

Open Data Re-use by OpenOpps.com

January 2017

Open Opps 



EUROPEAN
DATA PORTAL

“Open Data enables the development of new products and services”

The Company

OpenOpps.com is a company from the United Kingdom founded in 2015. It is active in Business Services, enabling businesses to find opportunities to sell products and services to government.

www.openopp.com

www.spendnetwork.com

Key Facts



Type & Ownership

- For-profit organisation
- The CEO

Employees

- 0 – 5 FTE internal
- 0 – 5 FTE external

Open Data



Importance

- 96– 100% turnover linked to Open Data
- 0 – 5 FTE working on Open Data

Data

- Domains:
 - Statistics & Company
- Countries
 - Global
- Sources:
 - European Data Portal
 - National Open Data Portal
 - Directly from the public organisation

The Business Model: Enricher Clients

B2G and B2B

Sources of revenue

Subscriptions

Distribution mechanism

Website



“We publish information on tenders for contractors to identify new business opportunities”

The challenges with Open Data

Finding Open Data

Difficult

Working with Open Data

Is hard because of the dependency on the providers

Commercialising Open Data

OpenOpps commercialises Open Data by converting the data within it into a new product

Jobs and Open Data

Profile

Data Scientist

Skills

Statistical, Analytical & Communication

Training

Is provided to the researchers and developers in a subject of their choice

Language

English

Open Data for OpenOpps.com



Most important benefit

“Open Data enables us to combine multiple datasets into one, creating new sources of information”



Most important barrier

“The biggest challenge is to make governments aware how publishing data could create benefits for them”



Wishlist

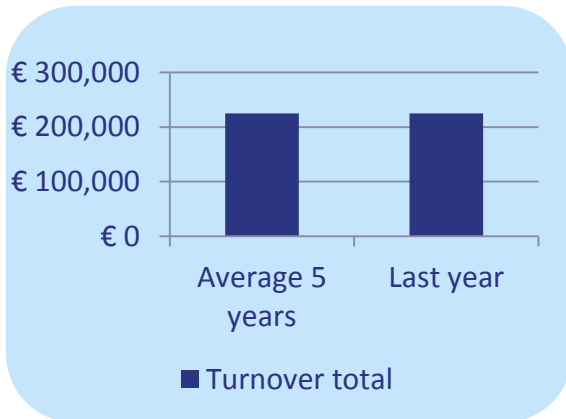
“Detailed (public) contract information with a link to an identifier of the supplier”



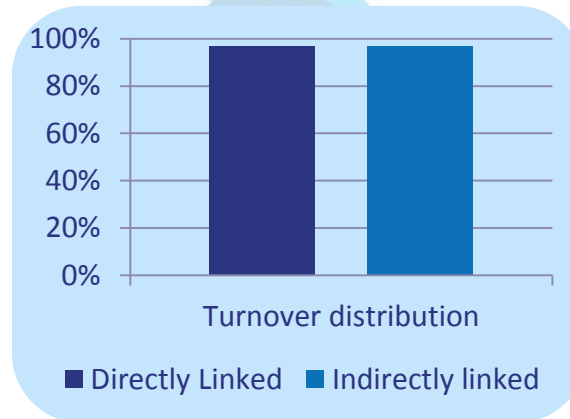
Success factor

“Patience, both in getting the data and working with the data”

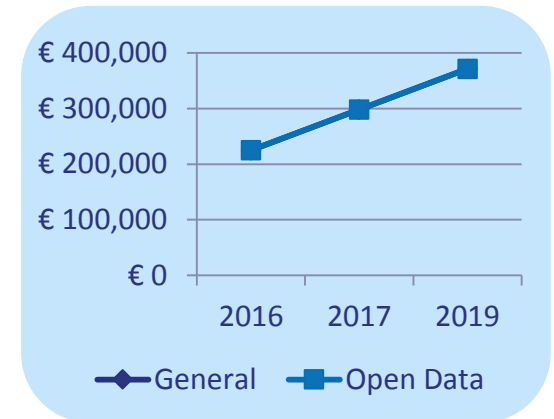
Turnover total



Turnover linked to Open Data



Forecasted growth



By aggregating Open Data, OpenOpps.com provides one central place to find out about tenders from over the world!