EOSC-Pillar

Coordination and Harmonisation of National &Thematic Initiatives to support EOSC

Getting a Grip on Sustainability

Business Models for Open Science IT Services

Rebecca Reichenbach (Fraunhofer IWM) & Marie Czuray (University of Vienna)
T4.5 “Business Models”

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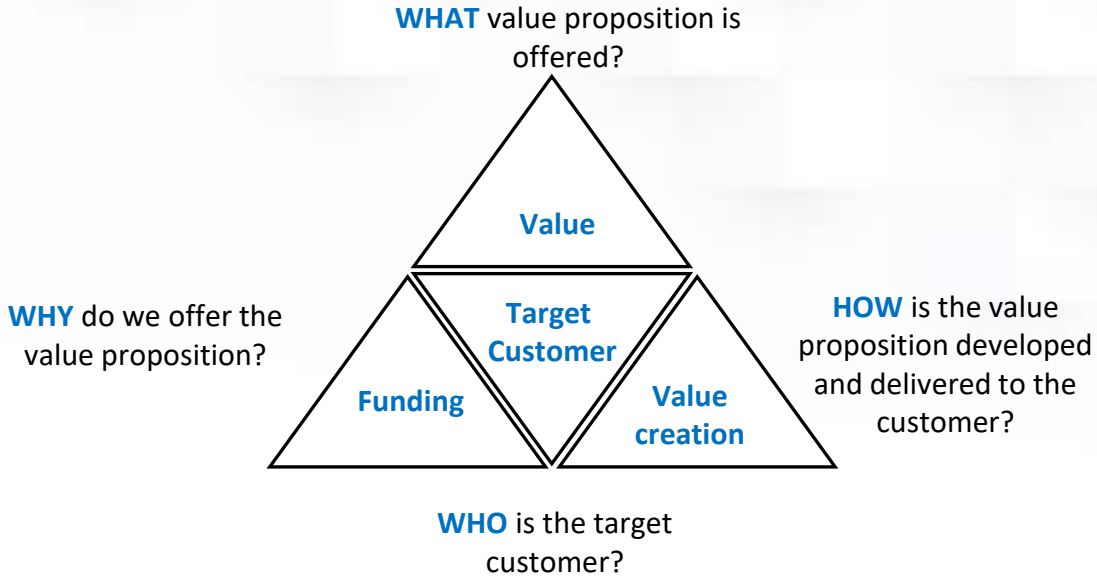
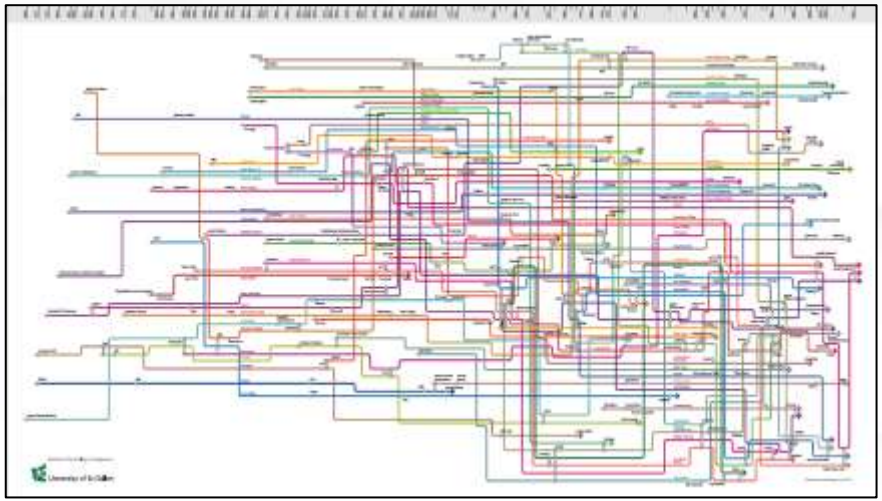
A business model is a blueprint of how an institution creates and captures value.



