



DATA VENTURES



Data Ventures uses the best of Stats NZ to create value for New Zealand in ways others have not explored.

We have a focus to experiment with “what ifs” while teaming up with others to create commercial partnerships.



INCEPTION

“Data Venture is about realising the IP Stats NZ has internally, and making it available for others to partner with us to build great new products and services.”

Liz MacPherson

*CE Stats NZ,
Government Statistician &
Government Chief Data Steward (GCDS)*



DATA VENTURES

WHY

At Stats NZ, there is no lack of ideas around the opportunities that can be achieved with the right people and data.

Stats NZ typically focuses around creating official government statistics to support critical decisions.

Often there are inspirations of what other products Stats NZ could build around the data. Sometimes these inspirations are from people wanting to work with us on commercial partnerships using our IP. **This is where Data Ventures comes in.**

“For every tree that’s cut down, Stats NZ takes the wood and Data Ventures uses the sawdust and bark. <TO IMPROVE>”

Drew Broadley
Director of Data Ventures

VISION

Where data is valued.

The value can be from the money that is made from developing commercial products and services, it can be the value gained internally for the people who work at Stats NZ, it can be through the partnerships (NZ Govt and private sector) it creates for others to do things, the currency it creates or the intangible value where people are better off for knowing it.



DATA VENTURES

WHAT

Data Ventures focus is creating joint ventures with other parties, those being businesses and/or government for commercial gain.

Data Ventures isn't about the traditional model of us paying a supplier for developing a product for us. Instead, in the Data Ventures model the client and supplier negotiate their contributions as partners, invest accordingly and receive a share of returned value (typically revenue).



DATA VENTURES

WHAT

When Partnering with Data Ventures, you gain access to:

- Data Scientists/Analysts/SME's from a wide range of disciplines
- Access to the IP of data, metadata, methods and models to build products/services upon
- The trust and assurance that comes with the Stats NZ brand to give confidence in your product/service offering to the market



DATAVENTURES

WHAT

A few unique approaches to Data Ventures:

- 3:1 ratio of commercial to social good ventures
- We will be testing not just the opportunities, but the partnered team.
- Any opportunity that fails to pass a gate at any point in the pipeline is packaged up (excluding any data) and then released as open source to the public so it has another chance.
- Data sourced from DV to Stats NZ <IMPROVE>



DATAVENTURES

MISSION

To find value where others have not looked
and create a viable set of products and
services based on working with others.

We aren't always the experts <IMPROVE>.

We work with others in joint ventures using data to create
amazing products and services.



DATAVENTURES

HOW

Data Ventures offers a pipeline for opportunities to be run through a three gate approach.

First gate: clearly articulate opportunity by interacting and identifying potential customers.

Second gate: prove the opportunity market fit, technology, any partnerships required and size of effort to launch.

Third gate: secure first consumer, confirming value and future funding.



DATA VENTURES

PEOPLE

Core team

Drew Broadley

Director Data Ventures

Hollie Kane

Product Coordinator

Robert Chiu

Product Manager

Blair Willems

Product Manager

TBC

CX Manager

Board**

Liz MacPherson

Stats NZ CE / GS / GDS

Kelvin Watson

Stats NZ Deputy CE

Victoria MacLennan

Independent Board Member

** Seeking two more
independent board
members

Advisory Boards

Internal

Five board members sourced
from inside of Stats NZ

External

Five board members sourced
independently of Stats NZ

Customer

A range of potential
customers, partners or
sponsors interested in current
and future Data Ventures
products and services



DATA VENTURES

WHAT

What have we achieved so far?

- Interviewed over 40 Stats NZ people to help form the vision and mission
- Developed Data Ventures brand and website
- Formed the core team
- Developed core business model and tested for interest
- Designed the initial Data Venture pipeline modelled off of past experience and other examples



DATAVENTURES

WHAT

What is success for Data Ventures in the next 12 months?

- 10 Ventures reaching “second gate”
- 10 Partnerships formed across private and government
- 1+ Venture reaching “third gate” in market with customers
- 3:1 ratio of commercial to social good ventures
- Improved and proven Data Venture gates pipeline
- 10+ customers on Customer Advisory Group
- 20+ staff of Stats NZ have been part of the Data Ventures experience



DATA VENTURES

NEXT

The next phase of Data Ventures.

- 20th Feb: Brand launch
- EOI for Stats NZ people to get involved
- 1st Mar: First venture goes through dry run of gates
- 30th Mar: Customer Group formed and active



DATAVENTURES



DATA VENTURES

Drew Broadley / drew@dataventures.nz / +64 21 519 711