DATA SHARING COALITION

Use case playbook

Enabling anyone to kickstart a data sharing use case

by providing a step-by-step approach

April, 2021

Table of contents

This playbook provides a step-by-step approach to accelerate use case realisation

Developing a new data sharing use case is often a complex endeavour

People across all industries are looking to develop new data sharing use cases. In such a use case, machine readable data is shared from one organisation to another in order to address a certain opportunity or challenge.

Use case development challenges may include:

- Identifying how data sharing can address challenges or realise opportunities for you

- Clearly scoping the use case to ensure focus and realistic timelines

- Assessing the potential value created by your use case

- Assessing how the scope of your use case affects the requirements for interoperability and trust

- Creating a use case design that is scalable and reusable for other use cases

This document supports you with tackling these challenges

Goal of the Use case playbook

This playbook accelerates new data sharing use cases by providing you with a quick step-by-step approach for generating, assessing and realising scalable use case ideas. It guides you through several steps that enable you to kickstart a data sharing use case

Who should use it?

People that want to realise new value for their organisation by initiating new B2B data sharing use cases and that could use some support in getting started

When should it be used?

The playbook offers the most value when used in the early stages of use case development, as the step-by-step approach will guide you through the process

It can also be relevant in later stages to structure and assess your use case portfolio

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Kickstart your use case by going through the steps in this document, completing the questions and templates
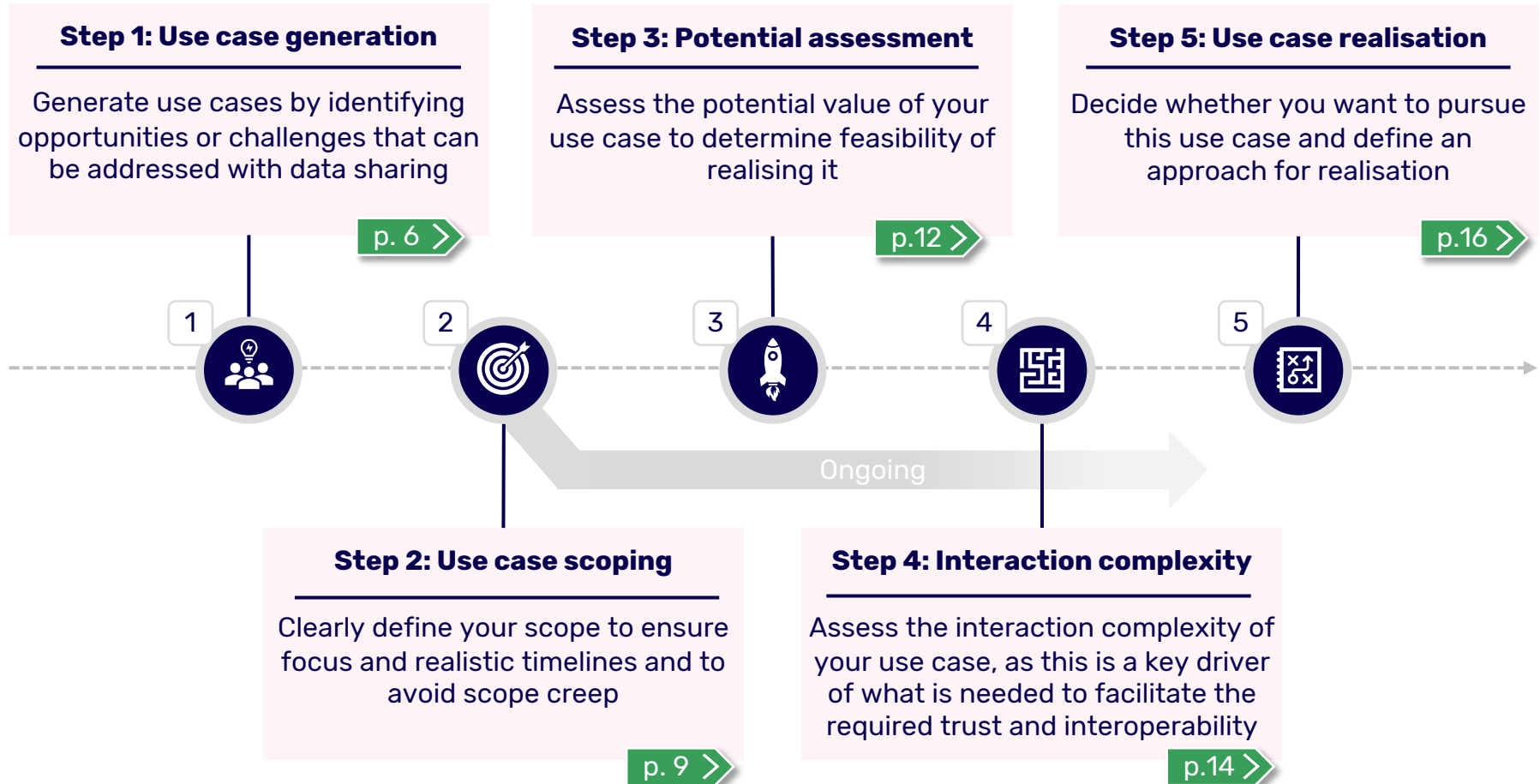
How to use this document

- The focus of this document is to provide a comprehensive and structured process to develop use cases

- The document introduces five steps of use case development and gives a concrete objective, approach and tools or resources for each step. Walk through these steps in chronological order

- A recurring component in the different steps is the "Questions to answer during this step". These thought questions clarify objective per step. When answered, you are ready to move to the next step

- For several steps, templates are provided which act as a structural process to answer the questions.

- The document aims to be applicable in as many contexts as possible, but there will be exceptions where the content is not relevant. Try to find the best way for you to use the content

Download a file with only the templates here

This document covers 5 steps in use case development

Start in the step that is relevant for your situation

Step 1: Use case generation

Generate use cases by identifying opportunities or challenges that can be addressed with data sharing

Step 3: Potential assessment

Assess the potential value of your use case to determine feasibility of realising it

Step 5: Use case realisation

Decide whether you want to pursue this use case and define an approach for realisation

1 2 3 4 5

Ongoing

Step 2: Use case scoping

Clearly define your scope to ensure focus and realistic timelines and to avoid scope creep

Step 4: Interaction complexity

Assess the interaction complexity of your use case, as this is a key driver of what is needed to facilitate the required trust and interoperability

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Use case generation identifies where data sharing creates value

Objective of the use case generation step

Generate use cases by identifying how data sharing can realise opportunities or solve challenges

How to approach this step

Examine existing processes, products and services on whether they can be improved by consuming or providing certain data. Explore existing available data that might be useful to other organisations

Questions to answer during this step

- How can data sharing help my business by solving current challenges or realising opportunities?

- How can my data help organisations that we currently collaborate with?

- What other organisations would benefit from gaining access to my data?

- Which processes, products or services can we improve with the use of external data sources?

Suggested brainstorm format

Creativity is essential to develop new use cases. To spark creativity, brainstorm to create as many idea as possible. Cluster the ideas and then make the most appropriate choice to proceed.

Diverge   Converge
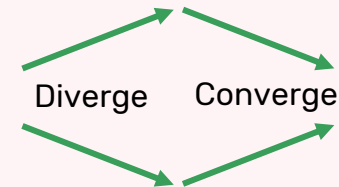
When you brainstorm with other people, start the diverging phase with individual brainstorms to optimally use the creativity of all people involved. Use the "Questions to answer" halfway through the diverging phase to offer new perspectives

Useful tools and resources

- Inspiration on value creation by sharing data (p. 7)

- Context description template (p. 8)

- Brainstorm format (see example above or online)

- Post-it notes, markers or online alternatives (Miro)

Inspiration on value creation by sharing data

Typical business opportunities or challenges related to data sharing

Below is a list of examples of opportunities or challenges that can be addressed with data sharing. Try to see how these examples map to your organisation.

- **Automation of certain (repetitive) tasks**: Sharing of machine-readable data allows organisations to let machines perform certain activities instead of people, leading to higher efficiency and less errors

- **New insights enabling new value propositions**: Insights into characteristics, behaviour and other properties of people, organisations, machines and markets can enable new services or products

- **Difficulty in assessing certain risks due to a lack of information**: Data sharing can unlock new sources of information that can help to assess these risks

- **Inefficiency in a value chain**: When different organisations are involved in a value chain, it can be difficult to align offerings and activities. Data sharing between these parties can ensure this alignment

Want more inspiration? One of the key advantages of joining the Data Sharing Coalition is getting inspiration on use cases. See p.19 for more information

Inspiration on business opportunities and challenges from DSC use cases

HDN / Netbeheer Nederland — Green loans: *A loan advisor wants to offer clients support in making their house more sustainable, which requires insights in energy consumption*

iSHARE / VERBOND VAN VERZEKERAARS — Sharing freight transport data with insurers: *A carrier is over insuring their freight as insurers don't have enough insights on shipment to assess risks*

SBR NEXUS / VERBOND VAN VERZEKERAARS / FOCWA / Nederlandse Vereniging van Leasemaatschappijen / Techniek Nederland — Benchmarking for industry associations: *Industry associations need standardised and validated data for fast and accurate benchmarking*

kpn — Sharing agricultural IoT data: *A farmer wants to cut costs by increasing efficiency at a farm but lacks the data analytics capabilities to do this himself*

FacilityApps / UNIVERSITEIT VAN AMSTERDAM — Smart cleaning: *In order to make cleaning services more efficient, cleaning companies want more insights in the behaviour of users of a building*

For more information please visit our website

Context description template

How to use this template

1. Start by describing the current situation and how this results in a opportunity or challenge for your organisation

2. Describe how data sharing can address the opportunity or challenge. Keep the use case description short and focus on the impact of the use case

3. Look in the appendix for examples of completed templates for DSC use cases

Use case name:

Describe the current situation:	
Describe the opportunity or challenge:	
Which of these categories matches your opportunity or challenge:	❑ Automation of certain (repetitive) tasks ❑ Difficulty in assessing certain risks due to a lack of information ❑ Other: … ❑ New insights enabling new value propositions ❑ Inefficiency in a value chain
Describe how data sharing can address the above situation:	

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Use case scoping ensures focus in the use case and increases probability of success

Objective of the use case scoping step

Scoping will define the use case as a limited set of actors, types of data shared and applications of the data. A clear scope is easier to analyse and realise

How to approach this step

- In this step, start with a rough use case idea and transform it to a clear description of who is involved and what interactions need to happen

- The first step is to identify and describe the actors, types of data and applications of data for a clear instance of the use case using the Description template (p.10)

- Next, describe the interactions happening between the actors using the Interaction template (p.11)

- It is often feasible to start with a small scope and expand it later

Useful tools and resources

- Description template
- Interaction template

Templates to use: Description template and Interaction template

Description template   Interaction template

Questions to answer during this step

- What data is shared?
- Who supplies data and who consumes data?
- Who has the rights over the data?
- Who enables the sharing of data?
- What is the smallest set of actors which are needed to enable a minimal version of this use case?
- What interactions take place between the actors?
- What is specifically out-of-scope for this use case?
- With which frequency is the data shared?

