Open Data Re-use by
Netage

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Netage
Dutch company using Open Data to assist fire departments

"The variety of data which is available is clearly underlined when working with Open Data"

The Company

Netage was founded in 1995 and is based in the Netherlands. Netage is a consultancy firm that helps fire departments harness Open Data in their operational processes; either in the preparation phase or in the emergency response phase.

http://netage.nl/

Key Facts

Type & Ownership
- For-profit organisation
- One business owner

Employees
- 0 – 2 FTE internal

The Business Model: Netage is a developer

Clients
- B2B and B2G

Sources of revenue
- Software as a Service offering

Distribution mechanism
- Software as a Service

"Sell a service to fire departments both in the preparation and operational parts and do a lot of consultancy for fire departments to get the most value out of Open Data"

Open Data

Importance
- 41 – 50% turnover linked to Open Data
- 0 – 5 FTE working on Open Data

Data
- From which domain?
  - ➤ Statistics, geospatial
- From which countries?
  - ➤ Belgium, Netherlands, Switzerland
- From which sources?
  - ➤ Chamber of Commerce
  - ➤ Dutch Statistics (CBS)

The challenges with Open Data

Finding Open Data
- Finding Open Data is not difficult, most Open Data is just not that useful

Working with Open Data
- Being a data wrangler is essential

Commercialising Open Data
- Netage commercialises Open Data by developing products that use Open Data to generate risk assessments in neighbourhoods

Jobs and Open Data

Profile
- Be able to relate datasets to each other to then transform them into usable datasets.

Skills
- Being a data wrangler

Training
- In-house training and transfer and share knowledge within consortiums.

Language
- Dutch, English

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Open Data for Netage

Most important benefit
"Skipping bureaucracy by just going to a portal"

Most important barrier
"Many organisations use their own variation of a certain type of data set which makes it difficult to find out if data is related or not"
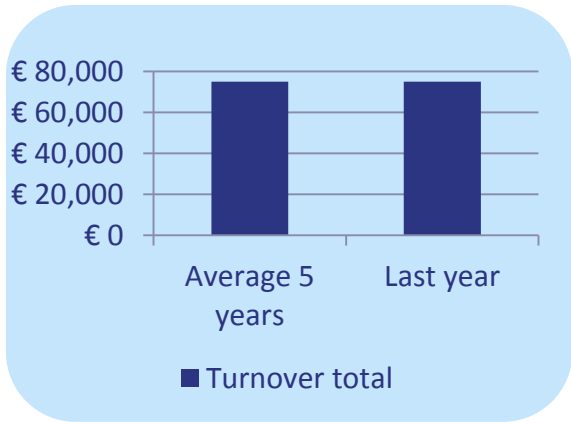
Wishlist
"Detailed data from the Dutch Chamber of Commerce providing information about what kind of company is located at which address"
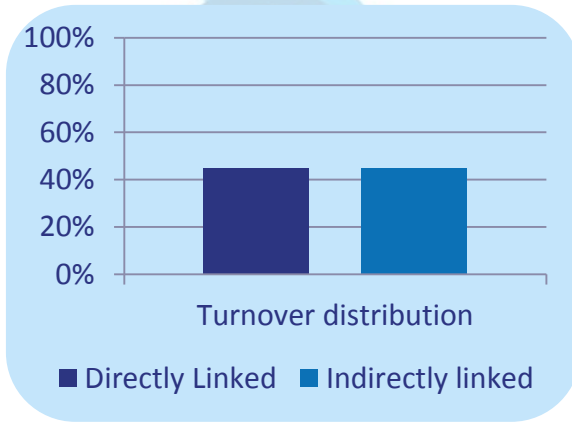
Success factor
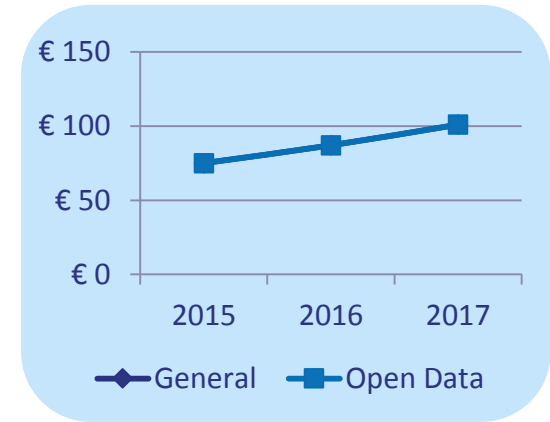*"Consistency. Often datasets have great potential, but there is no policy behind it"*

Turnover total

Turnover values (€):
- Average 5 years: ~€ 75,000
- Last year: ~€ 75,000

Legend: ■ Turnover total

Turnover linked to Open Data

Turnover distribution:
- Directly Linked: ~45%
- Indirectly linked: ~45%

Legend: ■ Directly Linked ■ Indirectly linked

Forecasted growth

Open Data (€):
- 2015: ~€ 75
- 2016: ~€ 87
- 2017: ~€ 100

Legend: ◆ General ■ Open Data

For Netage the ideology of consistency and political willingness is key