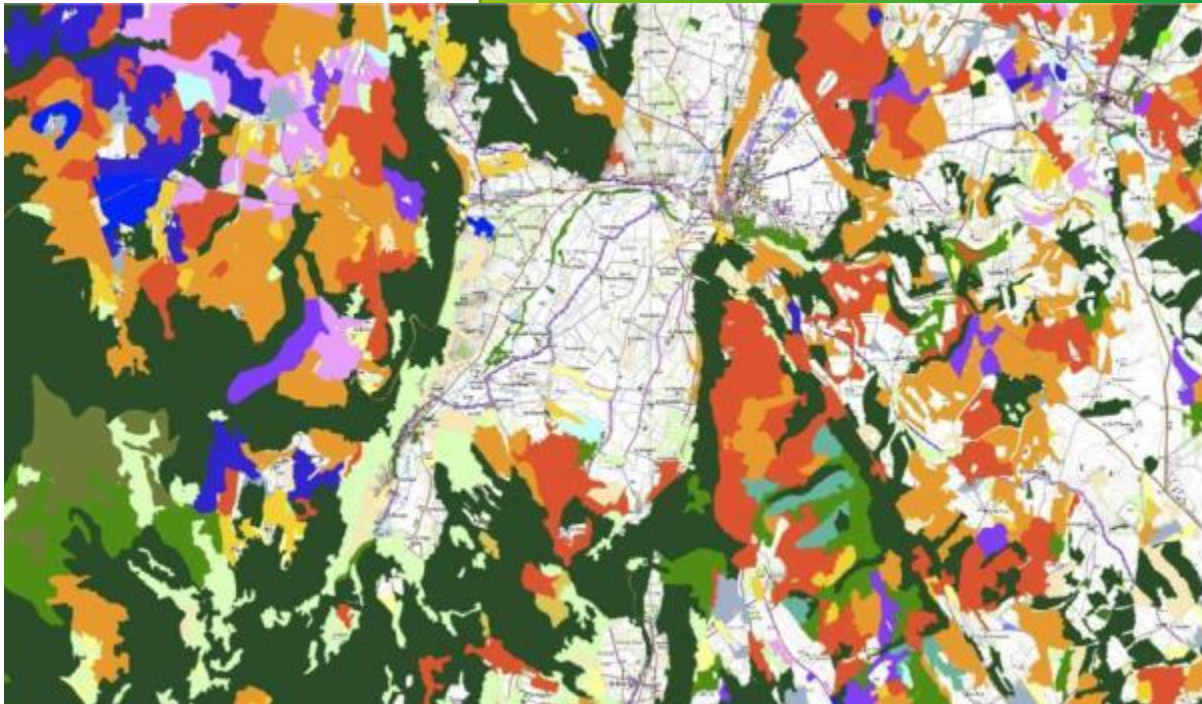




INSTITUT NATIONAL
DE L'INFORMATION
GÉOGRAPHIQUE
ET FORESTIÈRE

IGN-FRANCE'S STRATEGY FOR MAKING ITS FUNDING MODEL SUSTAINABLE IN TERMS OF OPEN DATA

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HOW IGN- FRANCE'S **BUSINESS AND FUNDING MODEL EVOLVED**

CORE BUSINESS OF IGN

Type of organisation of “Institut national de l’information géographique et forestière” (National Institute of Geographic and Forest Information - IGN)

A **government agency**

- 📍 Tutelage of the ministry in charge of sustainable development and the ministry in charge of forest



Core business of IGN

Mission: maintain **multi-thematic description of the national territory**

- 📍 Ensure all necessary representations (digital or paper)

Initial “value proposition”: supply a **reference description**

- 📍 Authoritative
- 📍 Quality level standard



EVOLUTION OF IGN OVERALL DIRECTION

Before data opening

IGN required by government to do its best to carry out its mission



New context: data opening

Major change in 5-year time

- 📍 2016: French law makes all IGN data free for public bodies
- 📍 2019: PSI “Open Data” directive introduces notion of High Value Datasets
Prime Minister decides all IGN’s datasets shall be free from 2022 on
- 📍 2021: Opening all IGN data for everyone



Immediate impact on IGN’s overall direction

IGN’s purpose is to meet the **needs of public policies**

- 📍 Must shift its focus further in that direction
- 📍 Expected to work on core data productions
 - **Require to be mastered by the public decision makers (“sovereign data”)**
 - **Technically complex**
- 📍 Must abandon competitive market



IMPACT ON IGN FUNDING MODEL

From a model driven by **grant and sales...**

“Grant for public service charge”

- 📍 **not assigned to specific activities**
- 📍 **balancing the IGN budget**
- 📍 **completed with specific works fees and professional market incomes**

...to a model driven by **project funding**

Grant assigned to core services only
(geodesy production, training programme...)