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Description template
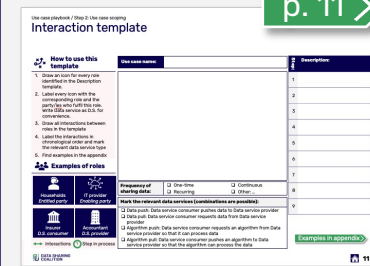
How to use this template

1. Start by filling in the blocks. Limit your use case description to the components needed to show the value of the use case

2. Fill in the actors per role and the value per role

3. Use the Interaction template to map all relevant actors and interactions

4. Find completed templates as examples in the appendix

Introducing data services and roles

1. *Data service:* Any service offered by a data service provider aimed at exchanging or processing data

2. *Data service consumer:* Actor uses the data service offered by the data service provider

3. *Data service provider:* Actor that offers a data service to the data service consumer

4. *Entitled Party:* Entity which has rights over data, which may include storage of data as well as access and usage of data

5. *Enabling party* provides services or tools that enable data sharing

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Use case name:

Describe the use case:

Initial scale of use case: ❑ Proof of Concept   ❑ Pilot   ❑ Production   ❑ Other:…

Describe the data shared:

What analysis is done on the data:

Data service consumer(s):

Who fulfils this role:

Value for Data service consumer(s):

Data service provider(s):

Who fulfils this role:

Value for Data service provider(s):

Interaction model:

Use the Interaction template to map all relevant actors and interactions

Entitled party:

Who fulfils this role:

Value for Entitled party:

Enabling party/ies:

Who fulfils this role:

Value for Enabling party/ies:

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Interaction template

How to use this template

1. Draw an icon for every role identified in the Description template.

2. Label every icon with the corresponding role and the party/ies who fulfil this role. Write Data service as D.S. for convenience.

3. Draw all interactions between roles in the template

4. Label the interactions in chronological order and mark the relevant data service type

5. Find examples in the appendix

Examples of roles

Households *Entitled party*	**IT provider** *Enabling party*
Insurer *D.S. consumer*	**Accountant** *D.S. provider*

↔ Interactions   ① Step in process

Use case name:

Examples in appendix ≫

Step:	Description:
1	
2	
3	
4	
5	
6	
7	
8	
9	

Frequency of sharing data:	☐ One-time ☐ Recurring	☐ Continuous ☐ Other: …

Mark the relevant data services (combinations are possible):

☐ Data push: Data service consumer pushes data to Data service provider

☐ Data pull: Data service consumer requests data from Data service provider

☐ Algorithm push: Data service consumer requests an algorithm from Data service provider so that it can process data

☐ Algorithm pull: Data service consumer pushes an algorithm to Data service provider so that the algorithm can process the data

Use case potential helps you to assess the potential value of a use case

🎯 Objective of the use case potential step

Assess use case potential value to determine feasibility

⚡ How to approach this step

1. Start with a clearly defined scope from the previous step, this is essential for assessing the value

2. Clearly define the value drivers for different roles involved in the use case. Use the template on the next page to assess this

3. If necessary, iterate and refine your results in the Use case scoping step using new insights gained in this step

❓ Questions to answer during this step

- Is there sufficient value for the Entitled party?
- For all actors involved, is there value in the use case?
- What is the potential societal impact of the use case?

⚙ Useful tools and resources

- Potential template

🧠 Different perspectives on use case potential

Assess the potential of your use case from the perspective of the different roles

1. **The Entitled party:** The entitled party is the entity which has rights over the data. Control over the data should be with the entitled party, so consent from the entitled party is needed when sharing data. To give consent, the perceived potential for the entitled party needs to significantly outweigh the perceived risk from sharing the data. Usually, the importance of ensuring sufficient potential for the entitled party is underestimated

2. **The parties involved in use case realisation:** The potential of a use case for the Data service provider(s)/consumer(s) and Enabling parties generally needs to outweigh their efforts to realise the use case

Potential template
Complete the template to asses the use case. Print it and complete it hardcopy, or do it digitally

Potential template

How to use this template

1. Describe the potential value for the Entitled party first, as without sufficient potential value the Entitled party will not participate in the use case

2. Complete the table for the other roles with a score as shown in the legend

3. Score the potential of this use case on societal impact

4. Conclude on the potential value by adding up the scores per role. As a rule of thumb, every role in the use case should have at least 2 points (excluding societal impact)

5. Complete the template for the actors separately if you have very different actors per role

6. Look in the appendix for examples of this template

7. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider potential value from perspective of different roles. The scores only offer an indication, as they are subjective

Use case name:

What is the potential value for the Entitled party?	
For the Entitled party, does the potential value outweigh the perceived risk associated with sharing data?	Yes / No

Examples in appendix

Legend:

High = 2
Low = 1
None = –

	Questions to answer to assess potential value for Data service provider(s), Data service consumer(s) and Enabling party/ies	Data service provider(s)	Data service consumer(s)	Enabling party/ies
Potential revenue increase	Is there potential for extra revenue from new or improved products or services?			
	Is there potential for extra revenue from improved customer relation?			
	Is there potential for extra revenue from transaction fees from revealing data?			
	Is there potential for extra revenue from other sources?			
Potential cost reduction	Is there potential for cost reduction due to improved internal efficiency?			
	Is there potential for cost reduction due to improved risk management?			
	Is there potential for cost reduction from other sources?			
Other	Contribution to strategic objectives, part of obligations or ethical branding			
	Total per role			
Potential societal impact	What is the potential societal impact? This includes many topics, examples are improving sustainability, improving health, reducing poverty, increasing equality or contributing to a more circular economy		_	

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Use case interaction complexity assesses the difficulty of creating the necessary trust and interoperability

Objective of the use case complexity step

Assess the interaction complexity to determine what facilities are needed to create trust and interoperability

How to approach this step

1. Start with a clearly defined scope as discussed in Use case scoping (Step 2), this is essential for assessing the interaction complexity

2. Use the Interaction complexity template (p. 14) to assess the interaction complexity

3. Iterate and refine on your result from Use case scoping (Step 2) using new insights gained in this step if necessary

Questions to answer during this step

- How different are the actors involved in your use case?

- How many types of data are shared in your use case?

- How sensitive is the data shared in your use case?

Useful tools and resources

- Interaction complexity template

How to think about interaction complexity

In general, a bigger use case scope increases the interaction complexity, as both trust and interoperability need more facilities to realise. The two drivers for interaction complexity are:

1. **Actor complexity:** A high degree of diversity and competition between actors makes it more difficult to establish trust between them, requiring a more complex use case design

2. **Data complexity:** When the case concerns very sensitive data, more measures need to be in place to establish trust. With different types of data it is more difficult to establish interoperability

Interaction complexity template for use cases
Complete the template to asses the use case. Print it and complete it hardcopy, or do it digitally

Interaction complexity template

How to use this template

1. Start with the results from the Use case scoping step in mind
2. Mark the level of interaction complexity for all 5 questions in the table
3. Take the average the 5 answers to get the final score of the assessment
4. Use this score to estimate what facilities are needed to establish trust and interoperability. A high score means that more extensive facilities are need to arrange the necessary trust and interoperability in the use case
5. Look in the appendix for examples of completed templates
6. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider interaction complexity from different perspectives. The scores only offer an indication, as they are very subjective

Use case name:

Examples in appendix ›

The two factors	Questions per driver	Per question select the answer corresponding to the use case situation		
		Low interaction complexity	Medium interaction complexity	High interaction complexity
Actor complexity	What is the number of actors involved in the use case?	Few actors		Many actors
	What degree of competition is there between the parties involved that is relevant for this use case?	No competition		Major competition
	If different actors fulfil the same role, how different are these actors?	Very similar / Not applicable		Very different
Data complexity	How different are the types of data shared in your use case?	One type		Many types
	How sensitive is the data being shared for your use case?	Not sensitive		Highly sensitive

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Use case realisation brings you from an idea to a live use case!

Objective of the use case realisation step

Decide whether you want to pursue this use case and define an approach for realisation

How to approach this step

- Combine the insights from the previous steps of this document. If necessary, adjust the scope of your use case to increase the potential or decrease the interaction complexity
- Decide whether you want to continue with this use case
- Create a project plan including approach and planning for each of the key activities listed on the right

Questions to answer during this step

- Do I want to pursue this use case?
- How will I approach each of the key activities in use case realisation?
- What (common) agreements, tools, processes do actors in the use case need to enable this use case?

Key activities towards realising a use case

- **Decide:** Decide whether you want to pursue this use case by combining insights from the previous steps with other factors such as budget, legal and technical constraints, strategic priorities, the estimated business case, etc.
- **Engage stakeholders**: Engage the required stakeholders, clarify and emphasise the value of the use case for them and (if necessary) involve them in design and implementation. Try to understand what drives every stakeholder and how they make decisions
- **Design**: Determine what agreements, tools, and processes are required to make the use case work. This activity is further discussed on the next page
- **Implement**: Required stakeholders implement the design and the use case is operational
- **Grow**: Once the initial use case scope is up and running, the use case scope can be expanded with new actors, data, and/or applications of data

Useful tools and resources

- DSC Blueprint (see p. 17 for more information)

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How to develop a use case design using the DSC Blueprint

Design enables the data sharing use case

The goal of the design is to develop common agreements, tools and processes on all relevant topics to enable data sharing for the use case

Use case design can often be a complex endeavour for organisations, as there are potentially many topics to be covered. Understanding which topics are relevant and in which order to discuss the relevant topics is a common challenge

General best practices for use case design

• When developing agreements, tools, processes, look for what is already out there in and outside your sector. This ensures you do not 'reinvent the wheel' and makes it easier to align with other initiatives in the future

• Make the design as generic as possible and as specific as needed. This greatly increases the scalability of the design as it is easier to facilitate other use cases

What is the DSC Blueprint?

The Blueprint provides a complete overview of the relevant topics to discuss in a comprehensive and actionable approach

How to use the DSC Blueprint?

