# European Cloud Accelerator Workshop

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# Business Models & Requirements

## Dataspace as a Service Constituent Groups

- Top-level enterprises
- Dataspace associations
- Cloud services providers
- Trust framework providers
- Government
- Supply chain participants (SMEs)

## Discussion Points

- Regulatory and/or business mandates that will drive behaviors
- Primary and secondary objectives
- What does success look like?

# Scale & Segmentation

## Enterprises Supply Chain

- For regulatory reporting, how deep into the supply chain must data be collected?
- Is there segmentation of supply chain actors that may require different approaches to achieve scale?
- Can we clarify milestones needed for establishing that a data sharing solution is on-track over time?

## Associations & Cloud Services

- What are the practical limitation to how many participants can be onboarded into the dataspace?
- Is there a practical limit to how many customers a CSP can service?
- Is there simple math that defines how the Associations and CSPs can meet the scale demands?

# Incentives

## Behavior Drivers

- Can we identify the core drivers per constituent group?
  - Example: regulatory mandate→enterprise supply chain requirement
  - Example: enterprise supply chain mandate→SME adoption of a cloud service
- Can we differentiation between types of drivers (i.e., carrot and stick)?

## Targeting Incentive Programs

- Are there funding sources that can be used to target dataspace adoption at scale?
- Will the technology solution require tooling or reporting to facilitate incentive programs performance?
- How can we maximize scale by using incentive programs?

# Labeling and Evaluation

## Trust and Politics

- What trust is required within the dataspace as a function of security?
- What political factors must be considered as a function of trust within the dataspace?
- How do we think about regional trust overlayed with global supply chains and global data flows?

## Frameworks & Programs

- Which frameworks must be supported at initial implementation? Are there others to be addressed over time?
- Does evaluation need to be validated, or will self-attestation be sufficient?
- How does manual validation affect the ability to achieve scale?

# Metrics, Measurement, & Reporting

## Finding the right numbers

- Can we settle on a limited set of essential metrics that will unify the community of actors on shared objectives?
- What is needed to measure those metrics?
- What kind of reporting will be needed to provide evidence back to funding sources for incentive programs, etc.?

# Marketing & Communications

## What Story to Tell and When

- Is the story about an ECA or a broader dataspaces initiative?
- What would an ideal "launch" look like?
- What kind of marketing will need to be done for SME awareness?
- Is there interest in an ECA Advocacy Forum?