- 📍 **Data opened since 2021**
- 📍 **Loss of royalty income, not compensated by the grant**
- 📍 **Obtaining specific funding for new projects beforehand**

IGN Budget ~160 M€ including:	Basic financing model
<u>Grant for public service charge</u> : ~85 M€ (note: less than personnel costs: ~110 M€)	Public service for which government agrees to finance using <u>tax-payers money</u>
- Works for <u>Ministry of Defence</u> : ~35 M€ - Works for <u>Min. of Agriculture (LPIS)</u> : ~12 M€ - Grants from <u>other public bodies</u> : ~8 M€	Public service for which government requires <u>public bodies to finance</u>
<u>Professional market</u> : ~10 M€ Including data licences: ~2.5 M€ Open data → gradual decrease	Services for which some <u>users</u> (public and/or private sector) <u>must pay</u>
<u>General Public</u> (mainly sales of paper maps): ~8 M€	Service for which the <u>public</u> are required to <u>pay</u>





HOW IGN- FRANCE ADAPTED ITS STRATEGY TO THOSE CHANGES

HOW IGN FUNDS NEW PROJECTS (1)

Obtaining **specific funding** beforehand

Project-based **fund-raising** and/or **financing rounds**

- 📍 At national level (ministries, local authorities...)
- 📍 At European level (consortiums to answer tenders)

Funding by **one sponsor**

Ministries funding **specific IGN activities** entirely

- 📍 Ministry of Defence (defence projects)
- 📍 Ministry of Agriculture (French LPIS)

Sponsors entirely funding **a specific project** meeting their needs

- 📍 Ministry of Ecology
- 📍 French Office for Biodiversity



HOW IGN FUNDS NEW PROJECTS (2)

Funding **cross-sectoral** projects

Funding windows allow IGN to receive **specific grants** contributing to projects that meet many needs

Funding completed with **financing rounds** organised by IGN

- 📍 General Directorate for Risk Prevention
- 📍 Ministry of Agriculture
- 📍 National Forests Office,
- 📍 local authorities
- 📍 ...

New **major projects** funded

- 📍 OCS GE (automatic production of a large-scale land cover product)
- 📍 Lidar HD: about 40 M€
- 📍 Géoplateforme

Being co-funded, these projects lead IGN to the issue of **shared governance**





**PROSPECTING NEW
PARTNERSHIPS TO
MAKE IGN-FRANCE'S
FUNDING MODEL
SUSTAINABLE**

NEW PARTNERS: COMMUNITIES

Geo-commons strategy

3 ambitions for IGN

- 📍 Observer
- 📍 Stakeholder
- 📍 cartographer

10 projects (including sharing places and programmes)

Objective: to gather IGN, **potential partners, users** around common (open) geospatial data and tools

Incubator “Fabrique des géocommuns”

Supporting the development of open-sourced software programs, open hardware and open datasets linked to geospatial information

Developing innovative public services intended to become digital commons.

- 📍 Construction of a national address database
- 📍 Open alternative to Google street view (Panoramax).



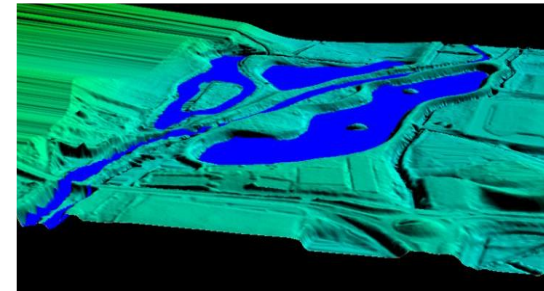
NEW PARTNERS: START-UPS AND SMEs

Incubator “IGNfab”

Since 2015, establishing partnerships with **start-ups** and **SMEs**

Objectives:

- 📍 urging on the development of services based on IGN data
- 📍 accompanying news partners

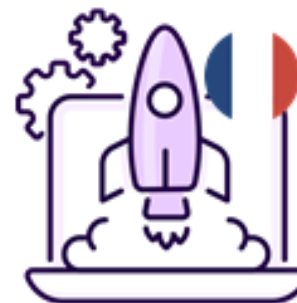


NEW PARTNERS: PRIVATE COMPAGNIES

Datalliance strategy...

