



# **DSIC Tools – SWOT Research Guide**

A set up for interviewing stakeholders  
in your data space/initiative

2024 Version

# This is a guide for conducting a SWOT analysis with stakeholders of any data space/data sharing initiative

## What can you find in this SWOT Tool:

- Suggested research procedure that one can use to identify stakeholders and conduct interviews with them
- Information deck on data space developments to better align with stakeholders
- Question guide for conducting SWOT interviews

# Content

- Research set up
- Introduction to Data Spaces
- Interview sections:
  1. Current sector position & data sharing status
  2. Perspective on data spaces & your potential role
  3. Functional requirements & challenges

# SWOT research for a data space starts from setting up an interview procedure with identified stakeholders/partners

## Method & results



Suggestions for the SWOT research procedure:

- 1.5 hour interviews (can be set up online or in person)
- Notes to be taken during the interview, and if agreed by the interviewee the session can be recorded.
- The content of the interviews should be kept confidential and the perspectives and opinions given by stakeholders should be incorporated in the overall analysis in an aggregated form.
- Anonymity of interviewees to be assured, however references to the initiative may be made in the final report.
- Recorded responses should be sent for approval before use.

## Interview partners



To conduct research interviews, please find various stakeholder representatives from the sector(s) involved. It is useful to think of various groups to reach a broader understanding of perspectives

### Data providers

- ...
- ...
- ...

### Data Consumers

- ...
- ...
- ...

### Service providers

- ...
- ...
- ...

### Value case owners/end users

- ...
- ...
- ...

Example groupings, adjust to your needs

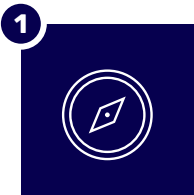
# The SWOT interview consists of 4 sections that validate specific research topics



## High level introduction to data sharing, data spaces, and to your ecosystem

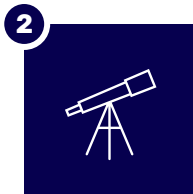
Goal: ensure that stakeholders are on the same page in terms of terminology and concepts

Explanation/  
Introduction  
(if necessary)



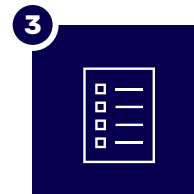
## Current sector position & data sharing status

Goal: understand your current data sharing practices



## Perspective on data spaces & your potential role

Goal: Understand your perception of the value of an ecosystem to the sector and to you, and your potential role



## Functional requirements & challenges

Goal: Understand what functional requirements you want to see in a data space, and what challenges you expect

Interview

# Content

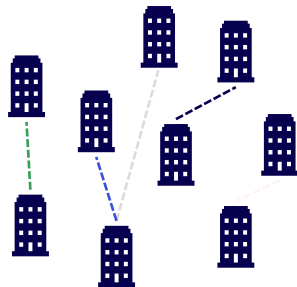
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# Data is a commodity with a large societal value creation potential if it is shared and re-used throughout the economy



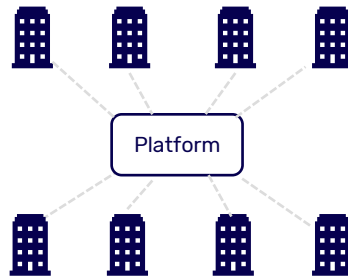
# Data can be shared among sector players using several approaches

## Bilateral relationships



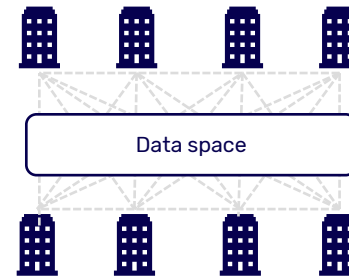
Data sharing via bilateral agreements between individual parties

## Platform



Data sharing via a centralized platform to which all sector parties are connected

