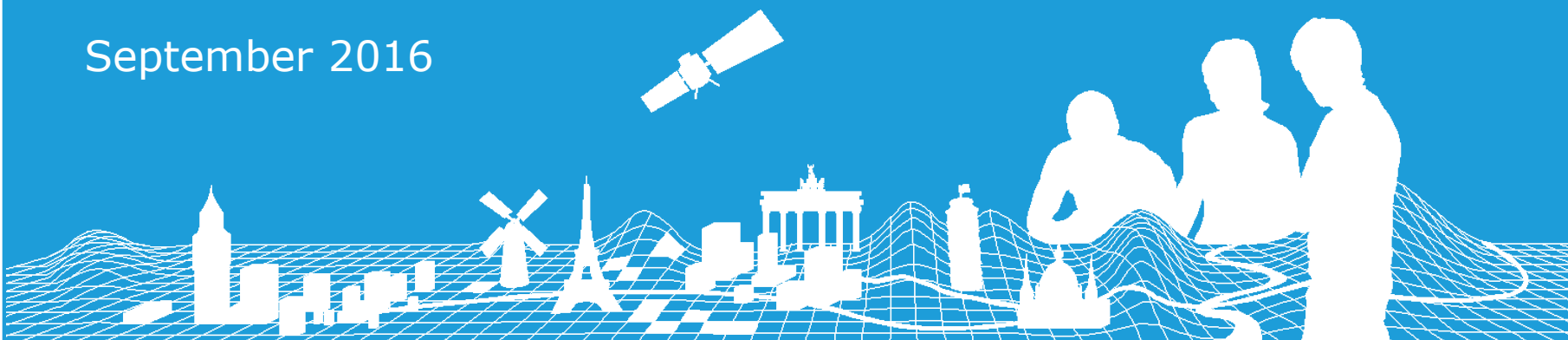


Data Producers Technical Meeting

The Business of pan-European products

Angela Baker – Sales, Marketing and Channel Manager

September 2016



Overview

- Update from EuroGeographics
- Customers in 2015
- Sales figures for 2015
- EGM Opendata
- 2016 / 2017
- Questions

