

Open Data Re-use by OECON Group

January 2017





“Open Data is information collected by public or private bodies and made available for reuse”

The Company

OECON Group is a company situated in Thessaloniki, Greece and founded in 2003. They are active in the Business Consultancy, International Business Relationships, Funding Preparation and Education

<http://www.oecon.gr/>

Key Facts



Type & Ownership

- For-profit organisation
- SME active as education & training provider

Employees

- Approx. 10 permanent staff experts

Open Data



Importance

- 0 – 5 % turnover linked to Open Data
- 6 – 10 FTE working on Open Data

Data

- Domains:
 - Companies
- Countries
 - OECON collects Open Data from all countries it is working with
- Sources:
 - OECON uses both Open Data portals from the public sector and Open Data from the private sector.

The Business Model: OECON Group is a Supplier

Clients

- B2B and B2C

Sources of revenue

- Selling services

Distribution mechanism

- Directly to the client

“We provide a number of consulting services for our clients in the form of research, development or assists in the application of national or European funding programmes”



The challenges with Open Data

Finding Open Data

- Is difficult due to the search functionality on the Open Data platforms

Working with Open Data

- Does not require additional skills

Commercialising Open Data

- OECON uses Open Data to enhance their services, for Process optimisation, Data as a service, information as a service and answers as a service

Jobs and Open Data

Profile

- They foresee to hire a manager to develop their platform

Skills

- Typical skills are statistical, technical skills and business insight

Training

- OECON does not provide particular training on Open Data skills

Language

- Greek, English, Swedish, French and Bulgarian



Open Data for OECON



Most important benefit

“Open Data provides us with an extra source of information for the research we are doing for our clients”



Most important barrier

“The searching tools of the Open Data Platforms are not developed sufficiently in order to find data”



Wishlist

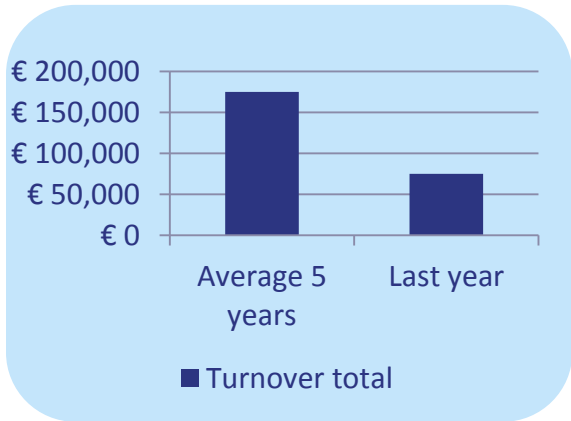
“More information about companies, for example on the ownership or their partners”



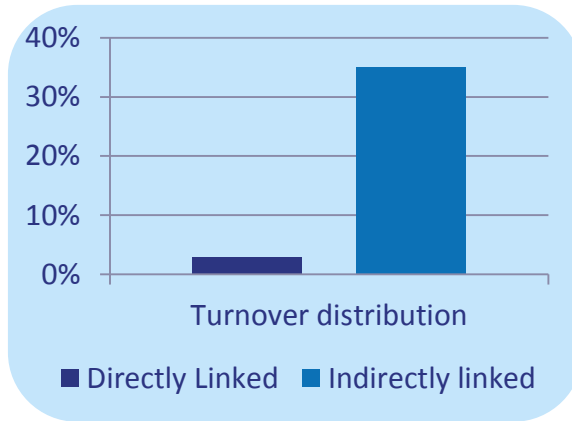
Success factor

“To have Open Data which is up to date and in an easy to use format”

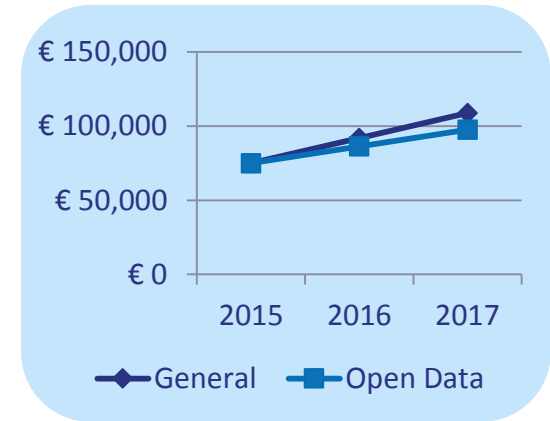
Turnover total



Turnover linked to Open Data



Forecasted growth



All of the OECON Group experts use Open Data as a source of complementary information!