Objective:

- 📍 to implement IGN response to sponsors' needs, **more quickly and with greater innovation**
- 📍 to **remove technological or capacity barriers**
- 📍 by teaming up with compagnies that have already developed technologies we currently miss



...to focus on networking

Exchange group with companies selected

- 📍 for their capacity to innovate
- 📍 with scale-up issues



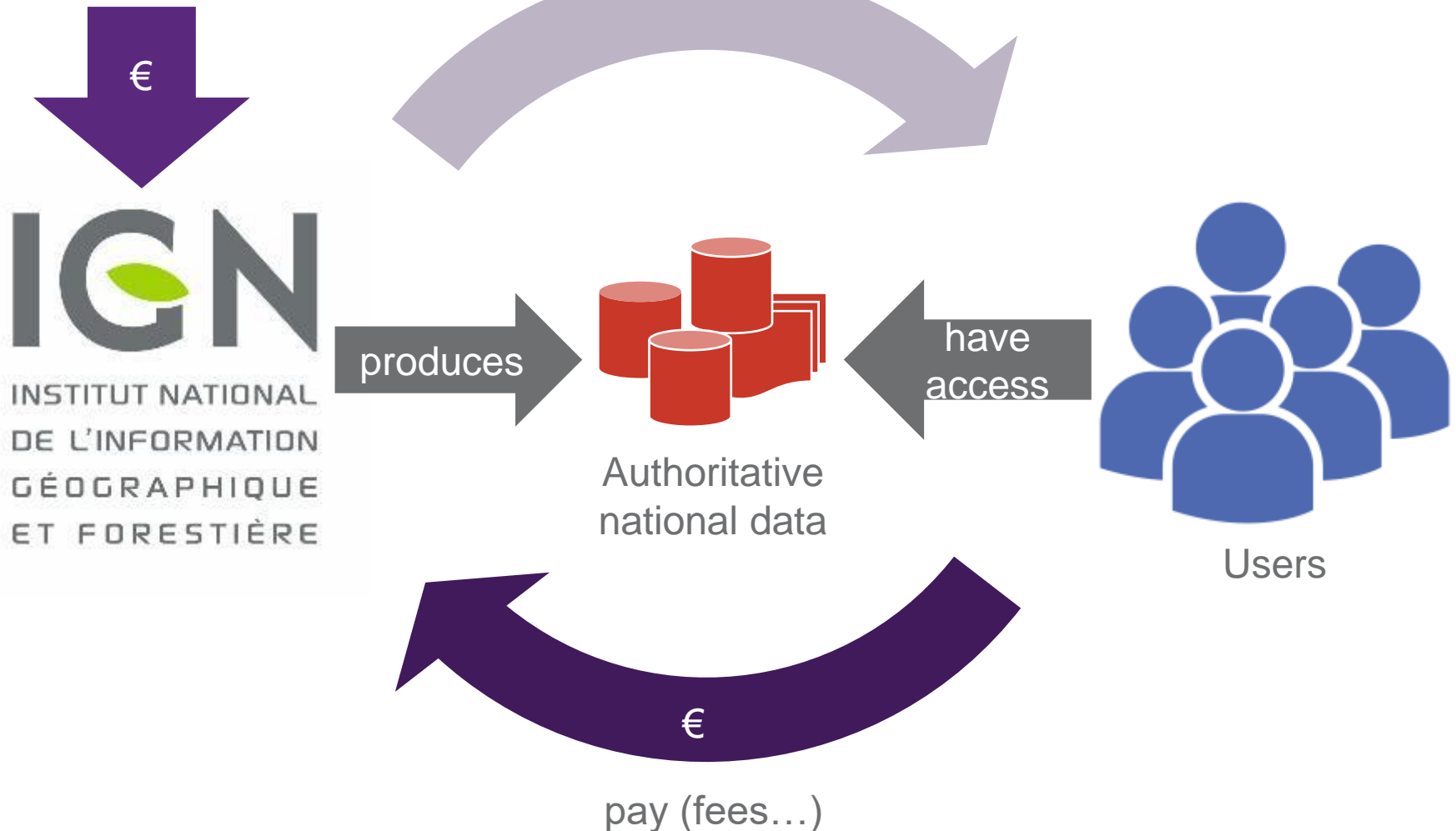
...to focus on specific projects

To meet a sponsor's need (e.g.: a ministry)

- 📍 **Sovereignty of the solution ensured by IGN**
- 📍 **Obligation of means (transparency, sovereignty) and results**

CONCLUSION: FROM IGN'S PREVIOUS STRATEGY...

grant for public
service charge



CONCLUSION: ...TO IGN'S NEW STRATEGY

grant for public service
specific charge grants

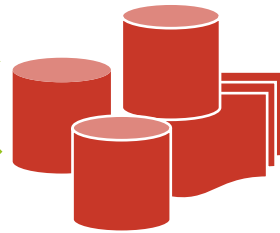
is in partnership with



certifies

contributes

validates



Geo-communs,
open data

contribute



Users,
stakeholders,
partners

Reference
player

are in partnership with

CONCLUSION

Evolution of IGN's model

Supply not only useful data, but also **indispensable data**

Open data favouring the **partnerships** necessary for our economic balance

Thank you for your attention

