

Open Data Re-use by Geomangement



January 2017

“Open Data is social data that everybody can re-use and analyse as one wants”

The Company

“Geomanagement is a company from Greece which was founded in 2013. They are active in the Agriculture, forestry and fishing sector and provide geospatial services”

www.levadia.gr

Key Facts



Type & Ownership

- For-profit organisation
- The CEO

Employees

- 0 – 5 FTE internal

Open Data



Importance

- 0 – 5% turnover linked to Open Data
- 0 – 5 FTE working on Open Data

Data

- From which domain?
 - From the statistic and geospatial domain
- From which countries?
 - From Greece
- From which sources?
 - From the European and National Data Portal and from www.ellak.gr

The Business Model: Geomanagement is an aggregator

Clients

- B2B and B2G

Sources of revenue

- Selling services

Distribution mechanism

- From the office

“We offer solutions for problems based on geospatial analyses using (Open) Data, for example on areas affected by forest fires or floods”



The challenges with Open Data

Finding Open Data

- Is difficult in Greece

Working with Open Data

- Requires good knowledge of working with metadata

Commercialising Open Data

- Geomanagement commercialises Open Data by using it to create answers as a service

Jobs and Open Data

Profile

- Needs to have both hard and soft skills

Skills

- Statistical skills and good communication skills

Training

- No employees at the moment but the owner is following eLearnings

Language

- Greek



Open Data for Geomangement



Most important benefit

“Open Data enables the construction of new and innovative services”



Most important barrier

“The legal framework, limited accessibility and poor quality of the (meta)data”



Wishlist

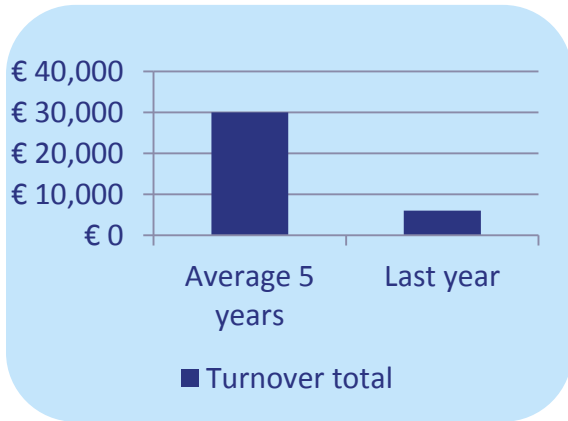
“Local agricultural or meteorological data”



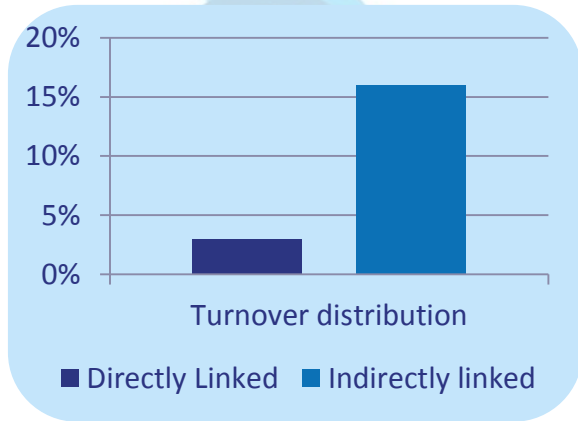
Success factor

“When it can be used to provide solutions for the client”

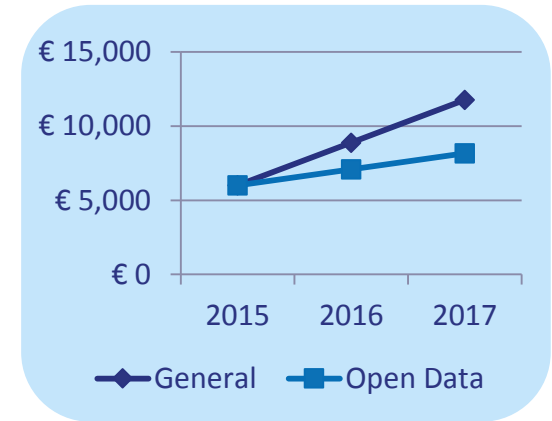
Turnover total



Turnover linked to Open Data



Forecasted growth



Geomangement wants to use Open data to create innovative solutions for the agricultural sector!