



The Knowledge Based Economy

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- Who we are and what we are doing
- Tips to stimulate the discussion
 - The main barriers we identified
 - Barriers seen as challenges
 - Challenges turned into opportunities
- Messages to be delivered

- We are a micro-enterprise specialized in geospatial technologies
- We are based in Southern Italy
- We are deeply involved in projects dealing with INSPIRE implementations

eENVplus



SME /
SPIRE



GeoSmartCity



- The main barriers we identified:
 - Organizational barriers (within the consortia and with the Clients)
 - Technical barriers
 - Financial barriers

- Organizational barriers within the consortia:
 - Misalignment of technical competencies between partners

- Organizational barriers with the Clients:
 - Misalignment of technical competencies between the Client and the Supplier
 - Heterogeneity of the organizational structures of the Client's departments/agencies responsible for the management of the relevant geospatial information

- Technical barriers:
 - Misalignment between different data policies
 - Complexity of some data remodelling activities

- Financial barriers:
 - Awarded contracts won offering a price much lower than the reference one (-40 %)
 - Unfavorable payment clauses (30% advance payment after the contract signature) and 70% balance payment at the end of 24 months projects after final acceptance of all deliverables

- Barriers seen as challenges:
 - **Investing** in filling-in knowledge gaps:
 - increasing the manpower (+ 30%)
 - increasing the time allocated to deepen INSPIRE technicalities (almost 100%)
 - self-training (thorough analysis of INSPIRE DS and practice with the data transformation tools and the data harmonization workflows)
 - communicating and sharing information

- Barriers seen as challenges:
 - **Investing** in filling-in communication gaps:
 - **spending** more effort in supporting less aware partners and Clients

- Barriers seen as challenges:
 - **Investing** in filling-in cash-flow gaps:
 - getting from the bank an increased credit limit

- Challenges turned into opportunities:
 - The increased technical competencies:
 - increased our competitiveness
 - increased our productivity
 - created new market opportunities
 - increased our turnover

Conclusions/messages

INSPIRE 2.0: don't leave
us alone!



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DaaS, SaaS, PaaS, IaaS, ...

... INSPIREaaS

Not a sales pitch, rather a
networking invitation!



Let put passion in our
work!



I 
INSPIRE