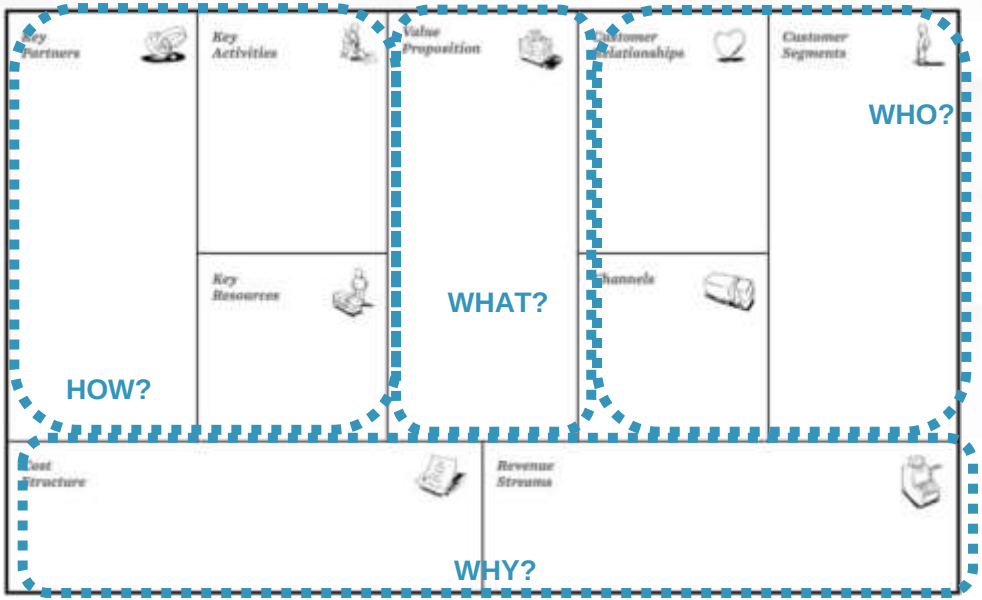
Source: Gassmann et al. (2013)

There are 55 different business model patterns which can be linked in various ways.



Source: Amshoff et al. (2015)

A Business Model Canvas is used for developing new business models and evaluating existing ones.



Source: Osterwalder et al. (2011)

12 Open Science IT Services in EOSC were analyzed.

Step 1:
Selection of
Open Science IT Services in EOSC

Step 2:
Interview Use Cases

Step 3:
Evaluate results

4 different business model patterns were found.

Advertising **Commissioning** **Pay-per-use** **Subscription**

Examples

Open Science IT Services use different business model patterns.

	Advertising	Commissioning	Pay-per-use	Subscription	*Public funding*
Data as a Service			x	x	*x*

Open Science IT Services use different business model patterns.

	Advertising	Commissioning	Pay-per-use	Subscription	*Public funding*
Data as a Service			x	x	*x*
Software as a Service				x	x

Open Science IT Services use different business model patterns.

	Advertising	Commissioning	Pay-per-use	Subscription	*Public funding*
Data as a Service			x	x	*x*
Software as a Service				x	x
Platform as a Service	x	x	x	x	*x*

Open Science IT Services face various challenges regarding the sustainability of their business models.

Target Customer

- Ambivalent requests of funders
- Domain-specific differences of using Open Science

Funding

- Human resources > 70% of the costs
- Critical number of users is needed

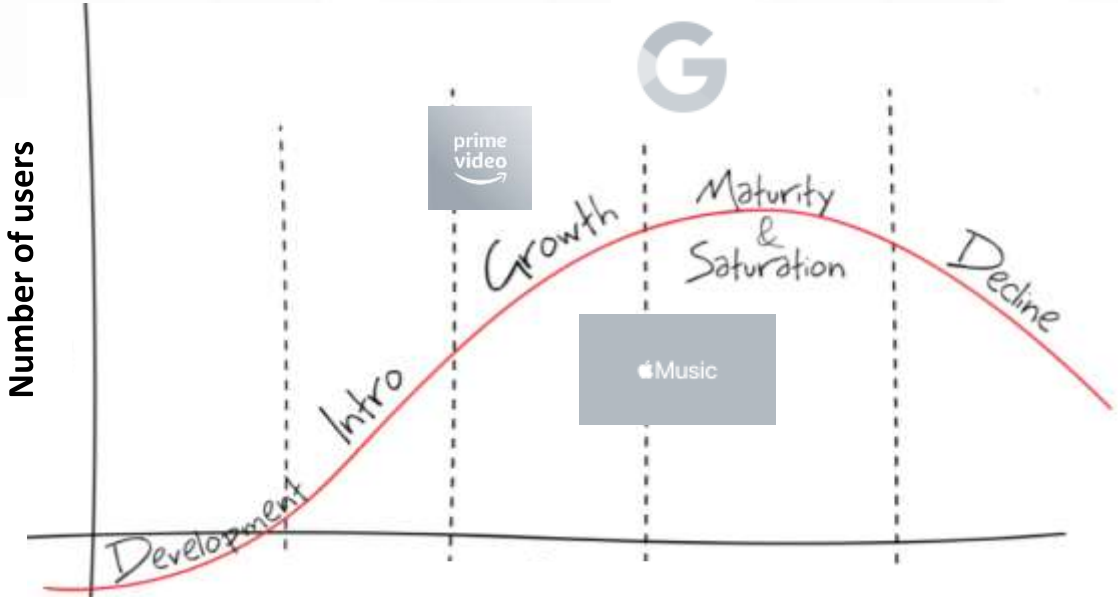
Value proposition

- Technical innovation vs. value for users, science & society
- Quantity of data (provision vs. capacity)

Value creation

- Dependance on home institutions
- Shortage of (skilled) staff and project time

T4.5 analyzed suitable business model patterns for Open Science IT Services.



Thank you!