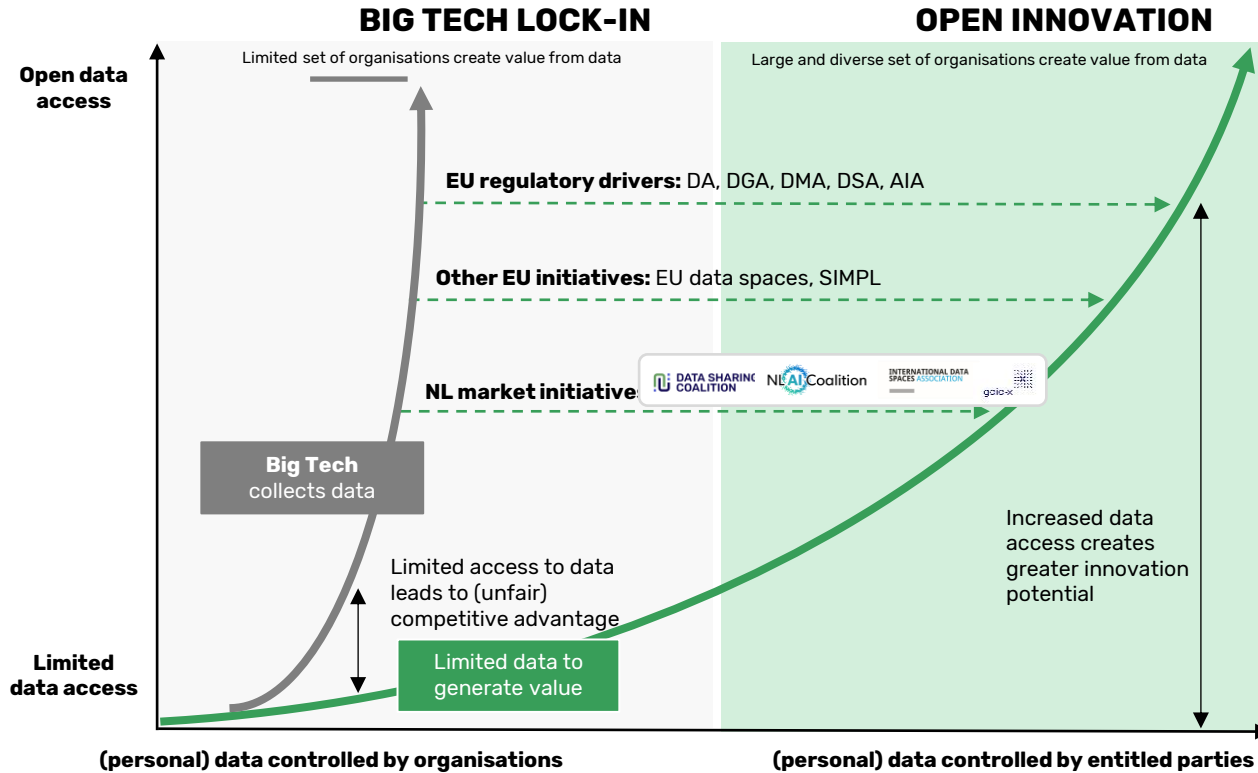
## Ecosystem/data space



Data sharing based on a set of agreements that all connected parties adhere to



# Large-scale data sharing under control of entitled party stimulates innovation and value creation



Source: IMEC, Universiteit Gent, INNOPAY and TNO analysis

# The EU drives innovation by creating a single data market and levelling the playing field through regulation

## EU data strategy



“The European data strategy aims to make the EU a leader in a data-driven society. Creating a single market for data will allow it to flow freely within the EU and across sectors for the benefit of businesses, researchers and public administrations” - European Commission, 2020



“We as the Data Spaces Support Centre want to contribute to the creation of common data spaces, that collectively create a data sovereign, interoperable and trustworthy data sharing environment, to enable data reuse within and across sectors, fully respecting EU values, and supporting the European economy and society.” - Data Spaces Support Centre

### Upcoming regulations stem from the EU data strategy



#### Data Governance Act

Aims to boost data sharing by establishing intermediary trust and making more data available



#### Data Act

Aims to regulate access and portability of IoT data in B2C, B2B & B2G relations



#### Digital Services Act

Aims to create an online environment that is safe for users, transparent, and free from discrimination



#### Digital Markets Act

Aims to prevent “gatekeepers” from imposing unfair market conditions on its platform users



#### Artificial Intelligence Act

Aims to manage associated risks with development and use of AI in systems

And more!

