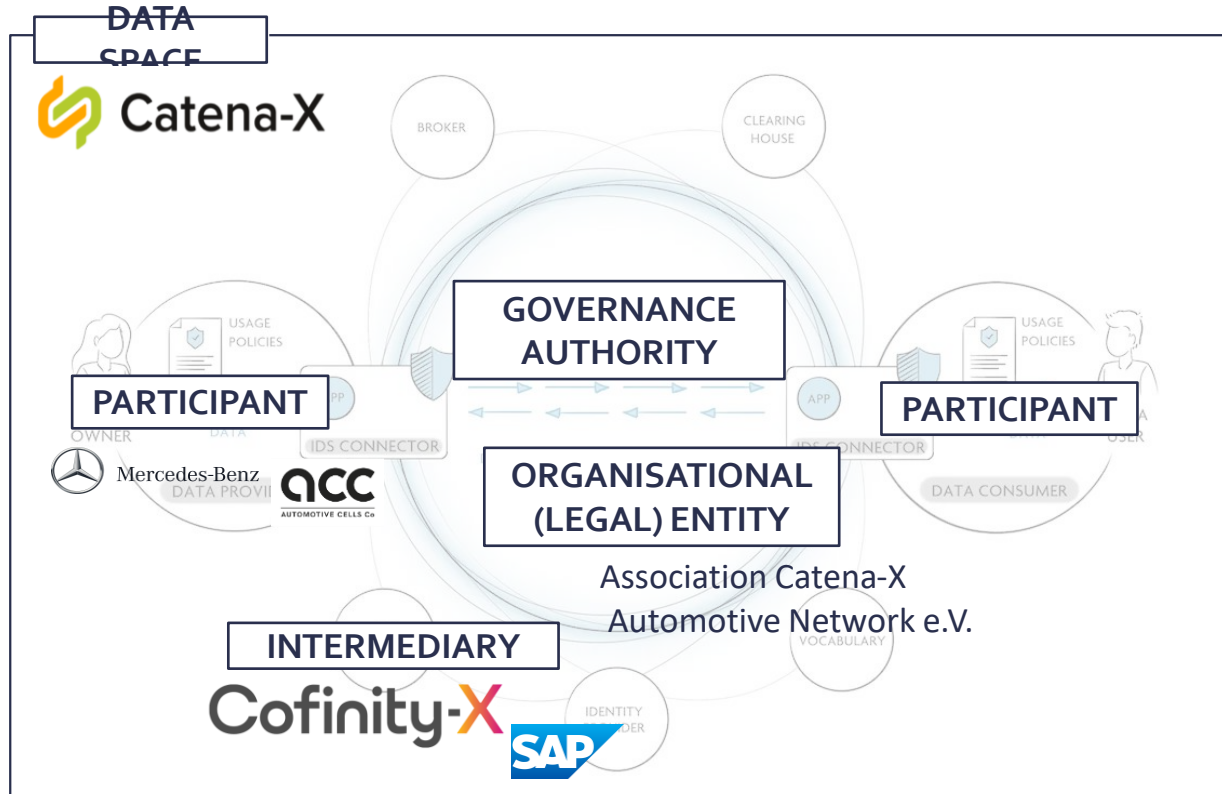
USE CASE 1

USE CASE 2

USE CASE 3



# What is the appropriate level of analysis?



**USE CASE 1**

Predictive maintenance

**USE CASE 2**

Quality Management

**USE CASE 3**

Logistics Optimization

# Combination of multiple business models



**Data space business model is collaborative**





**JUST**  **CONNECT**  
boer & data



