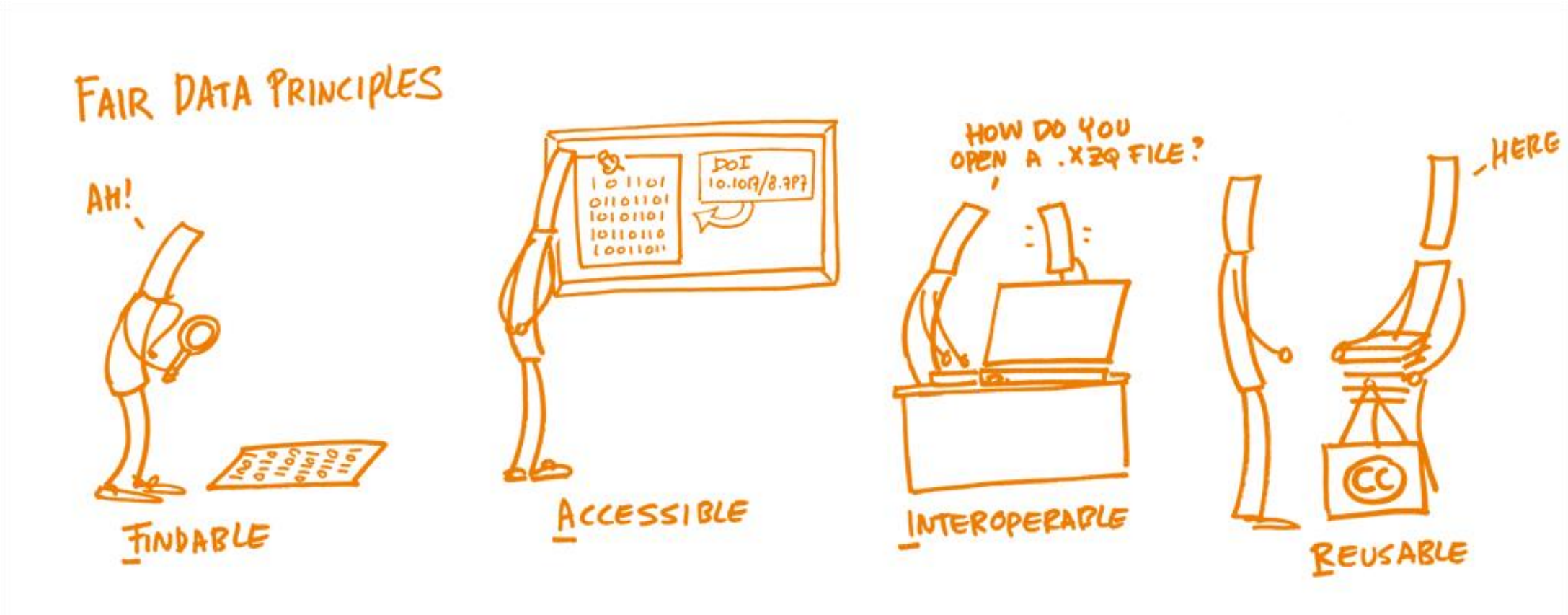# Business Models and the Expansion of the NREN's Service Portfolio
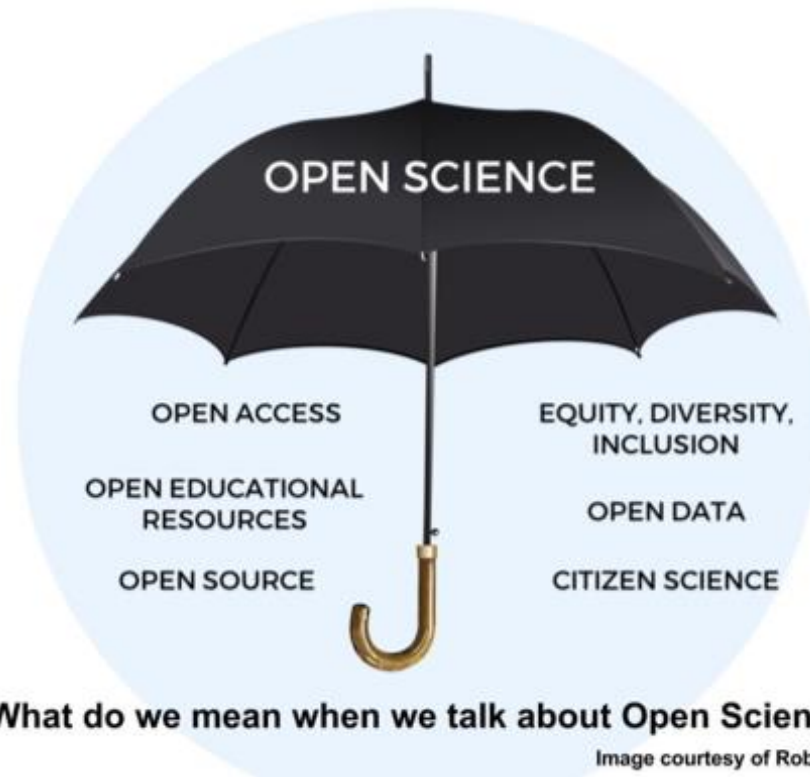
Dr Leonie Schäfer (DFN)

WACREN NREN Academy – 16-17 January 2024 - Accra, Ghana

FAIR and Open Science

- What is the meaning of FAIR and Open Science

- Business Model Canvas for an Open Science Provider

- Examples for Open Science Services (GÉANT and WACREN)

- Discussion "How is the situation in your country / at your NREN?"