Thank you

- Thank you for your data






EuroGeographics Membership

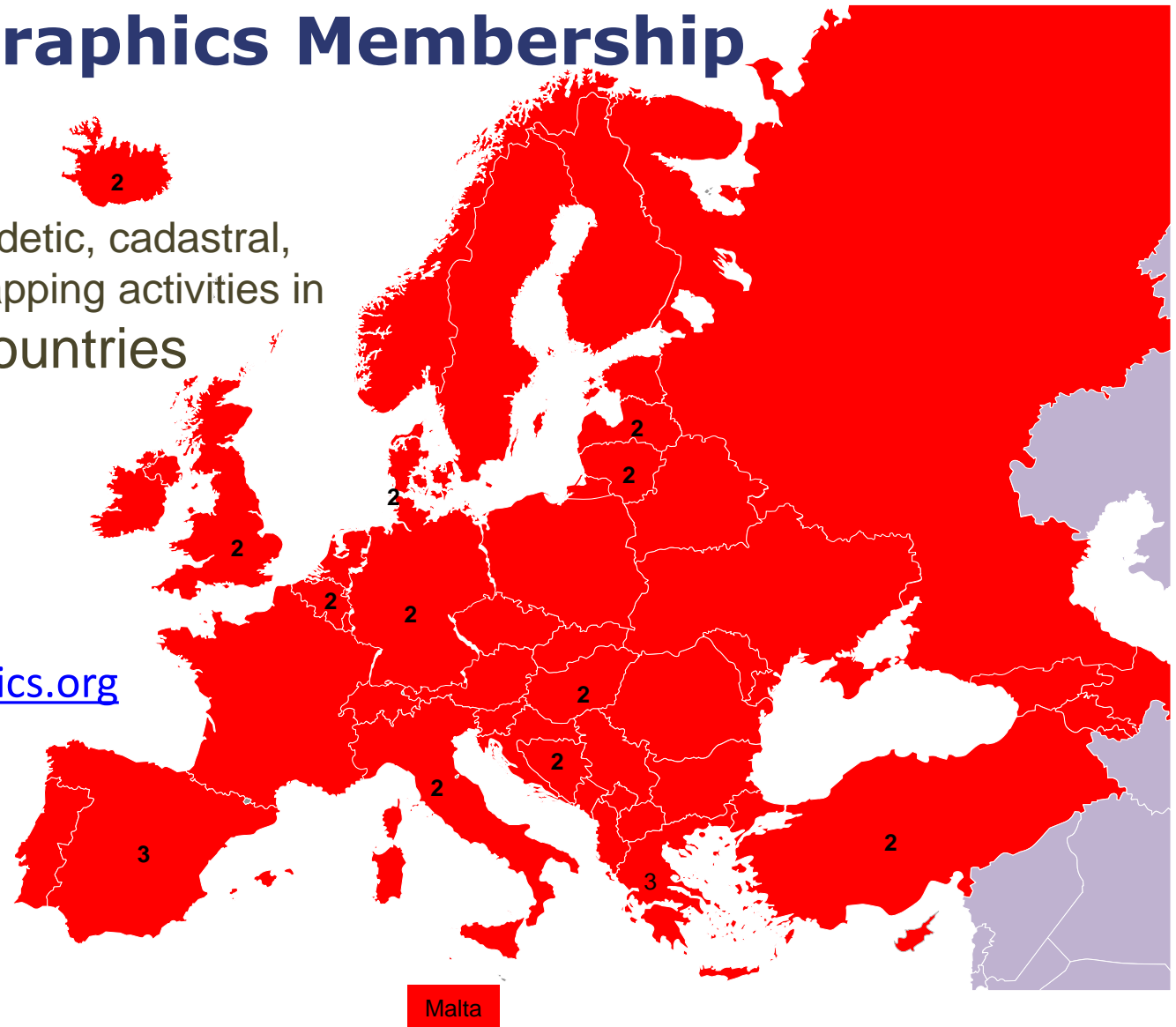
61 members

Responsible for geodetic, cadastral,
land registry and mapping activities in
46 European countries

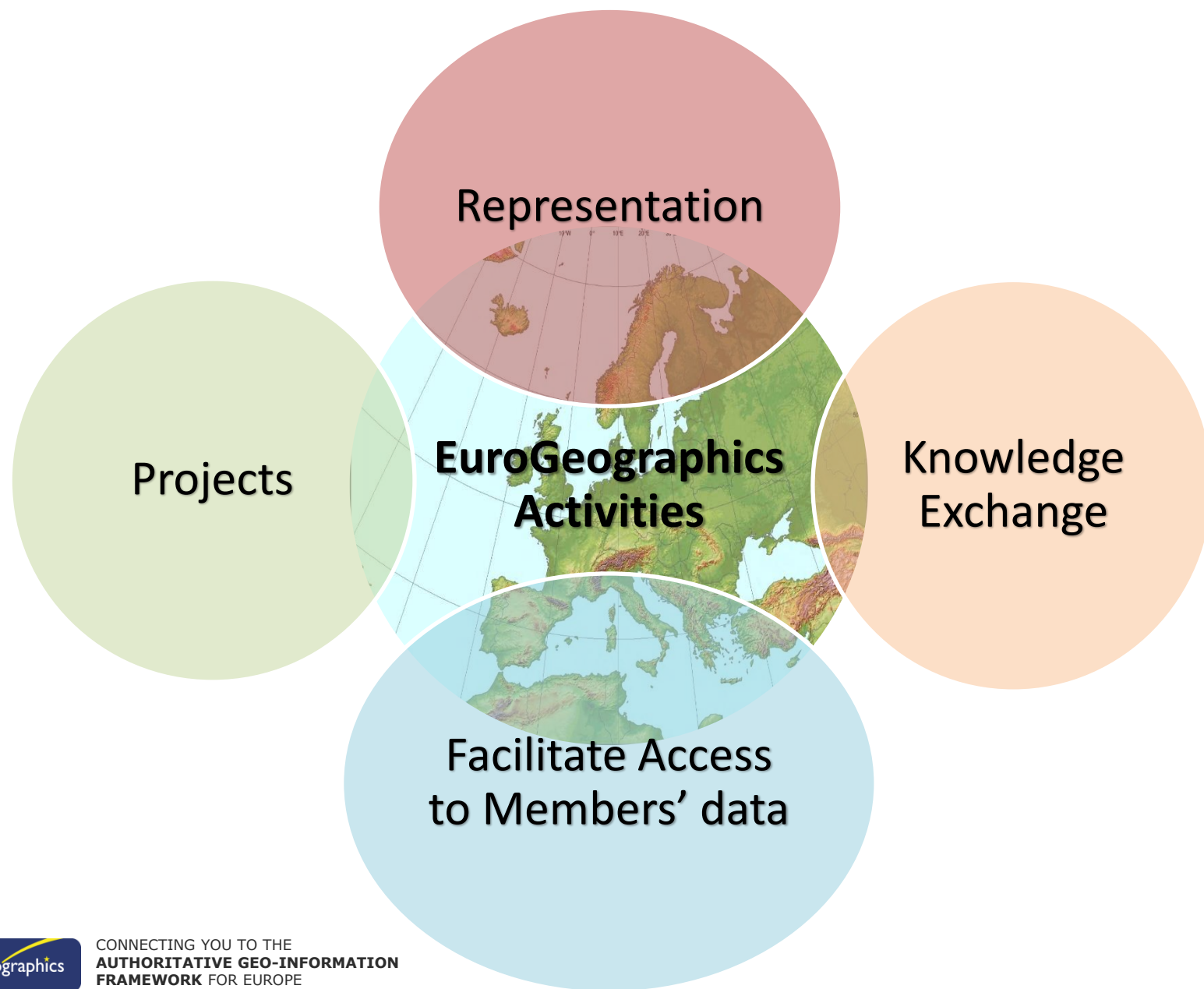
Rue du Nord 76
Noordstraat 76
1000 Brussels
Belgium