# WHY?

High mix, low volume, high tech machine manufacturing



# Partners of SCSN

## Sector organizations



## 12 Service Providers



## Knowledge Institutes

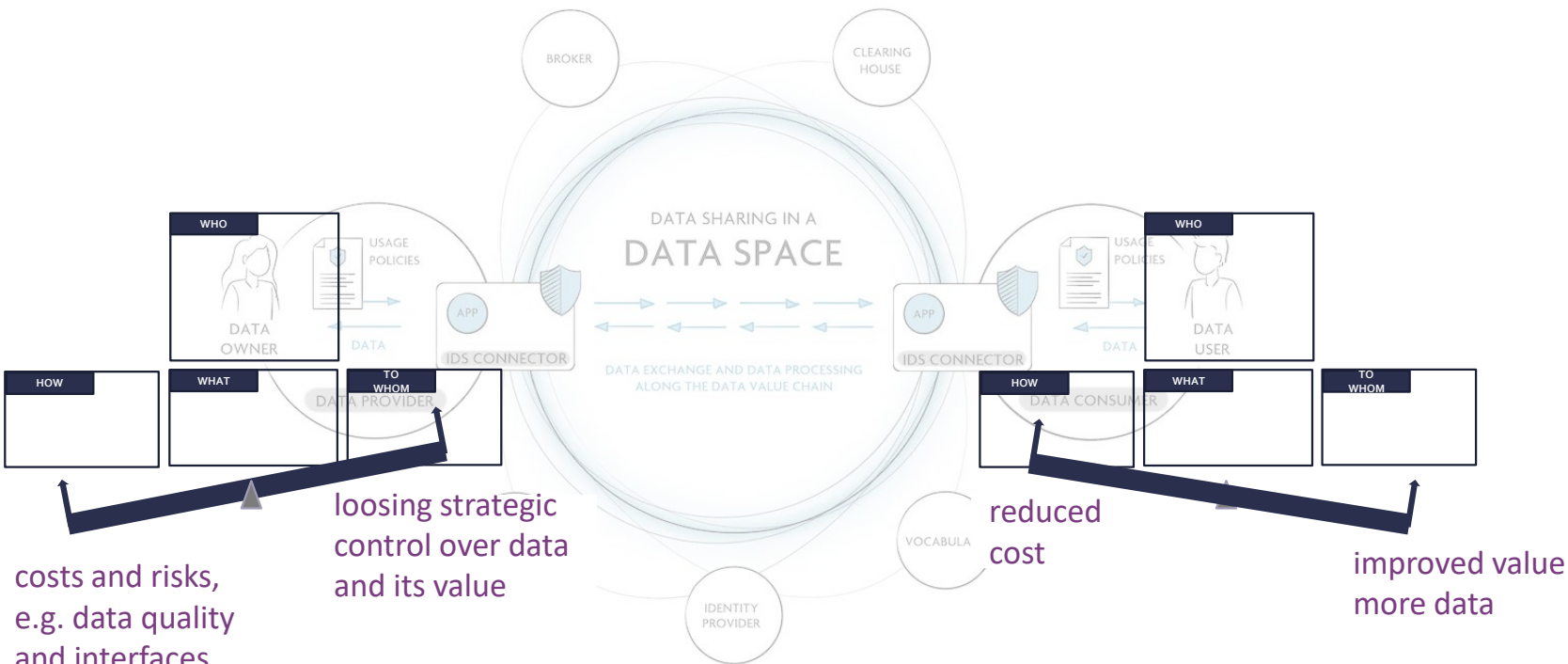


## 400+ manufacturing companies

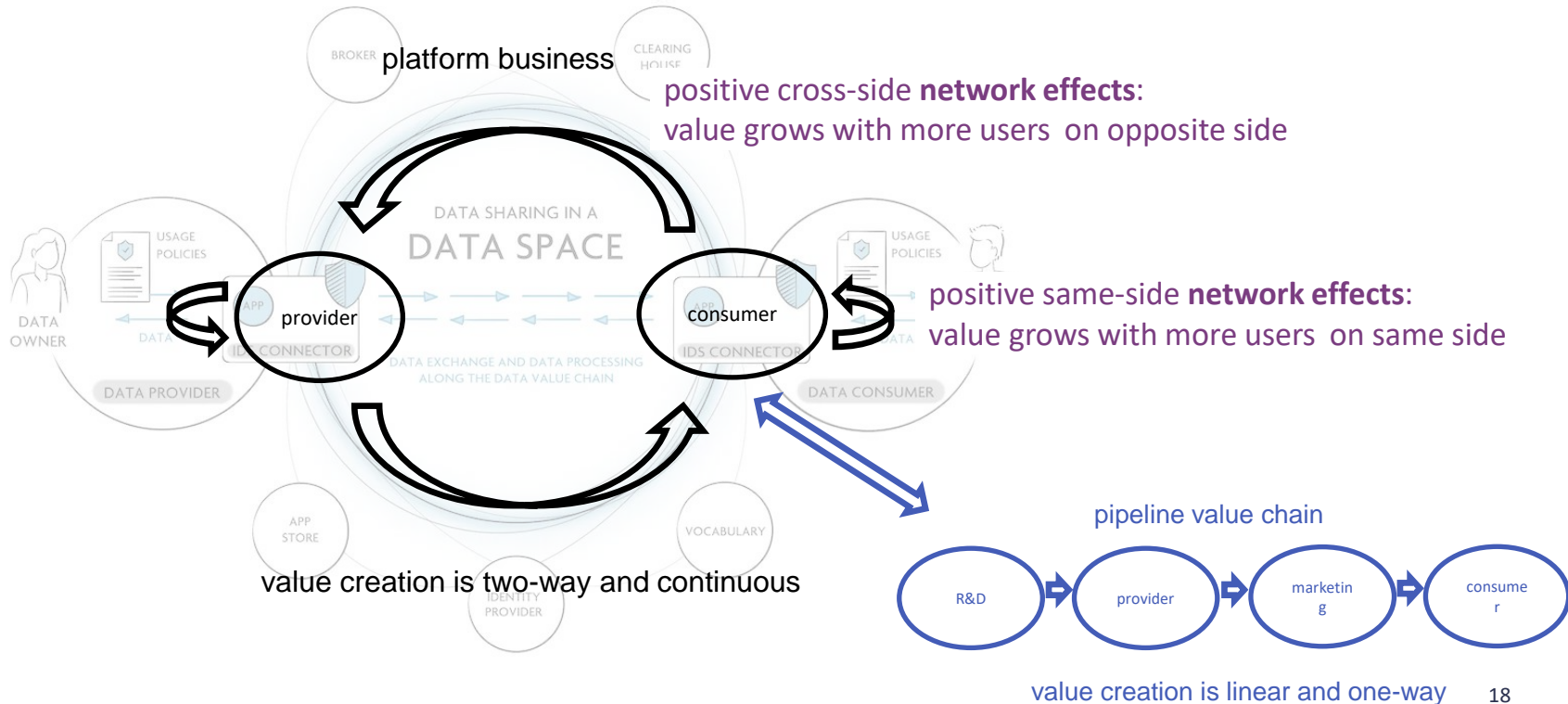




# Data provider and data consumer: imbalance

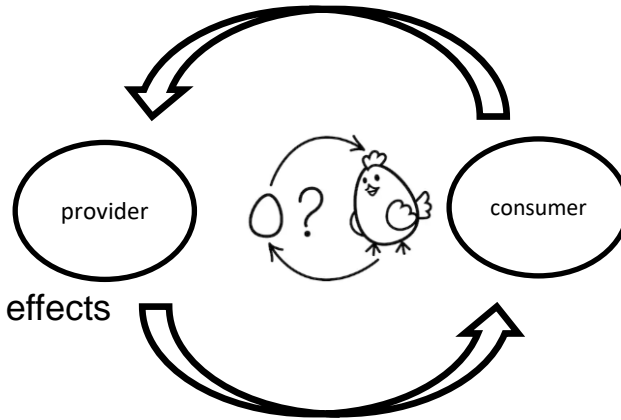


# Multi-sided business model



# How to bootstrap platform business?

big bang adoption



seeding strategy

build on positive same-side effects

marquee users

let money side subsidize other side

attract participants who can act on both sides

leverage existing platform (envelop or convergence)

