

# Technical Producers Meeting

## The New Eurostat Contract

Angela Baker – Sales, Marketing and Channel Manager

April 2015



# Summary

- Introduction to the new contract
- Background
- Business deliverables
- Impact for next 4 years



# Eurostat Requirements

- Four year agreement
- Starting ??? 2015
- Mandatory:
  - EBM 1:100,000
  - ERM 1:250,000
  - **Increased Coverage**
- Optional
  - EGM 1:1,000,000
  - Points of Interest 1:250,000
  - Energy Layer 1:250,000
  - Advanced railways 1:100,000
  - AND smaller scales of EGM



# In addition

- regular and ad-hoc updates of the geographic databases subject to the contract,
- technical support for the usage of the geographic databases and
- correction of errors



# Offer

- Eurostat have removed POI from their requirements now
- And we expect they will not pay additional for EGM
- EBM is their most utilised product
- Energy and Advanced Railways do not need to be included now but we must have a plan of how to deliver these (ELF?)



# Added value for this customer

- Technical support
- Contract Management
- Executive Agencies included
- INSPIRE compliant
- ELF Migration
- Academic and research licensing



# Coverage

- We must improve the coverage not just for Eurostat
- Ignore North Africa for the moment
- We need to engage and support producers more...please tell us what you need



# Relationship

- I need to build the relationship with Eurostat, especially the users
- We need to understand what is being used and by whom
- Consider additional support to them, e.g. lunchtime seminars, online training sessions etc
- Communication is key with the customer



# Questions

- Have you any questions at the moment?
- The team will take you through in more detail
- Thank you