www.eurogeographics.org

-  Full
-  Non member
-  Out of scope



Malta



Providing the voice of our members

Representation

Current Policy Topics

European Affairs and
Representation Strategy
(EARS)

Policy Briefing Documents

UN-GGIM

***Weekly Representation
News Update***



Communications

Articles in professional
journals

Members' eNewsletter

Presentations

Press Releases

Subscribe to our RSS feed

Website Helpdesk

YouTube Video Channel

Communication



EuroGeographics

@EuroGeographics

Association of Europe's national mapping, cadastre and land registry authorities

Brussels, Belgium

eurogeographics.org

Joined November 2009

TWEETS 1,335 FOLLOWING 414 FOLLOWERS 1,142 LIKES 61 LISTS 2

Edit profile

Tweets Tweets & replies Media



EuroGeographics @EuroGeographics · Apr 28

UN-GGIM: Europe @UNGGIMEurope

Building infrastructure for European geospatial statistics: @MarieHaldorson & Ekkehard Petri #Eurostat at #cesUNECE unece.org/fileadmin/DAM/...



Your Tweet activity

Your Tweets earned 3,087 impressions over the last week



View your top Tweets

EuroGeographics

CONNECTING YOU TO THE
**AUTHORITATIVE GEO-INFORMATION
FRAMEWORK FOR EUROPE**

- National Mapping, Cadastral & Land Registry Agencies
- and
- **National Statistical Institutes**
- European Member States
- European Institutions and
- associated bodies work together



UN-GGIM: EUROPE

UNITED NATIONS INITIATIVE ON
GLOBAL GEOSPATIAL
INFORMATION MANAGEMENT

- **EuroGeographics provides
the Secretariat for
UN-GGIM:Europe.**



Sharing Knowledge & Exchanging Best Practice

- Develop and grow member organisations' staff
- Equipping members to meet technology innovations, and recognise and maximise opportunities
- Balancing the geospatial capacity of European NMCAs
- Adding value through collaboration



Knowledge Exchange Networks

The Association currently has eight KENs:

- BIKEN: Business interoperability
- C & LR KEN: Cadastre and land registry
- Copernicus KEN: Emergency mapping
- INSPIRE KEN: INSPIRE
- PoIKEN: Policy
- PosKEN: Positioning/geodesy
- QKEN: Quality
- SBE KEN: Dealing with edgematching and State Boundaries

Achievements



- Technical infrastructure for future services
 - Enabling users to incorporate data into application environment.
- Test Services
 - Offers pilot products & services to defined international standards.
- Tools
 - For data harmonisation & edge-matching.
 - For identifying areas of interest & products.
- Practical example of INSPIRE implementation
 - Supporting the delivery of national web feature services.
 - Providing valuable feedback on data specifications.
- More about ELF tomorrow

EuroGeographics Customers



Customer Feedback

- Customer needs
 - Authoritative data for decision making not analysis
 - Accurate data
 - Increased coverage
- So we continue to need your data