**Data space business model is multi-sided**



## Farmers

Advies

Control

Consent

Less administration



## Data providers

EU data law and Code of Conduct

IT support

Data as product

ConnectShop

API management



## Data consumers

Up-to-date data

Innovatie

Products and services

IT support

# Business cases

## Manufacturing companies:

- Lower administrative burden
- Faster time to market
- Focus on exceptions

## Service Providers:

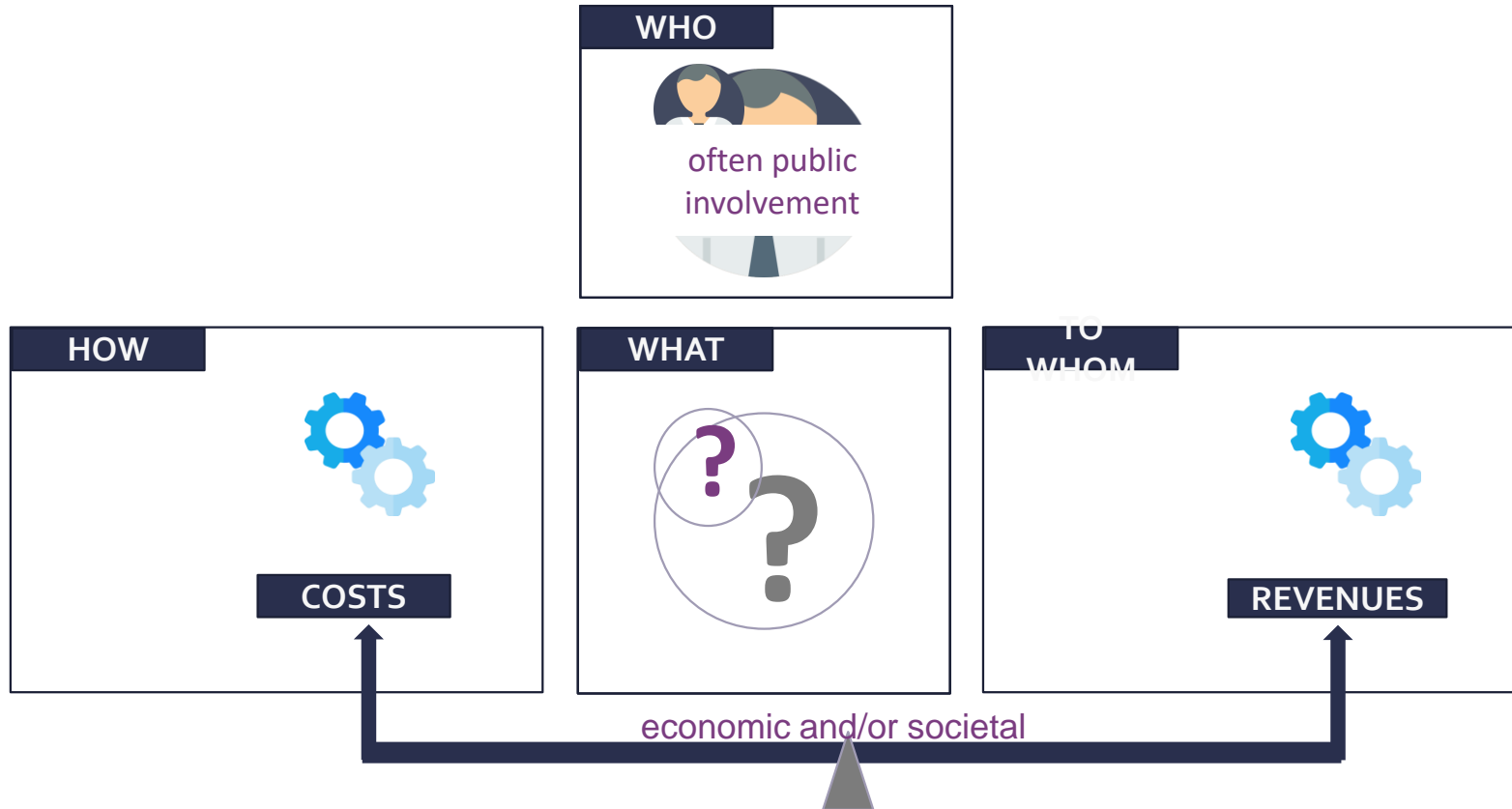
- Scalable service offering, also available for large group of SMEs
- Easier to maintain