1. When you have decided to pursue this use case, get all involved stakeholders together and discuss why you want to enable data sharing (Blueprint Phase 1)

2. When stakeholders are aligned on the scope and the goal of the use case, specify the functionalities that are needed to support the use case (Blueprint Phase 2)

3. After specifying the required functionalities, start to determine how to enable these functionalities (Blueprint Phase 3)

The DSC Blueprint: a use case design approach
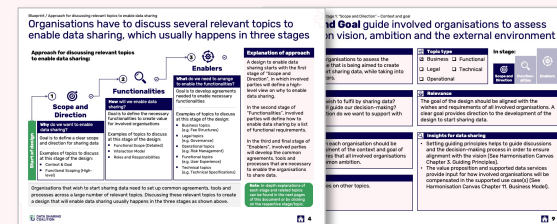
Download the Blueprint on our website

The Data Sharing Coalition is unlocking the true value of data by driving (cross sectoral) data sharing

40 participating organisations in the Coalition which represent more than 100.000 organisations

Goal of the Data Sharing Coalition

The Data Sharing Coalition is an open and growing, international initiative in which a large variety of organisations collaborate on unlocking the value of (cross-sectoral) data sharing. Together, these organisations have a great deal of expertise on all topics relevant for data sharing

Our activities cover three main topics:

1. Realise value from data sharing by supporting the initiation and realisation of multiple use cases
2. Create a Trust Framework for cross sectoral data sharing
3. Drive awareness and knowledge sharing on data sharing and its value

Get in touch

For more information on the CoE-DSC, please visit our website or contact us at info@coe-dsc.nl

The Data Sharing Coalition can support the realisation of your use case

Data Sharing Coalition support for use cases

DSC support in developing use cases
The Coalition supports multiple data sharing use cases towards realisation with expertise, dedicated time from the DSC project team and insights from other data sharing contexts.

Submit a use case for support
Submit your use case by sending an e-mail to the project team, preferably with a completed Use case playbook. The project team will then contact you to discuss the use case and/or further refine it before decision making

Joining the Data Sharing Coalition

Benefits of joining the DSC

Gain access to a network with expertise, knowledge and experience in the area of data sharing

Contribute to unlocking the true value of data

Have the opportunity to show case relevant content or initiatives to a broad audience

Get in touch
For more information on use cases, please visit our website or contact us as info@coe-dsc.nl

This appendix provides examples of completed templates from 5 DSC use cases

1 Examples on Use case generation

p. 21 ❯ Context description template examples

2 Examples on Use case scoping

p. 26 ❯ Description template examples

p. 31 ❯ Interaction template examples

3 Examples on Use case potential

p. 36 ❯ Potential template examples

4 Examples on Use case interaction complexity

p. 44 ❯ Interaction complexity template examples

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Context description template example: Green Loans

How to use this template

1. Start by describing the current situation and how this results in a opportunity or challenge for your organisation

2. Describe how data sharing can address the opportunity or challenge. Keep the use case description short and focus on the impact of the use case

3. Look in the appendix for examples of completed templates for DSC use cases

Use case name:	*Green loans*

Describe the current situation:	*In the financial sector there are three relevant trends: 1) the financial sector sees an increasing role for themselves in the transition to a more sustainable society 2) there is an increase in the use of external data sources for loan applications 3) financial service providers aim to diversify their services. Simultaneously, an increasing amount of smart meter data is becoming available. Energy system operators want to enable consumers to use this data and benefit from its use directly*
Describe the opportunity or challenge:	*Opportunity: With insights in the energy-related characteristics of a house, financial parties can support consumers with making their houses more sustainable (through advice and/or a loan)*

Which of these categories matches your opportunity or challenge:	❑ Automation of certain (repetitive) tasks	❑ Difficulty in assessing certain risks due to a lack of information	❑ Other: …
	✔ New insights enabling new value propositions	❑ Inefficiency in a value chain	

Describe how data sharing can address the above situation:	*Data sharing would provide financial service providers with insights in the energy-characteristics of a house and its owner. This enables the financial service provider to develop new services around sustainability*

Context description template example: Benchmarking for industry associations

How to use this template

1. Start by describing the current situation and how this results in a opportunity or challenge for your organisation

2. Describe how data sharing can address the opportunity or challenge. Keep the use case description short and focus on the impact of the use case

3. Look in the appendix for examples of completed templates for DSC use cases

Use case name:	*Benchmarking for industry associations*

Describe the current situation:	*Industry Associations (IAs) provide benchmarks on performance of the sector to their members, allowing the members to compare their performance against the sector's. Currently, many IAs require manually submit data for benchmarks which results in a time consuming and error prone process for the members*
Describe the opportunity or challenge:	*Opportunity: By using qualified and standardised data, IAs can make the benchmarking process more efficient and in the future can capitalise new opportunities for members such as frequent insight in sector performance*

Which of these categories matches your opportunity or challenge:	☑ Automation of certain (repetitive) tasks ☑ New insights enabling new value propositions	❏ Difficulty in assessing certain risks due to a lack of information ❏ Inefficiency in a value chain	❏ Other: …

Describe how data sharing can address the above situation:	*The fact that data is in a standardised format will allow the IA to easily access, interpret and analyse data from different members, as they all follow the same format. The fact that data is qualified and verified, increases the reliability and accuracy of data*

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Context description template example: Smart cleaning

How to use this template

1. Start by describing the current situation and how this results in a opportunity or challenge for your organisation

2. Describe how data sharing can address the opportunity or challenge. Keep the use case description short and focus on the impact of the use case

3. Look in the appendix for examples of completed templates for DSC use cases

Use case name:	Smart cleaning

Describe the current situation:	*Most of today's cleaning services are executed in a fixed frequency, e.g. every week. The cleaning services are planned independent of the actual use of the building, resulting in for example frequently used areas which are cleaned too late. Sensor data on the usage of buildings is often not available, and if available, the data is often not shared*
Describe the opportunity or challenge:	*Opportunity: Increased efficiency of cleaning services as cleaning companies can act upon insights based on building sensor data*

Which of these categories matches your opportunity or challenge:	❑ Automation of certain (repetitive) tasks	❑ Difficulty in assessing certain risks due to a lack of information	❑ Other: …
	✅ New insights enabling new value propositions	❑ Inefficiency in a value chain	

Describe how data sharing can address the above situation:	*To make building sensor data available, sensors are placed in the buildings at different locations. The Data service provider shares the data in batches with a Data service processor, who translates this data to insights on when and where cleaning is needed. The cleaning party acts on these insights to provide their cleaning services. This increases the efficiency of their cleaning services as they have insights in when and where to clean instead of visiting all locations with a fixed frequency*

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Context description template example: Sharing agricultural IoT data across domains

How to use this template

1. Start by describing the current situation and how this results in a opportunity or challenge for your organisation

2. Describe how data sharing can address the opportunity or challenge. Keep the use case description short and focus on the impact of the use case

3. Look in the appendix for examples of completed templates for DSC use cases

Use case name:	Sharing agricultural IoT data across domains

Describe the current situation:	*Farmers have large amounts of land to maintain where currently weed maintenance is mostly done by uniformly distributing pesticide across the land. The result is that some of the land either receive too much or too little pesticide. Technology is being developed which can scan the land, analyse images to determine locations of weeds and spray pesticide on specific location. However, the Farmer does not have the capability to integrate these three solutions into one service for smart pesticide distribution*
Describe the opportunity or challenge:	*Opportunity: Sharing agricultural IoT data with service providers to increase the efficiency of pesticide distribution*
Which of these categories matches your opportunity or challenge:	❑ Automation of certain (repetitive) tasks ❑ Difficulty in assessing certain risks due to a lack of information ❑ Other: … ☑ New insights enabling new value propositions ❑ Inefficiency in a value chain
Describe how data sharing can address the above situation:	*The Farmer gives permission to a Service provider to share agriculture IoT data of his land. A scanning machine generates images, which are shared with an Analysing party for image recognition via an algorithm. The Analysing party translates the results of the algorithm to instructions for an Acting party, which facilitates the pesticide distribution. The pesticide is only distributed in limited amount to specific locations identified*

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Context description template example: Sharing freight transport data with insurers

How to use this template

1. Start by describing the current situation and how this results in a opportunity or challenge for your organisation

2. Describe how data sharing can address the opportunity or challenge. Keep the use case description short and focus on the impact of the use case

3. Look in the appendix for examples of completed templates for DSC use cases

Use case name:	Sharing freight transport data with insurers
Describe the current situation:	*Logistics parties insure their goods when they move within and across borders. Currently, information regarding the status of the goods for Insurers is available via paper-based trade documentation with unstructured data. This leads to a lack of insight for the Insurer on the status of the goods and potential risks involved with the goods, resulting in higher insurance costs for logistics parties when insuring their goods*
Describe the opportunity or challenge:	*Open up electronic trade documentation (e-CMR) to Insurers in a structured and controlled way for them to develop operational efficiencies, new products and new data-driven services (e.g. faster reconciliation of shipment data for claim handling process)*

Which of these categories matches your opportunity or challenge:	☑ Automation of certain (repetitive) tasks	☑ Difficulty in assessing certain risks due to a lack of information	❑ Other: …
	❑ New insights enabling new value propositions	❑ Inefficiency in a value chain	

Describe how data sharing can address the above situation:	*e-CMR data is shared by e-CMR providers on behalf of the Carrier with Insurers. The e-CMR data is shared in a structured and machine readable way, allowing the Insurers to make the claim handling process more efficient*

Description template example: Green loans

How to use this template

1. Start by filling in the blocks. Limit your use case description to the components needed to show the value of the use case
2. Fill in the actors per role and the value per role
3. Use the Interaction template to map all relevant actors and interactions
4. Find completed templates as examples in the appendix

Introducing data services and roles

1. *Data service:* Any service offered by a data service provider aimed at exchanging or processing data
2. *Data service consumer:* Actor uses the data service offered by the data service provider
3. *Data service provider:* Actor that offers a data service to the data service consumer
4. *Entitled Party:* Entity which has rights over data, which may include storage of data as well as access and usage of data
5. *Enabling party* provides services or tools that enable data sharing

Use case name:	Green loans

Describe the use case:	*A Consumer gives consent for sharing his/her smart meter data with his/her Financial agent (loan advisor or financial advisor). The Energy system operator shares smart meter data, after which the Financial party combines the smart meter data with other data sources to create insights on the energy characteristics of the house. Based on these energy characteristics, the Financial party can support the Consumer with making their house more sustainable*
Initial scale of use case:	☐ Proof of Concept ☑ Pilot ☐ Production ☐ Other:…
Describe the data shared:	*Total energy data per month from the past 13 months on electricity (kWh) and gas (m3) usage in xml format*
What analysis is done on the data:	*Financial advisor assesses the energy characteristics of the house and its owner using the energy data and other available data sources*

