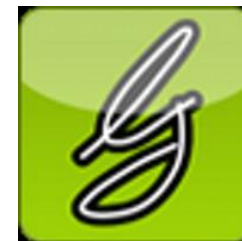


# Open Data Re-use by Glimworm



EUROPEAN  
DATA PORTAL

January 2017

*“Open Data can be anything that can be expressed and integrated into code”*

## The Company

*Glimworm* is a company from the Netherlands founded in 2000. They are active in the Information and communication sector and deliver various IoT and Open Data solutions as a service

[www.Glimworm.com](http://www.Glimworm.com)

## Key Facts



### Type & Ownership

- For-profit organisation
- Shareholders

### Employees

- 6 – 10 FTE internal
- 0 – 5 FTE external

## Open Data



### Importance

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

### Data

- From which domain?
  - Geospatial, transport and infrastructure
- From which countries?
  - The Netherlands
- From which countries?
  - Regional or local Open Data portal
  - Directly from the public organisation

## The Business Model: Glimworm is active as all archetypes

### Clients

- B2B and B2G

### Sources of revenue

- ICT Design and consultancy

### Distribution mechanism

- Applications, website Open APIs

“Glimworm helps clients by solving their problems using solutions which often use Open Data, ranging from disclosing information, building applications or sharing information obtained from their IoT products”



## The challenges with Open Data

### Finding Open Data

- Is easy for Glimworm

### Working with Open Data

- Is usable but equires enough insight in the data and skills to customise it to the needs

### Commercialising Open Data

- Glimworm is commercialising Open Data by using it to enhance products and services, development of web or mobile applications and to provide answers as a service

## Jobs and Open Data

### Profile

- Needs both broad knowledge and a technical background

### Skills

- Are needed to extract and customise the data

### Training

- Is a continuous aspect at Glimworm to discover new opportunities

### Language

- English

## Open Data for Glimworm



### Most important benefit

*"The main benefit for Glimworm to use Open Data is that it is a free resource for them to use in their products, allowing them to develop activities or applications otherwise not possible"*



### Most important barrier

*"The important barriers for Glimworm are found in the frequent need for customisation of the data, the low level of interoperability and lack of speed created by the data providers"*



### Wishlist

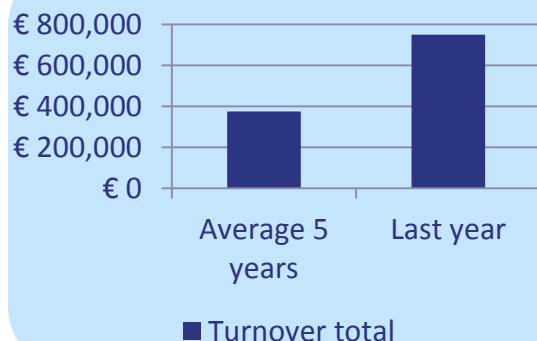
*"Glimworm would like to see more Open Data being released in fields which are still relatively closed. For example on the police, hospitals, medical sector or insurance data"*



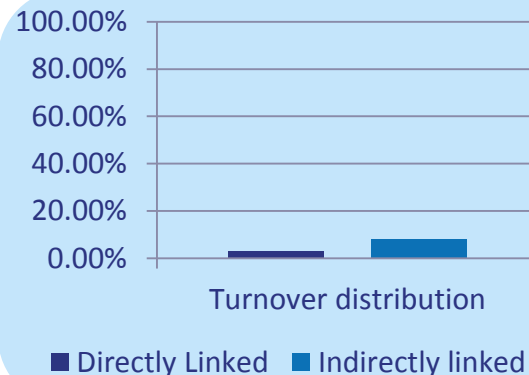
### Success factor

*"A success factor is to create or achieve something which has never been achieved or created before. This could then be marketed for the economic, societal or other value it creates"*

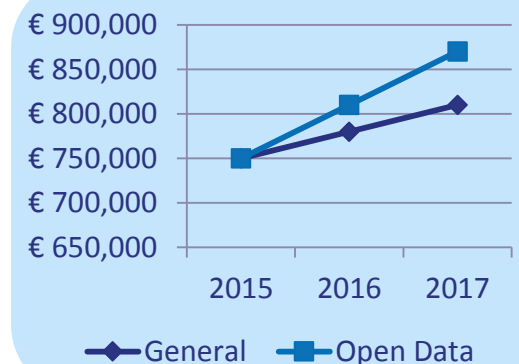
### Turnover total



### Turnover linked to Open Data



### Forecasted growth



Glimworm is helping the city of Amsterdam explore and exploit IoT innovations with the IoT Living Lab!