## Foundation SCSN

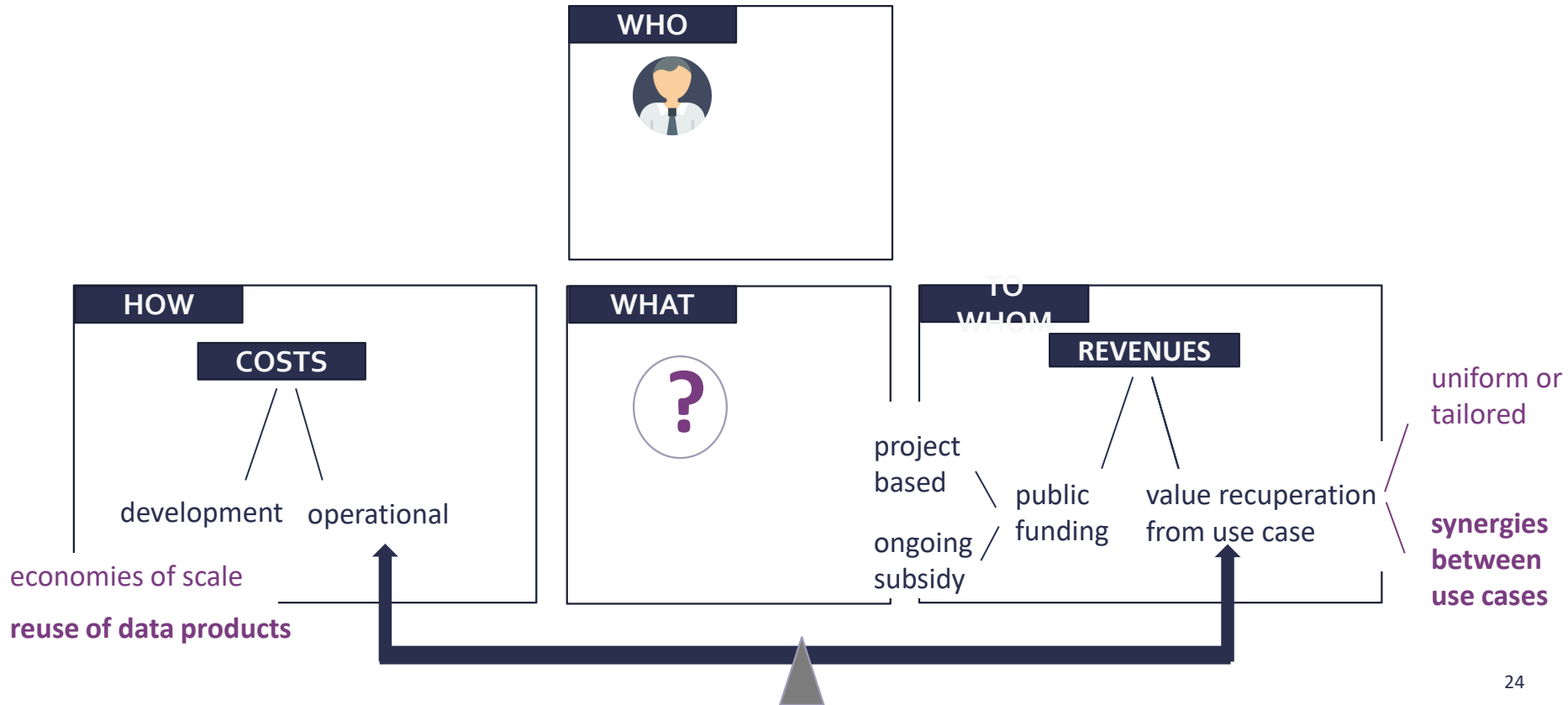
- Not-for-profit
- Community management
- Standard development