Data service consumer(s):

Who fulfils this role:
Financial advisor or Loan provider

Value for Data service consumer(s):
Offer new propositions, new touchpoints with consumer

Data service provider(s):

Who fulfils this role:
Energy system operator

Value for Data service provider(s):
Contribute to energy transition and part of mandated obligations

Interaction model:

Use the Interaction template to map all relevant actors and interactions

Entitled party:

Who fulfils this role:
Consumer

Value for Entitled party:
Support in making house more sustainable

Enabling party/ies:

Who fulfils this role:
HDN / EDSN (organisations overarching the financial / energy domain respectively)
Value for Enabling party/ies:
Increase relevance for users

Description template example: Benchmarking for industry associations

How to use this template

1. Start by filling in the blocks. Limit your use case description to the components needed to show the value of the use case

2. Fill in the actors per role and the value per role

3. Use the Interaction template to map all relevant actors and interactions

4. Find completed templates as examples in the appendix

Introducing data services and roles

1. *Data service:* Any service offered by a data service provider aimed at exchanging or processing data

2. *Data service consumer:* Actor uses the data service offered by the data service provider

3. *Data service provider: A*ctor that offers a data service to the data service consumer

4. *Entitled Party:* Entity which has rights over data, which may include storage of data as well as access and usage of data

5. *Enabling party* provides services or tools that enable data sharing

Use case name:	Benchmarking for industry associations

Describe the use case:	*An Accountant shares qualified and standardised financial data on behalf of a Business with an Industry Association (IA). The IA can use this data to create benchmarks on the financial performance of the sector and/or of an individual Business relative to its peers. Note that although non-financial data is also relevant for benchmarking this use case focuses on financial data*

Initial scale of use case:	☐ Proof of Concept	☑ Pilot	☐ Production	☐ Other:…

Describe the data shared:	*Standardised financial data that describes financial performance of the Business and is based on financial reports that are prepared by the Accountant (e.g. annual report, tax filing)*

What analysis is done on the data:	*The IA collects the data of its members, creates relevant sector insights and benchmarks for its members, while ensuring that information is not traceable to individual organisations*

Data service consumer(s):	Data service provider(s):	Interaction model:
Who fulfils this role: *Industry Associations* Value for Data service consumer(s): *Improve current benchmarking services for their members*	Who fulfils this role: *Accountants* Value for Data service provider(s): *Provide more added value for customers*	Use the Interaction template to map all relevant actors and interactions

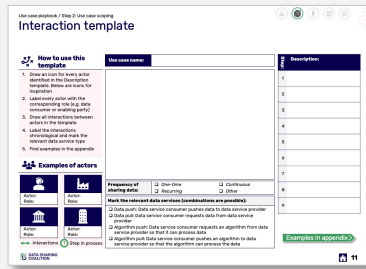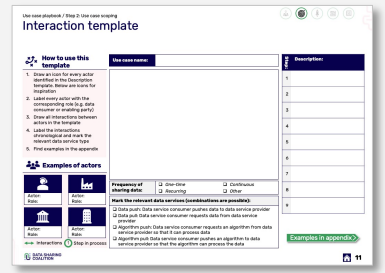| Entitled party:	Enabling party/ies:
Who fulfils this role: *Businesses (members of Industry Association)* Value for Entitled party: *Provide better insight in individual performance versus peers in sector*	Who fulfils this role: *Infrastructure provider (SBR Nexus)* Value for Enabling party/ies: *Offer extra service through providing standardised and qualified financial data*

DATA SHARING COALITION

Description template example: Smart cleaning

How to use this template

1. Start by filling in the blocks. Limit your use case description to the components needed to show the value of the use case

2. Fill in the actors per role and the value per role

3. Use the Interaction template to map all relevant actors and interactions

4. Find completed templates as examples in the appendix

Introducing data services and roles

1. *Data service:* Any service offered by a data service provider aimed at exchanging or processing data

2. *Data service consumer:* Actor uses the data service offered by the data service provider

3. *Data service provider:* Actor that offers a data service to the data service consumer

4. *Entitled Party:* Entity which has rights over data, which may include storage of data as well as access and usage of data

5. *Enabling party* provides services or tools that enable data sharing

Use case name:	Smart cleaning

Describe the use case:	A Cleaning company offers a new proposition towards their customers: demand-based cleaning. The Data subject (building owner or tenant) gives consent for sharing building sensor data for cleaning services and the Data service shares the data with a Data service processor. The Data service processor translates the sensor data to insights upon which the Cleaning company can build their demand-based cleaning service
Initial scale of use case:	☐ Proof of Concept ☑ Pilot ☐ Production ☐ Other:…
Describe the data shared:	Building sensor data (e.g. dispenser fill rate data and people counter data) in batches every 5 to 15 minutes (frequency depends on the exact use case)
What analysis is done on the data:	Analyses of the raw building sensor data to create a dashboard with insights that Cleaning companies can act upon

Data service consumer(s):
Who fulfils this role:
Cleaning company

Value for Data service consumer(s):
Offer new services (demand based cleaning) with higher efficiency

Data service provider(s):
Who fulfils this role:
Sensor producer

Value for Data service provider(s):
Create more demand for sensors

Interaction model:
Use the Interaction template to map all relevant actors and interactions

Entitled party:
Who fulfils this role:
Building owner/ tenant (depends on situation)
Value for Entitled party:
Improve cleaning services and potentially reduce costs

Enabling party/ies:
Who fulfils this role:
Data processor

Value for Enabling party/ies:
Offer new service towards Cleaning companies

DATA SHARING COALITION

Description template example: Sharing agricultural IoT data across domains

How to use this template

1. Start by filling in the blocks. Limit your use case description to the components needed to show the value of the use case

2. Fill in the actors per role and the value per role

3. Use the Interaction template to map all relevant actors and interactions

4. Find completed templates as examples in the appendix

Introducing data services and roles

1. *Data service:* Any service offered by a data service provider aimed at exchanging or processing data

2. *Data service consumer:* Actor uses the data service offered by the data service provider

3. *Data service provider:* Actor that offers a data service to the data service consumer

4. *Entitled Party:* Entity which has rights over data, which may include storage of data as well as access and usage of data

5. *Enabling party* provides services or tools that enable data sharing

Use case name:	Sharing agricultural IoT data across domains

Describe the use case:	*After consent from the Farmer, the Weedrobot scans the lands and shares the data with the Analysing party, which recognises the plants and weeds. Based on this recognition, instructions are shared with the Weedrobot resulting in pesticide delivery where needed*

Initial scale of use case:	☑ Proof of Concept ☐ Pilot ☐ Production ☐ Other:…

Describe the data shared:	*Near real time pictures from the land (Scanning party -> Analysing party), acting instructions (Analysing party -> Acting party)*

What analysis is done on the data:	*Image recognition on scanning data and the creation of acting instructions for the Weedrobot based on the modified scanning data*

Data service consumer(s):

Who fulfils this role:
Farmer

Value for Data service consumer(s):
Decrease pesticides usage and automate pesticide spraying

Data service provider(s):

Who fulfils this role:
Scanning, Analysing and Acting parties

Value for Data service provider(s):
Increase revenue as it becomes easier for farmers to use the Data services provided

Interaction model:

Use the Interaction template to map all relevant actors and interactions

Entitled party:

Who fulfils this role:
Farmer

Value for Entitled party:
Decrease pesticides usage and automate pesticide spraying

Enabling party/ies:

Who fulfils this role:
Weedrobot service provider KPN Data services hub

Value for Enabling party/ies:
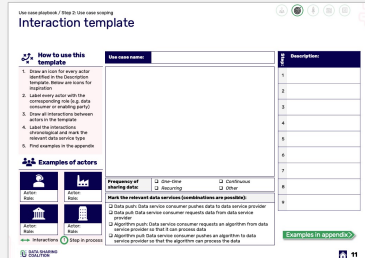*Enable new value proposition towards farmers*

Description template example: Sharing freight transport data with insurers

How to use this template

1. Start by filling in the blocks. Limit your use case description to the components needed to show the value of the use case
2. Fill in the actors per role and the value per role
3. Use the Interaction template to map all relevant actors and interactions
4. Find completed templates as examples in the appendix

Introducing data services and roles

1. *Data service:* Any service offered by a data service provider aimed at exchanging or processing data
2. *Data service consumer:* Actor uses the data service offered by the data service provider
3. *Data service provider:* Actor that offers a data service to the data service consumer
4. *Entitled Party:* Entity which has rights over data, which may include storage of data as well as access and usage of data
5. *Enabling party* provides services or tools that enable data sharing

Use case name:	Sharing freight transport data with insurers

Describe the use case:	*Structured and machine-readable electronic trade documentation (e-CMR) is made available by logistics organisations for the Insurer that covers their cargo whilst keeping the data under control of the Entitled party. Incorporating structured data from the shipment during claim handling enables a more efficient claim handling process*

Initial scale of use case:	☐ Proof of Concept ☑ Pilot ☐ Production ☐ Other:…

Describe the data shared:	*Structured and machine-readable freight transport data in e-CMR format, which is an electronic version of the consignment note (paper version is called CMR)*

What analysis is done on the data:	*The analysis needed for the claim handling process in a more efficient and fault tolerant way due to the structured and machine-readable e-CMR data*

Data service consumer(s):

Who fulfils this role:
Insurer

Value for Data service consumer(s):
Increase efficiency: less administrative burden due to structured data

Data service provider(s):

Who fulfils this role:
e-CMR provider

Value for Data service provider(s):
Increase revenue from fee per data transaction

Interaction model:

Use the Interaction template to map all relevant actors and interactions

Entitled party:

Who fulfils this role:
Carrier (Claim issuer)

Value for Entitled party:
Improve speed of claim handling process and lower cost

Enabling party/ies:

Who fulfils this role:
iSHARE

Value for Enabling party/ies:
Enable new application of iSHARE scheme

DATA SHARING COALITION

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Interaction template example: Green loans

How to use this template

1. Draw an icon for every role identified in the Description template.
2. Label every icon with the corresponding role and the party/ies who fulfil this role. Write Data service as D.S. for convenience.
3. Draw all interactions between roles in the template
4. Label the interactions in chronological order and mark the relevant data service type
5. Find examples in the appendix

Examples of roles

Households *Entitled party*	**IT provider** *Enabling party*
Insurer *D.S. consumer*	**Accountant** *D.S. provider*