# Data space functionality includes business, governance, legal and technical blocks to aid participants in trusted data exchange

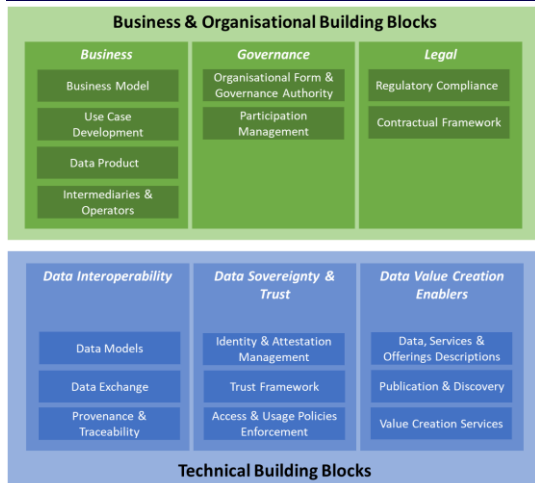
## Data space definition



Data space is:

- the sum of all its participants
- utilising a common infrastructure for trustworthy data sharing,
- based on commonly agreed principles

## Data spaces offer various functionalities for trusted data exchange



Participants in a data space can utilise a set of functionalities within various building blocks:

### Business & organisational building blocks cover:

- Business model arrangements, use case development & setting up marketplaces
- Governance mechanisms for organising and managing data space dynamics
- Legal functionality to support contractual framework(s) and regulatory compliance

### Technical building blocks cover:

- Connectivity & traceability solutions for data exchange
- Digital identity set up for trusted & sovereign exchange (identification, authentication & authorisation processes)
- Technical support for discovery of participants, data offerings, apps & tools

# In line with EU Data Strategy, Dutch landscape of data spaces attracts funding to go from infancy to accelerated development

## Dutch initiatives categorised per sector

Non-exhaustive  
and indicative



## Other Dutch initiatives



## Key figures

- 47 NL data sharing initiatives are in development following Common Data Spaces as identified by the European Commission and 82 Dutch Service Providers supporting developments
- In all 12 EU-specified sectors: Agriculture, Construction, Education, Energy, Finance, Healthcare, Industrial & Manufacturing, Logistics, Mobility, Open Science, Public Services, Smart Cities, & Other
- Currently about 500 Dutch organisations are connected to a 'live' data spaces (mainly through [HDN](#) and [SCSN](#))
- European Commission has pledged €2 billion in the period 2024-2027 to pursue the objectives of the EU strategy for data
- For detailed insights see CoE-DSC Dutch Data Sharing Landscape Scan [here](#)

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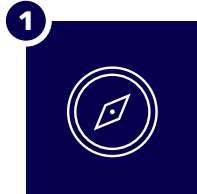
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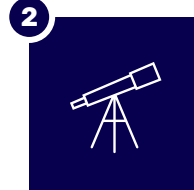
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Interview

# Section 1: Current sector position & data sharing status

## We want to understand:

Your current position in the <sector's> data sharing landscape

Your current operations and data sharing activities

## Questions:

- Can you describe your role in the <sector(s)> ecosystem?
- How important is data sharing in your business operations?
- How does your organization currently engage in data sharing (with what parties, for what purpose)?

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# Section 2: Perspective on data spaces & your potential role

## We want to understand:

For your organisation	The potential value you see in joining a data space ecosystem	For the sector	The opportunities you see in implementing a data space approach
	The potential challenges/barriers you see in joining a data space ecosystem		The challenges you see in implementing a data space approach

## Guiding questions:

### For your organisation:

Imagine, there is a data space organised in <your sector(s)>:

- What could be your role in that data space? Do you foresee a use case that you can participate in?
- What is the perceived impact from joining this data space?
  - What is the value in joining a data space ecosystem? (Any improvements to your business operations, unlocking new value?)
  - What potential challenges/barriers do you see in joining a data space (e.g. risks, costs, etc.)
  - What is the impact to your organization if you don't join the data space?
- What changes to your operations do you think joining the data space will bring?
  - How would a data space change data sharing in your daily operations?
  - How would a data space approach change your data management?

### Generally, for the sector:

- What opportunities do you see in implementing a data space approach in mobility sector in general?
- What challenges do you see in implementing a data space approach in mobility sector in general?

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# Section 3: Functional requirements & challenges

## We want to understand:

Perspective on functionalities needed in a data space

Perspective on functional challenges in a data space

Perspective on characteristics of a data space that would provide added value for you

## Guiding questions:

- What functional needs do you have when it comes to sharing data with other parties?
  - Think of: Ease of use, latency, data quality, data security, technical integration, etc.
- What functional challenges do you foresee in a data space approach when compared to your current method of data sharing?
  - Governance considerations
  - Legal considerations
  - Technical considerations
- What functionality would you want to have (in general), that you do not have now?
  - Could a data space offer this functionality?

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