# Business model for organizational entity



# Balance between costs and revenues





# Balance between costs and revenues

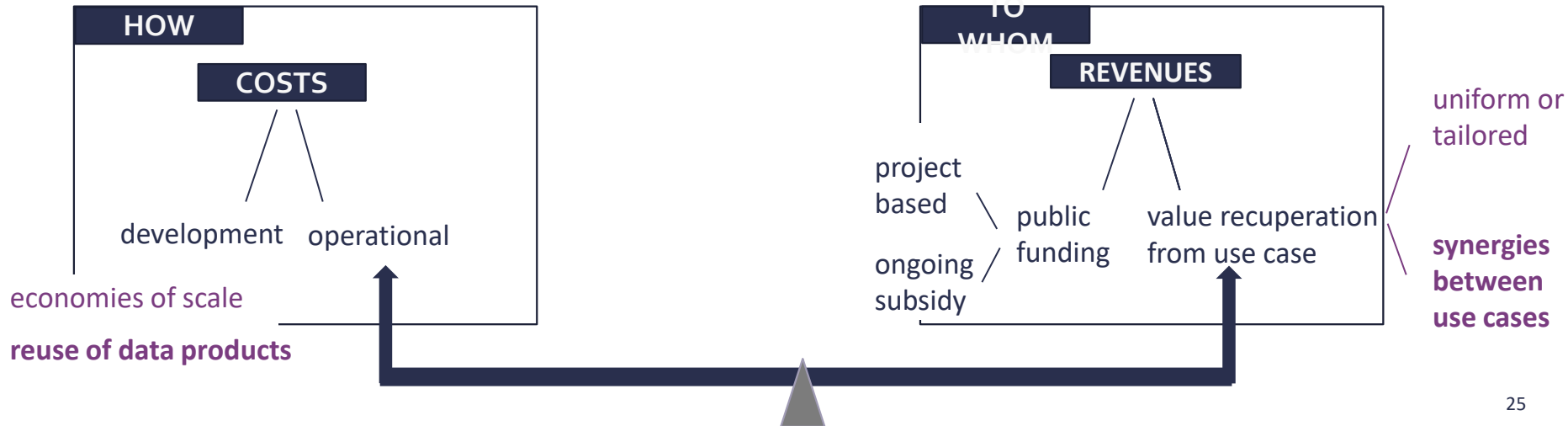
Short term



strategic decisions

Long term

multiple added value from multiple use cases



**Data space business model is evolving**

# “DjustConnect makes data sharing safe and efficient, with respect for farmer”

**DJUST CONNECT** API Data Viewer

KBO/BTW Context Aanpassen Nederlands UITLOGGEN

Demo Data Afnemer AFMELDEN

Databronnen raadplegen  
Gebruikers  
Extra

Demo Data Afnemer  
API: Duurzaamheidsmonitor melkvee - Individuele data melkveehouders  
Url: <https://www.djustconnect.be/nl/api-duurzaamheidsmonitor-melkvee-individuele-data-melkveehouders>  
Voorbeeld tonen Downloaden csv Downloaden json

**OPENSTAANDE DATA-AANVRAGEN**

MilkBE DigiMilk  
Opvragen van data van melkveehouders in het kader van de duurzaamheidsmonitor

2 openstaande aanvragen

6 Goedgekeurd 0 Geweigerd

uw data

KBO nummer	Vestigings-eenheidsnummer	Productie-eenheidsnummer	Exploitatie nummer
Landbouwer nummer	Beslag nummer	Productie-eenheidsnummer	KBO nummer
Exploitatie nummer	Landbouwer nummer	KBO nummer	Beslag nummer
Leveraars nummer	KBO nummer	Productie-eenheidsnummer	Beslag nummer

Vlaanderen  
Ondersteund door Europese Unie  
GenerationEU  
ILVO



## Farmers

Free



## Data providers

Fixed annual fee



## Data consumers

Annual fee depending on asked consents

# How does it work?



## Service Providers:

- Digital platforms, interconnected using IDS
- Independent 'address book' for routing communication
- Several providers. Choose the most suitable for your business



## Manufacturing companies:

- One-time integration with own ERP system
- Registration in the SCSN address book



## ERP systems:

- A manufacturing company can choose their preferred ERP system.



A woman with red hair and glasses is looking down at a dark blue rounded rectangle containing a large white question mark. The background is white and filled with various Euro banknotes (100, 50, 20, 10, 5) floating in the air and pinned to a wooden clothesline with wooden clothespins. The woman is wearing a white shirt.

**Data space business model**

?

# Data space business model does not exist

Level of analysis is crucial



collaborative  
multi-sided  
evolving



uses cases  
working initiatives

# Thank you!

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