↔ Interactions   ① Step in process

Use case name:	*Green loans*

Consumer *Entitled party*

Financial party *D.S. consumer*

System operator *D.S. provider*

| **Frequency of sharing data:** | ☑ One-time | ❏ Continuous |
| | ❏ Recurring | ❏ Other: … |

Mark the relevant data services (combinations are possible):

- ❏ Data push: Data service consumer pushes data to Data service provider
- ☑ Data pull: Data service consumer requests data from Data service provider
- ❏ Algorithm push: Data service consumer requests an algorithm from Data service provider so that it can process data
- ❏ Algorithm pull: Data service consumer pushes an algorithm to Data service provider so that the algorithm can process the data

Step:	Description:
1	*Financial advisor/Loan provider contacts Consumer to introduce sustainability service and request access to smart meter data*
2	*Consumer is redirected to System operator, where he/she gives authorisation for sharing data with a specific Financial advisor/Loan provider*
3	*Financial advisor/Loan provider requests data set from System operator*
4	*System operator verifies authorisation and shares data*
5	*Financial advisor/Loan provider analyses data to determine energy characteristics of house*
6	*Financial advisor/Loan provider provides support to Consumer in making house more sustainable*

DATA SHARING COALITION

Interaction template example: Benchmarking for industry associations

How to use this template

1. Draw an icon for every role identified in the Description template.
2. Label every icon with the corresponding role and the party/ies who fulfil this role. Write Data service as D.S. for convenience.
3. Draw all interactions between roles in the template
4. Label the interactions in chronological order and mark the relevant data service type
5. Find examples in the appendix

Examples of roles

Households *Entitled party*	IT provider *Enabling party*
Insurer *D.S. consumer*	Accountant *D.S. provider*

↔ Interactions   ① Step in process

Use case name:	Benchmarking for industry associations

Business
Entitled party

Industry Association
D.S. consumer

Accountant
D.S. provider

Frequency of sharing data:	☑ One-time	☐ Continuous
	☑ Recurring	☐ Other: …

Mark the relevant data services (combinations are possible):

- ☐ Data push: Data service consumer pushes data to Data service provider
- ☑ Data pull: Data service consumer requests data from Data service provider
- ☐ Algorithm push: Data service consumer requests an algorithm from Data service provider so that it can process data
- ☐ Algorithm pull: Data service consumer pushes an algorithm to Data service provider so that the algorithm can process the data

Step:	Description:
1	*Industry Association requests standardised financial data from Business*
2	*Business asks its Accountant to share data with Industry Association*
3	*Accountant shares data on behalf of Business with Industry Association*
4	*Industry Association processes data and creates benchmarks on Business individual performance relative to its peers*
5	*Industry Association shares benchmarks with Business*

DATA SHARING COALITION

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Interaction template example: Smart cleaning

How to use this template

1. Draw an icon for every role identified in the Description template.
2. Label every icon with the corresponding role and the party/ies who fulfil this role. Write Data service as D.S. for convenience.
3. Draw all interactions between roles in the template
4. Label the interactions in chronological order and mark the relevant data service type
5. Find examples in the appendix

Examples of roles

Households *Entitled party*	**IT provider** *Enabling party*
Insurer *D.S. consumer*	**Accountant** *D.S. provider*

↔ Interactions   ① Step in process

Use case name: *Smart cleaning*

Building owner/tenant *Entitled party*

← ① — **Cleaning company** *D.S. consumer*

↓ ②

③ ↓   ⑦ ↑

⑤ ↻

Sensor producer *D.S. provider*

← ④ — **Data Service processor** *Enabling party*

⑥ →

Frequency of sharing data:
- ☐ One-time
- ☐ Recurring
- ☑ Continuous
- ☐ Other: …

Mark the relevant data services (combinations are possible):

- ☐ Data push: Data service consumer pushes data to Data service provider
- ☑ Data pull: Data service consumer requests data from Data service provider
- ☐ Algorithm push: Data service consumer requests an algorithm from Data service provider so that it can process data
- ☐ Algorithm pull: Data service consumer pushes an algorithm to Data service provider so that the algorithm can process the data

Step:	Description:
1	*Cleaning company starts a service agreement with the Building owner to provide cleaning services*
2	*Building owner authorises Cleaning party at Sensor producer*
3	*Cleaning company requests information from the Data Processor that will require sensor data*
4	*Data Processor requests access to (specific) data at the Sensor producer on behalf of the Cleaning company*
5	*Sensor producers checks whether Cleaning company is authorised by the Building owner to receive the data*
6	*Sensor producer sends the requested data to the Data Processor*
7	*Data Processor translates the requested data from the Building owner to the information that is needed for the Cleaning company*

DATA SHARING COALITION

Interaction template example: Sharing agricultural IoT data across domains
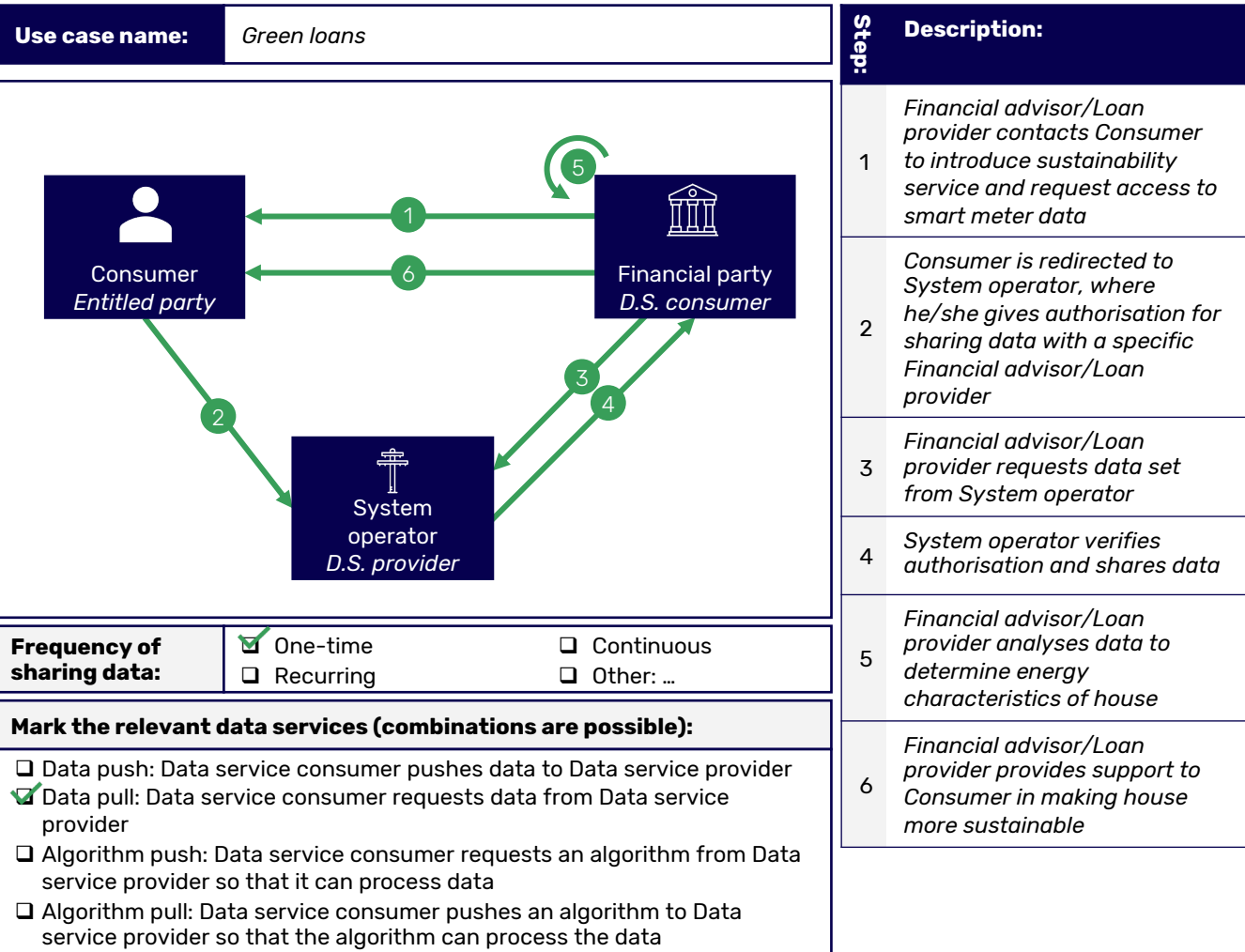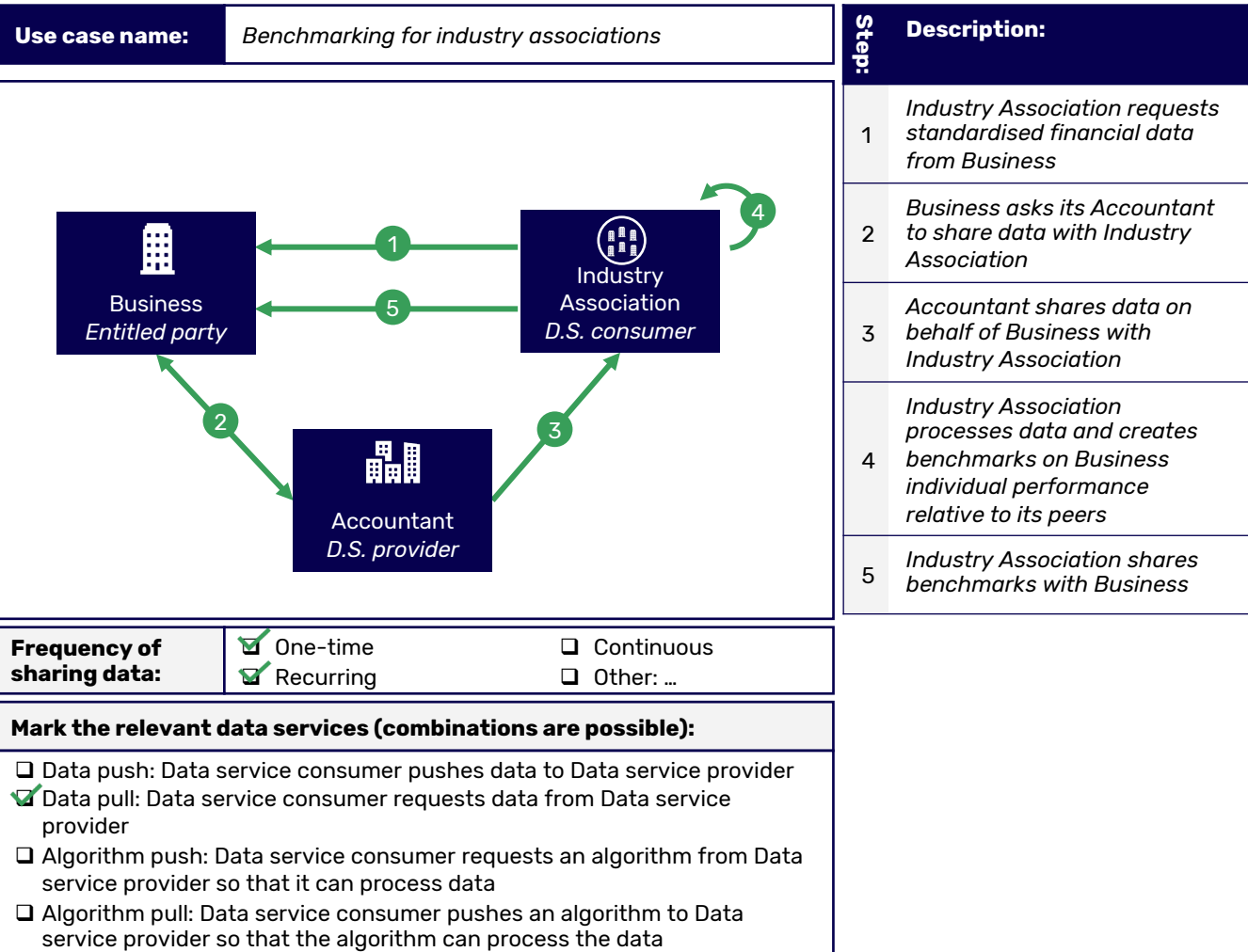
How to use this template