EuroGeographics Customers

Distributor	Product	Customer 2015	Coverage 2015
EGHO	EBM	Eurostat	Europe
EGHO	EBM	European Central Bank	Europe
EGHO	EBM	PBL Netherlands	Europe
EGHO	EBM	Syngenta	Europe
EGHO	EBM	TNS Global	Europe
DDS	EBM	Centre of Regional Development of the Czech Republic	Poland, Austria, Slovakia, Germany
Experian	EBM	VAR	Europe
Apple	EBM	Apple	Europe
GeoVille	EBM	CEPS Luxembourg	Europe
GeoVille	EBM	BeschA Germany	Europe
EGHO	ERM	Eurostat	Europe
EGHO	ERM	PBL Netherlands	Europe
EGHO	ERM	Spatial Dept Flanders	Europe
EGHO	ERM	Bavarian Agency for Digitisation, High-Speed Internet and Surveying	Europe
EGHO	ERM	Skydemon	Europe
EGHO	ERM	Dutch Military	Europe
EGHO	ERM	Polish Military	Europe
Geodan	ERM	European Railway Agency	Europe
GeoVille	ERM	MDDI	Europe
GeoVille	ERM	BeschA Germany	Europe
EGHO	EuroDEM	Landesamt für Natur, Umwelt und Verbraucherschutz NRW	Areas of Germany, The Netherlands and Belgium
EGHO	EuroDEM	RMS	Central Europe
JBA	EuroDEM	Allianz	Poland, Slovakia & Slovenia
JBA	EuroDEM	RSA	Poland, Slovakia & Slovenia
JBA	EuroDEM	Confidential	Poland, Slovakia & Slovenia
Eastview	EuroDEM	KatRisk LLC	Europe
Cartographic	EuroDEM		Europe
EGHO	EuroDEM	JBA	Europe

Sales Figures - 2015

Product	Total income 2015 including accruals & distributor sales for 2015
EBM	€ 239,359.15
ERM	€ 346,020.37
EDEM	€ 34,763.90
Total	€ 620,143.42

2016 – we are projecting over €700,000

- Eurostat invoice is larger
- Accruals from 2015 are good
- Retention is very good
- Distributor sales continue to be consistent

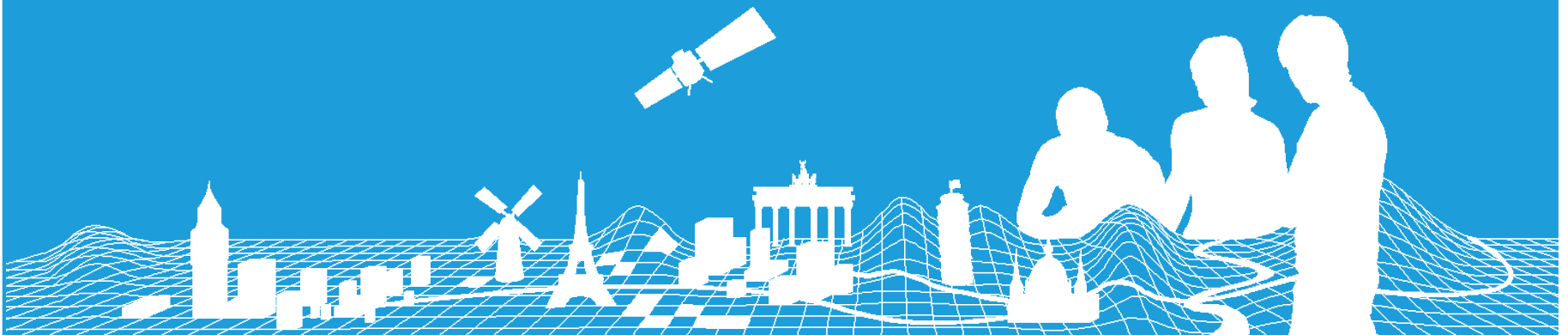
Sales Figures 2015

Sales Income	€ 620,143.42
Production (2015)	€ 220,637.00
Data Supply fees (2015)	€ 44,391.60
Total	€ 355,114.82

EuroGlobalMap

- Excellent number of users
- As of this week over 5300 unique downloads
- 935 Business Use
- 1825 Education Use
- Downloads not slowing down!

Changes in the Production Process and the Production Team



Aims going forward

- **Maximise use of our member's geographic information** in all parts of the European Commission through wider awareness and understanding of our pan-European products and ELF services within the contract with Eurostat
- Deliver to Eurostat, over the term of the agreement, the **enhanced datasets required**, to fulfil their requirements; including greater geographical **coverage** and additional datasets
- **Support and enhance our Production team**
- **Maintain and grow** our current customer base through excellent customer relationship management

Next steps

- Work with you on Coverage
- Introduce a new regional coordinator
- Support new Production workflow
- Investigating a new NUTS Open Data product
- Continue to work with Eurostat

Thank you!

- Coming together is a beginning;
- Keeping together is progress;
- Working together is success.
- Have a great couple of days



Questions???



Angela Baker

angela.baker@eurogeographics.org

+44 (0) 7703 569765