

# Open Data Re-use by Unigraph

January 2017



EUROPEAN  
DATA PORTAL

*“Open Data is non-personal and licensed data which is available for re-use”*

## The Company

Unigraph is a company from the United Kingdom which was founded in 2014. They are active in the Information & Communication sector and provide both services and products around access to Open Data.

*unigraph.io*

## Key Facts



### Type & Ownership

- For-profit organisation
- Two business owners

### Employees

- 0 – 5 FTE internal
- 0 – 5 FTE external

## Open Data



### Importance

- 71 – 80% turnover linked to Open Data
- 0 – 5 FTE working on Open Data

### Data

- From which domain?
  - Statistics, geospatial and companies domain
- From which countries?
  - All over Europe
- From which sources?
  - Various Open Data portals
  - Directly from the providers

## The Business Model: Unigraph is a Supplier

### Clients

- B2B and B2C

### Sources of revenue

- Selling services

### Distribution mechanism

- By API

“We provide convenient access to unified and interconnected information coming from multiple Open Data sources. Clients pay for the convenience of having cleaned, organised and reconciled data available in real-time”



## The challenges with Open Data

### Finding Open Data

- It is difficult for Unigraph to find the Open Data they need

### Working with Open Data

- Difficult as a lot of Open Data is of bad quality or not clean

### Commercialising Open Data

- Unigraph commercialises Open Data by using it to enhance products and services, to optimise processes and to provide information and answers as a service

## Jobs and Open Data

### Profile

- Unigraph is looking for Developers

### Skills

- Statistical, technical and analytical skills

### Training

- The skills needed are so dynamic, they are learned best by trial and error.

### Language

- Bulgarian, English and Slovakian

## Open Data for Unigraph



### Most important benefit

*"The width of what you can do with it"*



### Most important barrier

*"The unpredictability. In availability, the quality of the data or metadata and the inconsistency over time"*



### Wishlist

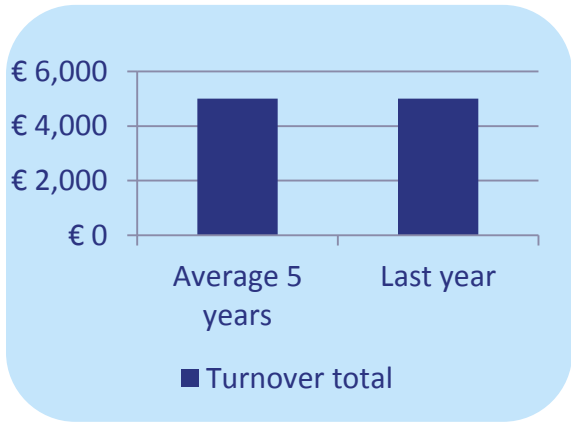
*"More detailed information about companies from all over the world"*



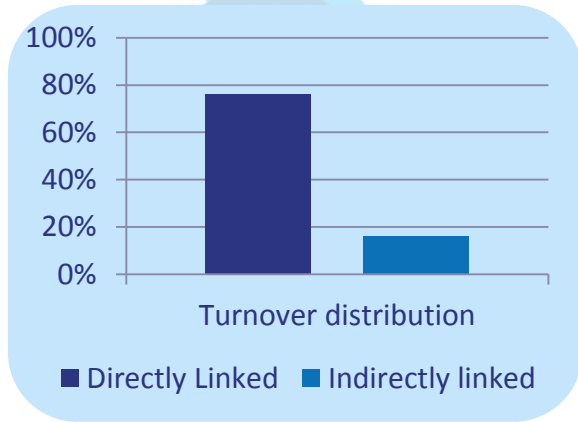
### Success factor

*"When you can use it to cut costs and create a more focused organisation"*

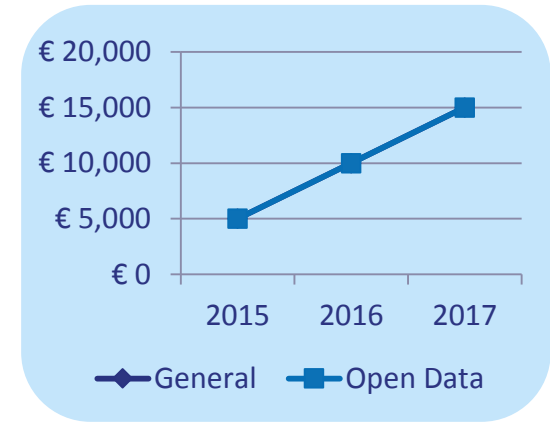
### Turnover total



### Turnover linked to Open Data



### Forecasted growth



Unigraph not only collects the Open Data, it makes it usable by structuring it as well!