1. Draw an icon for every role identified in the Description template.
2. Label every icon with the corresponding role and the party/ies who fulfil this role. Write Data service as D.S. for convenience.
3. Draw all interactions between roles in the template
4. Label the interactions in chronological order and mark the relevant data service type
5. Find examples in the appendix

Examples of roles

Households *Entitled party*	**IT provider** *Enabling party*
Insurer *D.S. consumer*	**Accountant** *D.S. provider*

⟷ Interactions ① Step in process

Use case name:	*Sharing agricultural IoT data across domains*

Scanning machine(s) *D.S. provider*

Farmer *Entitled party + D.S. consumer*

Service provider(s) *Enabling party*

Identifying party(ies) *D.S. provider*

Acting party(ies) *D.S. provider*

Frequency of sharing data:	☐ One-time	☑ Continuous
	☐ Recurring	☐ Other: …

Mark the relevant data services (combinations are possible):

- ☑ Data push: Data service consumer pushes data to Data service provider
- ☐ Data pull: Data service consumer requests data from Data service provider
- ☐ Algorithm push: Data service consumer requests an algorithm from Data service provider so that it can process data
- ☐ Algorithm pull: Data service consumer pushes an algorithm to Data service provider so that the algorithm can process the data

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Step:	Description:
1	*The Farmer gives the Service provider an assignment to provide a specific service and the necessary authorisations*
2	*The Service provider gives the Scanning machine(s) the assignment to perform a specific scanning activity*
3	*The Scanning machine shares images with the Service provider and Analysing party*
4	*The Service provider shares instructions with Analysing party to process data*
5	*Acting instructions are shared with the Service provider and Acting party*
6	*The Service provider gives Acting party instructions to perform activity based on instructions*
7	*Acting party follows instructions and provides a summary of activity to Service provider*
8	*The Service provider provides Farmer with summary*

DATA SHARING COALITION

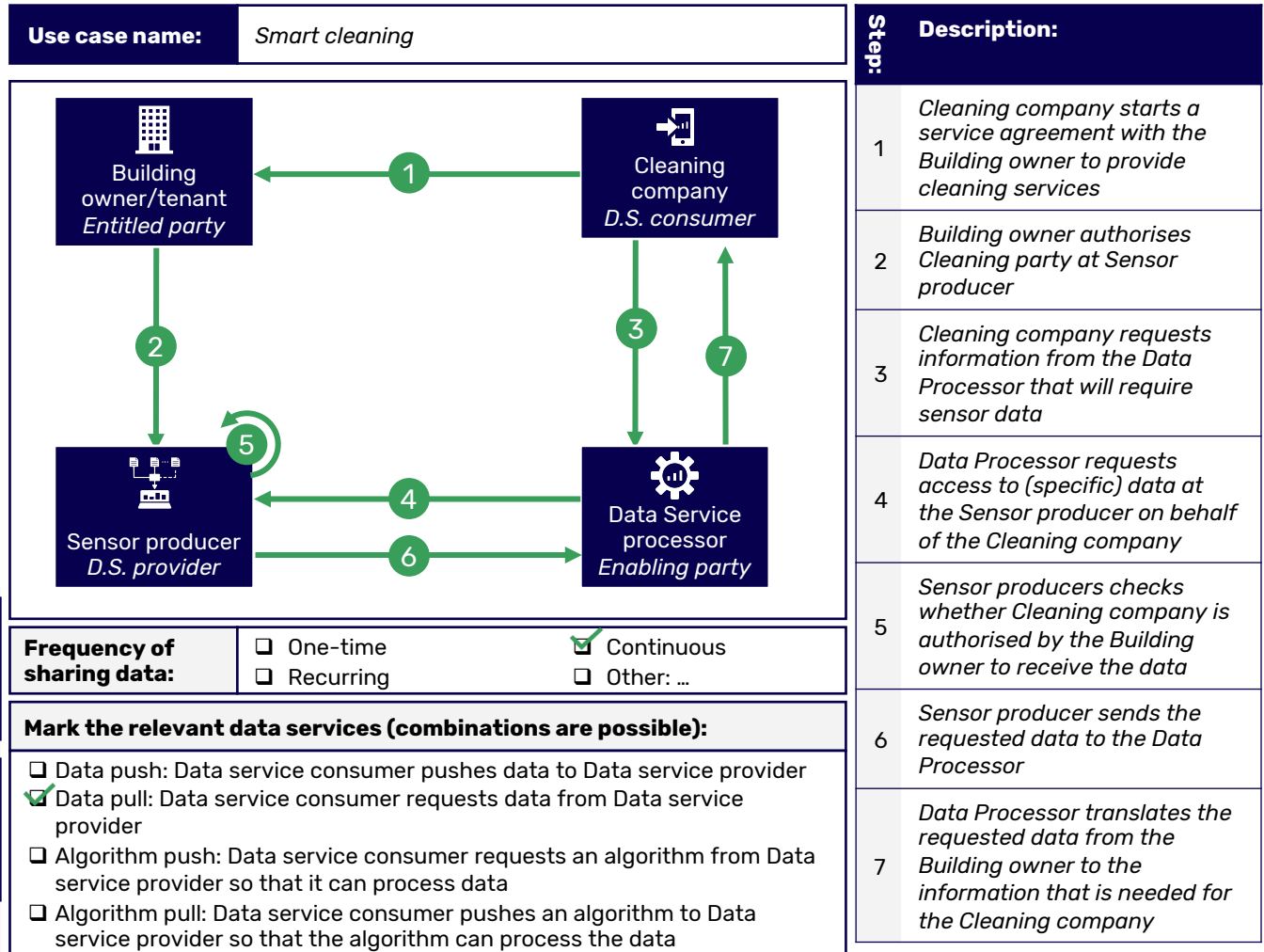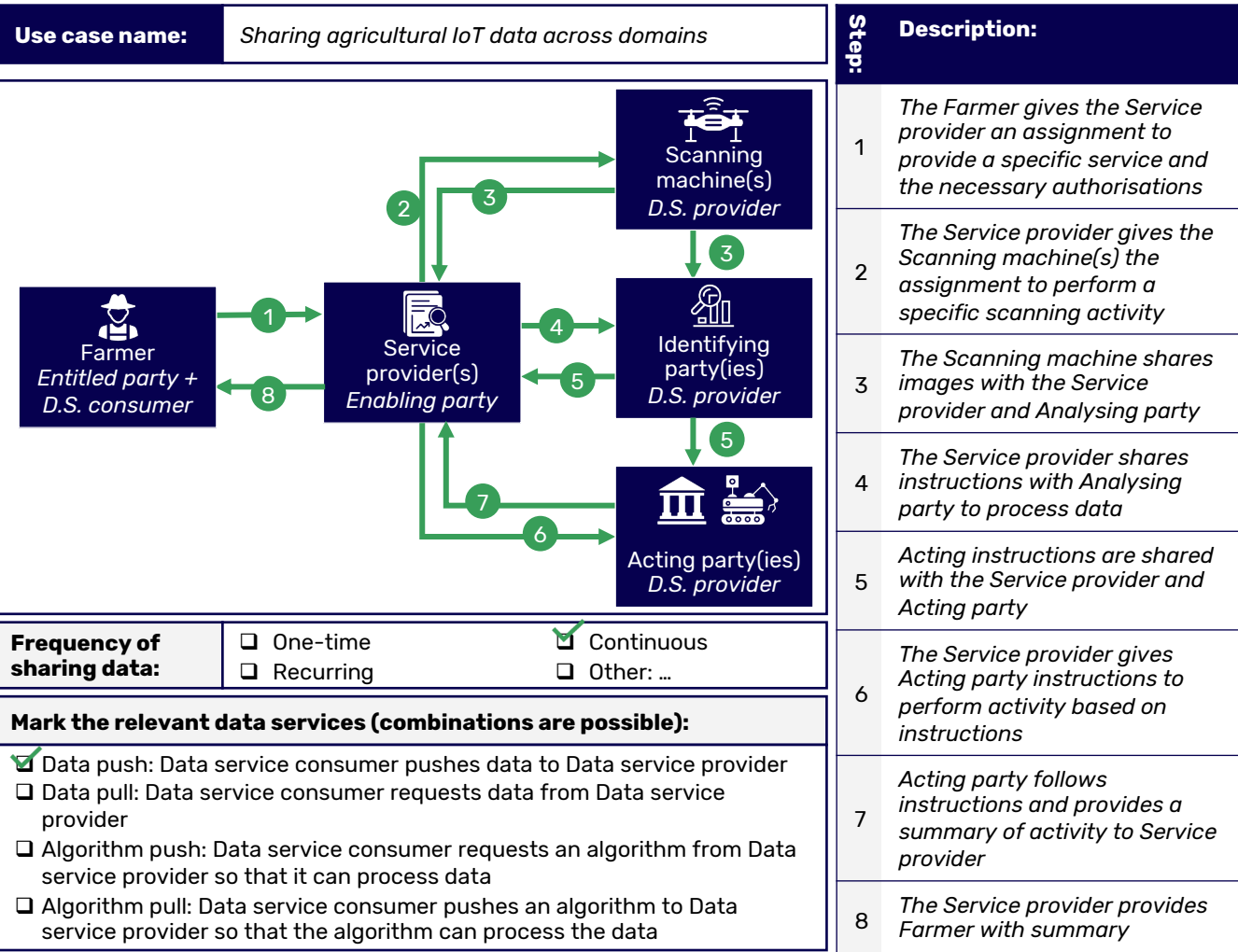# Interaction template example: Sharing freight transport data with insurers
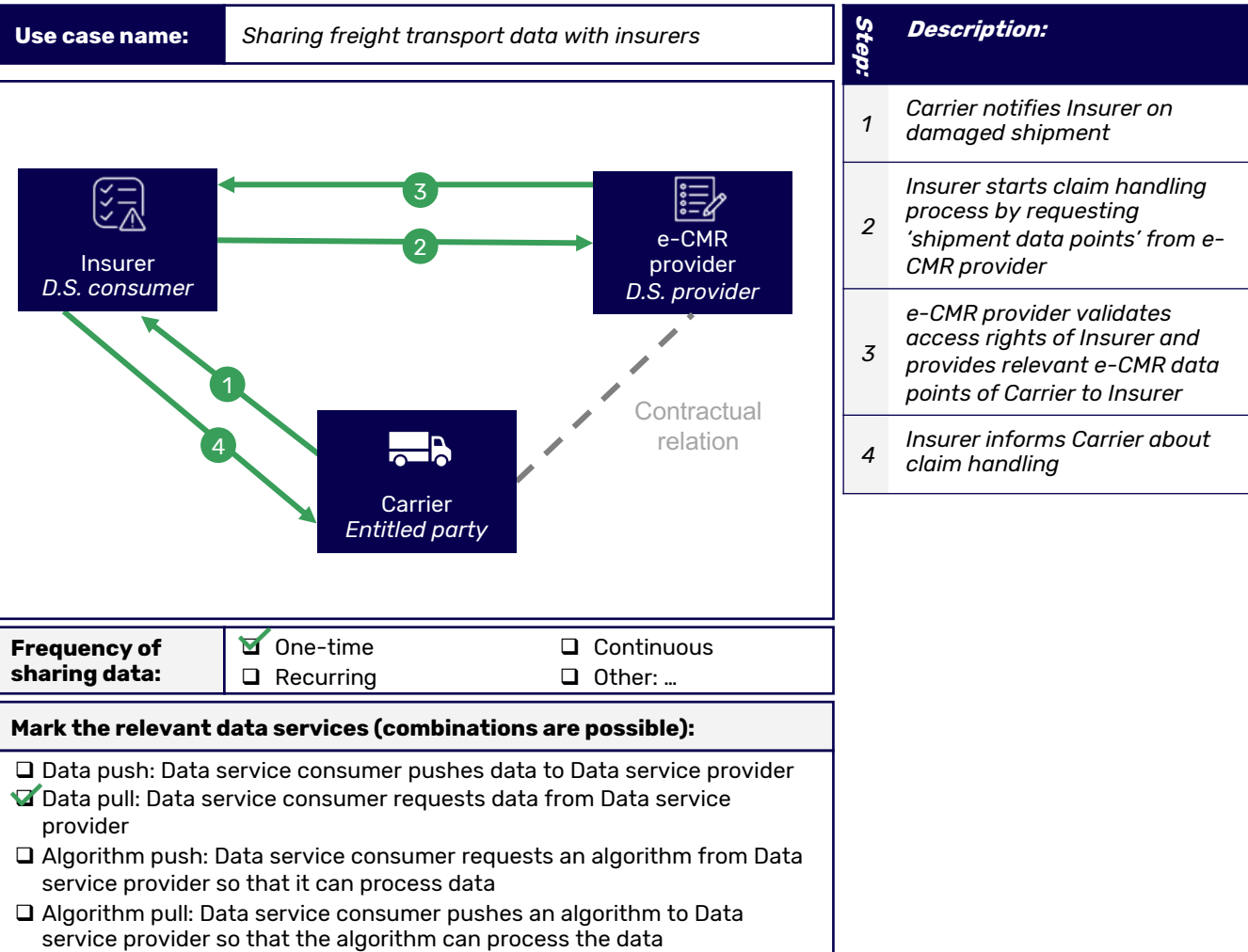
How to use this template