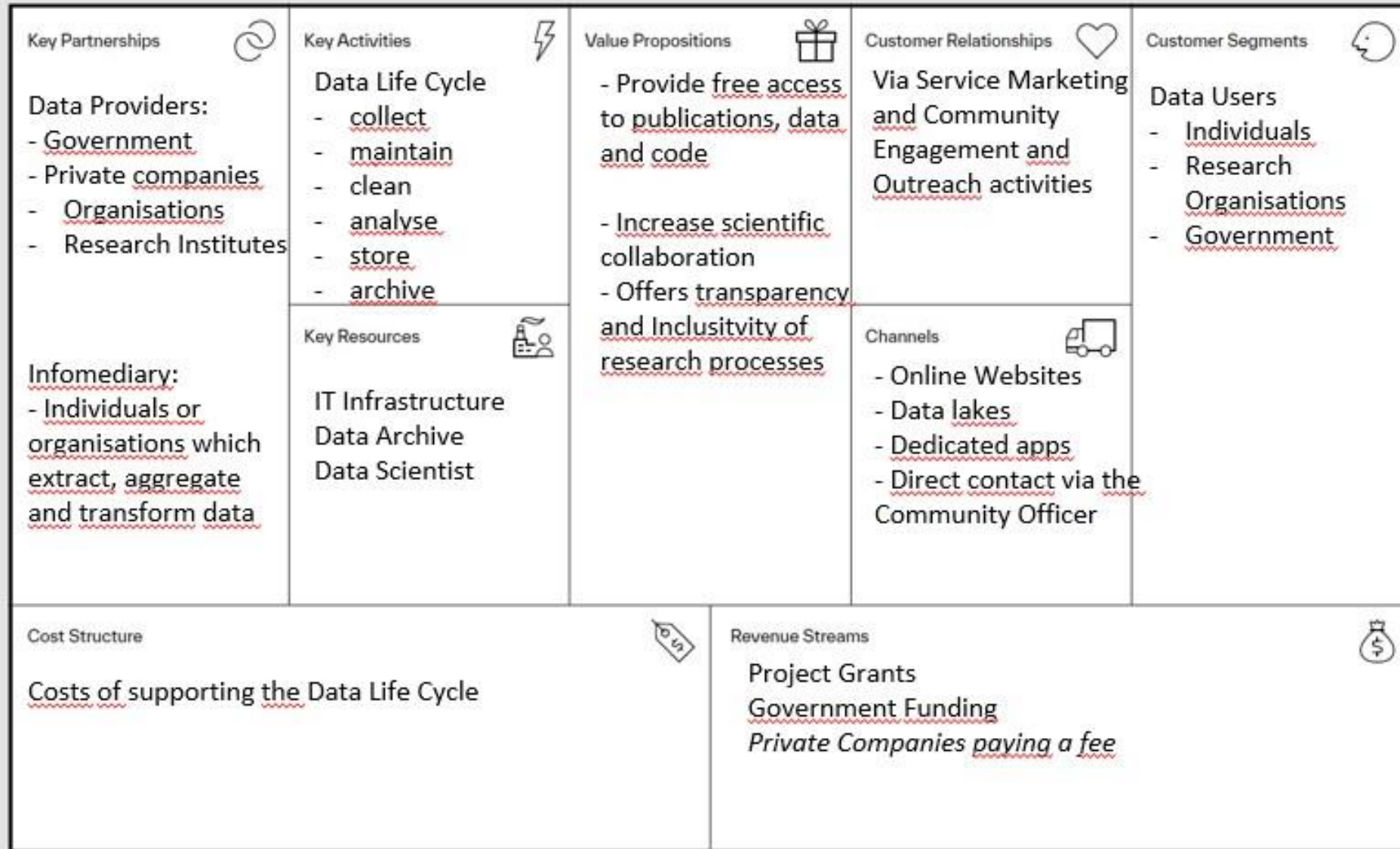Source: https://www.fosteropenscience.eu/learning/assessing-the-fairness-of-data/#/id/5c52e8cf0d3def29462d8cb5

Open Science

What do we mean when we talk about Open Science?

Image courtesy of Robin Champieux

https://www.eosc-hub.eu/open-science-info

The Business Model Canvas

Designed for: EaPConnect

Designed by: Leonie Schäfer (DFN)

Date: 20/9/2023

Version: V1.0

Key Partnerships

Data Providers:
- Government
- Private companies
- Organisations
- Research Institutes

Infomediary:
- Individuals or organisations which extract, aggregate and transform data

Key Activities

Data Life Cycle
- collect
- maintain
- clean
- analyse
- store
- archive

Key Resources

IT Infrastructure
Data Archive
Data Scientist

Value Propositions

- Provide free access to publications, data and code

- Increase scientific collaboration
- Offers transparency and Inclusitvity of research processes

Customer Relationships

Via Service Marketing and Community Engagement and Outreach activities

Channels

- Online Websites
- Data lakes
- Dedicated apps
- Direct contact via the Community Officer

Customer Segments

Data Users
- Individuals
- Research Organisations
- Government

Cost Structure

Costs of supporting the Data Life Cycle

Revenue Streams

Project Grants
Government Funding
Private Companies paying a fee

Strategyzer
strategyzer.com

WACREN NRENs and Open Science - Ideas

- Providing services at the national level

- Facilitating uptake of services e.g. via procurement

Examples:

- Journal-as-a-Service (ASNET-AM)
  - Integrating the Open Journal System (OJS) with local cloud resources
  - https://eapconnect.eu/stories/asnet-am-facilitates-the-efficient-management-of-academic-journals/
- eduVPN
  - https://www.eduvpn.org/
- Research Data Management (WACREN)

Thank you!
Any questions?

DFN