1. Draw an icon for every role identified in the Description template.
2. Label every icon with the corresponding role and the party/ies who fulfil this role. Write Data service as D.S. for convenience.
3. Draw all interactions between roles in the template
4. Label the interactions in chronological order and mark the relevant data service type
5. Find examples in the appendix

Examples of roles

Households *Entitled party*	IT provider *Enabling party*
Insurer *D.S. consumer*	Accountant *D.S. provider*

↔ Interactions　　①　Step in process

Use case name: *Sharing freight transport data with insurers*

Insurer *D.S. consumer*

③ ②

e-CMR provider *D.S. provider*

① ④

Carrier *Entitled party*

Contractual relation

Frequency of sharing data:
- ☑ One-time
- ☐ Recurring
- ☐ Continuous
- ☐ Other: …

Mark the relevant data services (combinations are possible):
- ☐ Data push: Data service consumer pushes data to Data service provider
- ☑ Data pull: Data service consumer requests data from Data service provider
- ☐ Algorithm push: Data service consumer requests an algorithm from Data service provider so that it can process data
- ☐ Algorithm pull: Data service consumer pushes an algorithm to Data service provider so that the algorithm can process the data

Step:	Description:
1	Carrier notifies Insurer on damaged shipment
2	Insurer starts claim handling process by requesting 'shipment data points' from e-CMR provider
3	e-CMR provider validates access rights of Insurer and provides relevant e-CMR data points of Carrier to Insurer
4	Insurer informs Carrier about claim handling

DATA SHARING COALITION

Potential template example: Green loans

How to use this template

1. Describe the potential value for the Entitled party first, as without sufficient potential value the Entitled party will not participate in the use case

2. Complete the table for the other roles with a score as shown in the legend

3. Score the potential of this use case on societal impact

4. Conclude on the potential value by adding up the scores per role. As a rule of thumb, every role in the use case should have at least 2 points (excluding societal impact)

5. Complete the template for the actors separately if you have very different actors per role

6. Look in the appendix for examples of this template

7. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider potential value from perspective of different roles. The scores only offer an indication, as they are subjective

Use case name:	Green loans

What is the potential value for the Entitled party?	*Support from Financial parties for making house more sustainable*
For the Entitled party, does the potential value outweigh the perceived risk associated with sharing data?	**Yes** / No

Examples in appendix ⟫

Legend:

High = 2
Low = 1
None = –

Questions to answer to assess potential value for Data service provider(s), Data service consumer(s) and Enabling party/ies		Data service provider(s)	Data service consumer(s)	Enabling party/ies
Potential revenue increase	Is there potential for extra revenue from new or improved products or services?	–	1	1
	Is there potential for extra revenue from improved customer relation?	–	1	–
	Is there potential for extra revenue from transaction fees from revealing data?	1	–	–
	Is there potential for extra revenue from other sources?	–	–	–
Potential cost reduction	Is there potential for cost reduction due to improved internal efficiency?	–	1	–
	Is there potential for cost reduction due to improved risk management?	–	1	–
	Is there potential for cost reduction from other sources?	–	–	–
Other	Contribution to strategic objectives, part of obligations or ethical branding	2	–	2
	Total per role	**3**	**4**	**3**
Potential societal impact	What is the potential societal impact? This includes many topics, examples are improving sustainability, improving health, reducing poverty, increasing equality or contributing to a more circular economy		2	

DATA SHARING COALITION

Potential template example: Benchmarking for industry associations

How to use this template

1. Describe the potential value for the Entitled party first, as without sufficient potential value the Entitled party will not participate in the use case

2. Complete the table for the other roles with a score as shown in the legend

3. Score the potential of this use case on societal impact

4. Conclude on the potential value by adding up the scores per role. As a rule of thumb, every role in the use case should have at least 2 points (excluding societal impact)

5. Complete the template for the actors separately if you have very different actors per role

6. Look in the appendix for examples of this template

7. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider potential value from perspective of different roles. The scores only offer an indication, as they are subjective

Use case name:	Benchmarking for industry associations

What is the potential value for the Entitled party?	*Provide better insight in individual performance versus peers in sector*
For the Entitled party, does the potential value outweigh the perceived risk associated with sharing data?	**Yes** / No

Examples in appendix

Legend:

High = 2
Low = 1
None = –

	Questions to answer to assess potential value for Data service provider(s), Data service consumer(s) and Enabling party/ies	Data service provider(s)	Data service consumer(s)	Enabling party/ies
Potential revenue increase	Is there potential for extra revenue from new or improved products or services?	–	1	2
	Is there potential for extra revenue from improved customer relation?	–	–	1
	Is there potential for extra revenue from transaction fees from revealing data?	1	–	–
	Is there potential for extra revenue from other sources?	1	–	–
Potential cost reduction	Is there potential for cost reduction due to improved internal efficiency?	–	2	–
	Is there potential for cost reduction due to improved risk management?	–	–	–
	Is there potential for cost reduction from other sources?	–	–	–
Other	Contribution to strategic objectives, part of obligations or ethical branding	1	2	–
	Total per role	**3**	**5**	**3**
Potential societal impact	What is the potential societal impact? This includes many topics, examples are improving sustainability, improving health, reducing poverty, increasing equality or contributing to a more circular economy	–		

DATA SHARING COALITION

Potential template example: Smart cleaning

How to use this template

1. Describe the potential value for the Entitled party first, as without sufficient potential value the Entitled party will not participate in the use case

2. Complete the table for the other roles with a score as shown in the legend

3. Score the potential of this use case on societal impact

4. Conclude on the potential value by adding up the scores per role. As a rule of thumb, every role in the use case should have at least 2 points (excluding societal impact)

5. Complete the template for the actors separately if you have very different actors per role

6. Look in the appendix for examples of this template

7. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider potential value from perspective of different roles. The scores only offer an indication, as they are subjective

Use case name:	Smart cleaning

What is the potential value for the Entitled party?	Improved cleaning services, resulting in e.g. cleaner buildings or lower costs
For the Entitled party, does the potential value outweigh the perceived risk associated with sharing data?	**Yes** / No

Examples in appendix ❯

Legend:

High = 2
Low = 1
None = –

Questions to answer to assess potential value for Data service provider(s), Data service consumer(s) and Enabling party/ies		Data service provider(s)	Data service consumer(s)	Enabling party/ies
Potential revenue increase	Is there potential for extra revenue from new or improved products or services?	1	1	2
	Is there potential for extra revenue from improved customer relation?	–	1	1
	Is there potential for extra revenue from transaction fees from revealing data?	1	–	–
	Is there potential for extra revenue from other sources?	1	–	–
Potential cost reduction	Is there potential for cost reduction due to improved internal efficiency?	–	2	–
	Is there potential for cost reduction due to improved risk management?	–	–	–
	Is there potential for cost reduction from other sources?	–	–	–
Other	Contribution to strategic objectives, part of obligations or ethical branding	–	–	–
	Total per role	**3**	**4**	**3**
Potential societal impact	What is the potential societal impact? This includes many topics, examples are improving sustainability, improving health, reducing poverty, increasing equality or contributing to a more circular economy		–	

Potential template example: Sharing agricultural IoT data across domains

How to use this template

1. Describe the potential value for the Entitled party first, as without sufficient potential value the Entitled party will not participate in the use case

2. Complete the table for the other roles with a score as shown in the legend

3. Score the potential of this use case on societal impact

4. Conclude on the potential value by adding up the scores per role. As a rule of thumb, every role in the use case should have at least 2 points (excluding societal impact)

5. Complete the template for the actors separately if you have very different actors per role

6. Look in the appendix for examples of this template

7. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider potential value from perspective of different roles. The scores only offer an indication, as they are subjective

Use case name:	Sharing agricultural IoT data across domains

What is the potential value for the Entitled party?	New service to decrease pesticides usage and automate pesticide spraying
For the Entitled party, does the potential value outweigh the perceived risk associated with sharing data?	**Yes** / No

Examples in appendix ≫

Legend:

High = 2
Low = 1
None = –

	Questions to answer to assess potential value for Data service provider(s), Data service consumer(s) and Enabling party/ies	Data service provider(s)	Data service consumer(s)	Enabling party/ies
Potential revenue increase	Is there potential for extra revenue from new or improved products or services?	2	–	2
	Is there potential for extra revenue from improved customer relation?	–	–	–
	Is there potential for extra revenue from transaction fees from revealing data?	–	–	1
	Is there potential for extra revenue from other sources?	1	–	–
Potential cost reduction	Is there potential for cost reduction due to improved internal efficiency?	–	2	–
	Is there potential for cost reduction due to improved risk management?	–	–	–
	Is there potential for cost reduction from other sources?	–	1	–
Other	Contribution to strategic objectives, part of obligations or ethical branding	–	–	–
	Total per role	**3**	**3**	**3**

Potential societal impact	What is the potential societal impact? This includes many topics, examples are improving sustainability, improving health, reducing poverty, increasing equality or contributing to a more circular economy	2

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Potential template example: Sharing freight transport data with insurers

How to use this template

1. Describe the potential value for the Entitled party first, as without sufficient potential value the Entitled party will not participate in the use case

2. Complete the table for the other roles with a score as shown in the legend

3. Score the potential of this use case on societal impact

4. Conclude on the potential value by adding up the scores per role. As a rule of thumb, every role in the use case should have at least 2 points (excluding societal impact)

5. Complete the template for the actors separately if you have very different actors per role

6. Look in the appendix for examples of this template

7. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider potential value from perspective of different roles. The scores only offer an indication, as they are subjective

Use case name:	Sharing freight transport data with insurers

Examples in appendix ⟩

What is the potential value for the Entitled party?	*Faster claim handling process* *Lower cost*
For the Entitled party, does the potential value outweigh the perceived risk associated with sharing data?	**Yes** / No

Legend:

High = 2
Low = 1
None = –

	Questions to answer to assess potential value for Data service provider(s), Data service consumer(s) and Enabling party/ies	Data service provider(s)	Data service consumer(s)	Enabling party/ies
Potential revenue increase	Is there potential for extra revenue from new or improved products or services?	–	–	–
	Is there potential for extra revenue from improved customer relation?	1	–	–
	Is there potential for extra revenue from transaction fees from revealing data?	2	–	–
	Is there potential for extra revenue from other sources?	–	–	2
Potential cost reduction	Is there potential for cost reduction due to improved internal efficiency?	–	2	–
	Is there potential for cost reduction due to improved risk management?	–	2	–
	Is there potential for cost reduction from other sources?	–	–	–
Other	Contribution to strategic objectives, part of obligations or ethical branding	–	–	–
	Total per role	**3**	**4**	**2**
Potential societal impact	What is the potential societal impact? This includes many topics, examples are improving sustainability, improving health, reducing poverty, increasing equality or contributing to a more circular economy			–

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Interaction complexity template example: Green loans

How to use this template

1. Start with the results from the Use case scoping step in mind

2. Mark the level of interaction complexity for all 5 questions in the table

3. Take the average the 5 answers to get the final score of the assessment

4. Use this score to estimate what facilities are needed to establish trust and interoperability. A high score means that more extensive facilities are need to arrange the necessary trust and interoperability in the use case

5. Look in the appendix for examples of completed templates

6. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider interaction complexity from different perspectives. The scores only offer an indication, as they are very subjective

Use case name: *Green loans*

Examples in appendix

The two factors	Questions per driver	Per question select the answer corresponding to the use case situation		
		Low interaction complexity	Medium interaction complexity	High interaction complexity
Actor complexity	What is the number of actors involved in the use case?	Few actors ▼		Many actors
	What degree of competition is there between the parties involved that is relevant for this use case?	No competition ▼		Major competition
	If different actors fulfil the same role, how different are these actors?	Very similar / Not applicable ▼		Very different
Data complexity	How different are the types of data shared in your use case?	One type ▼		Many types
	How sensitive is the data being shared for your use case?	Not sensitive	▼	Highly sensitive

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Interaction complexity template example: Benchmarking for industry associations

How to use this template

1. Start with the results from the Use case scoping step in mind
2. Mark the level of interaction complexity for all 5 questions in the table
3. Take the average the 5 answers to get the final score of the assessment
4. Use this score to estimate what facilities are needed to establish trust and interoperability. A high score means that more extensive facilities are need to arrange the necessary trust and interoperability in the use case
5. Look in the appendix for examples of completed templates
6. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider interaction complexity from different perspectives. The scores only offer an indication, as they are very subjective

Use case name: *Benchmarking for industry associations*

Examples in appendix ❯

The two factors	Questions per driver	Per question select the answer corresponding to the use case situation		
		Low interaction complexity	Medium interaction complexity	High interaction complexity
Actor complexity	What is the number of actors involved in the use case?	Few actors	▼ (medium)	Many actors
	What degree of competition is there between the parties involved that is relevant for this use case?	No competition		Major competition ▼
	If different actors fulfil the same role, how different are these actors?	Very similar / Not applicable	▼ (medium)	Very different
Data complexity	How different are the types of data shared in your use case?	One type ▼		Many types
	How sensitive is the data being shared for your use case?	Not sensitive		Highly sensitive ▼

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Interaction complexity template example: Smart cleaning

How to use this template

1. Start with the results from the Use case scoping step in mind
2. Mark the level of interaction complexity for all 5 questions in the table
3. Take the average the 5 answers to get the final score of the assessment
4. Use this score to estimate what facilities are needed to establish trust and interoperability. A high score means that more extensive facilities are need to arrange the necessary trust and interoperability in the use case
5. Look in the appendix for examples of completed templates
6. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider interaction complexity from different perspectives. The scores only offer an indication, as they are very subjective

Use case name: *Smart cleaning*

Examples in appendix

The two factors	Questions per driver	Per question select the answer corresponding to the use case situation		
		Low interaction complexity	Medium interaction complexity	High interaction complexity
Actor complexity	What is the number of actors involved in the use case?	Few actors ▼		Many actors
	What degree of competition is there between the parties involved that is relevant for this use case?	No competition ▼		Major competition
	If different actors fulfil the same role, how different are these actors?	Very similar / Not applicable	Very different ▼	
Data complexity	How different are the types of data shared in your use case?	One type	Many types ▼	
	How sensitive is the data being shared for your use case?	Not sensitive	Highly sensitive ▼	

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Interaction complexity template example: Sharing agricultural IoT data across domains

How to use this template

1. Start with the results from the Use case scoping step in mind
2. Mark the level of interaction complexity for all 5 questions in the table
3. Take the average the 5 answers to get the final score of the assessment
4. Use this score to estimate what facilities are needed to establish trust and interoperability. A high score means that more extensive facilities are need to arrange the necessary trust and interoperability in the use case
5. Look in the appendix for examples of completed templates
6. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider interaction complexity from different perspectives. The scores only offer an indication, as they are very subjective

Use case name: *Sharing agricultural IoT data across domains*

Examples in appendix

The two factors	Questions per driver	Per question select the answer corresponding to the use case situation		
		Low interaction complexity	Medium interaction complexity	High interaction complexity
Actor complexity	What is the number of actors involved in the use case?	Few actors	(Medium)	Many actors
	What degree of competition is there between the parties involved that is relevant for this use case?	No competition	(Medium)	Major competition
	If different actors fulfil the same role, how different are these actors?	Very similar / Not applicable	(Medium)	Very different
Data complexity	How different are the types of data shared in your use case?	One type	(Medium-High)	Many types
	How sensitive is the data being shared for your use case?	Not sensitive	(Low-Medium)	Highly sensitive

Interaction complexity template example: Sharing freight transport data with insurers

How to use this template

1. Start with the results from the Use case scoping step in mind

2. Mark the level of interaction complexity for all 5 questions in the table

3. Take the average the 5 answers to get the final score of the assessment

4. Use this score to estimate what facilities are needed to establish trust and interoperability. A high score means that more extensive facilities are need to arrange the necessary trust and interoperability in the use case

5. Look in the appendix for examples of completed templates

6. Interview stakeholders to validate the result of the template if necessary

Note: The goal of this template is to consider interaction complexity from different perspectives. The scores only offer an indication, as they are very subjective

Use case name: *Sharing freight transport data with insurers*

Examples in appendix ⟩

The two factors	Questions per driver	Per question select the answer corresponding to the use case situation		
		Low interaction complexity	Medium interaction complexity	High interaction complexity
Actor complexity	What is the number of actors involved in the use case?	Few actors ▼		Many actors
	What degree of competition is there between the parties involved that is relevant for this use case?	No competition	▼	Major competition
	If different actors fulfil the same role, how different are these actors?	Very similar / Not applicable	▼	Very different
Data complexity	How different are the types of data shared in your use case?	One type	▼	Many types
	How sensitive is the data being shared for your use case?	Not sensitive		Highly sensitive ▼

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