Offering and Experiences of the European Federation of Data-driven Innovation Hubs

“Impact of the Federation”

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If you can not measure it, you can not improve it.

~ Lord Kelvin

If you want it, measure it. If you can't measure it, forget it.

~ Peter Drucker

It is wrong to suppose that if you can't measure it, you can't manage it – a costly myth

~ W. Edwards Deming

...can't measure it, you probably can't manage it... Things you measure tend to improve.

~ Ed Seykota
**Performance Monitoring and Impact Tracking**

**High Expectations**

Ambitious Objectives

- Create a pan-European federation of DIHs focused on data driven innovation supporting SMEs and start-ups bring data driven products to the market.
- Accelerate the creation of innovative products and solutions through data sharing, federation of datasets and provision of cross-boundary services.
- Define a scalable model of use, growth, and sustainability of the federation, including a go-to-market strategy, unique value proposition.
- Ensure impact and visibility of the federation, attracting end users, disseminating results and best practices.
- Building a community around the data economy, made up of researcher's industry, policy makers and data service providers.
- Identify training and skills needs from the different stakeholders and define and implement a training programme.
- Create the European Common Data Space and fostering data driven innovation in Europe.

**Access to data and data sharing**

**Enlarging the federation**

**Engaging SMEs**

**Quality and satisfaction**

**Improve data skills**

**Communication**
## Overall Impact of the EUH4D Program (I)

### Access to Data and Data sharing

<table>
<thead>
<tr>
<th>KPI ID</th>
<th>Impact area</th>
<th>KPI Definition</th>
<th>Measurement Baseline</th>
<th>Target Month 18</th>
<th>Measurement month 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>KPI01.1</td>
<td>Access to Data and Data sharing</td>
<td>Annual increase of catalogue <strong>number of datasets</strong> shared, re-used, or traded</td>
<td>There were 0 at M0</td>
<td>There are no targets for month 18 as this KPI is simply expected to increase at 25% yearly.</td>
<td>160 open data sources (60 repositories and 100 individual public datasets) 14 new private datasets from Experiments</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>79 at first catalogue release</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KPI01.2</td>
<td>Access to Data and Data sharing</td>
<td>Annual increase of catalogue <strong>volume of data</strong> in datasets that are shared, re-used or traded</td>
<td>0</td>
<td>There are no targets currently in the DoA.</td>
<td>Volume of data in terms of MBs transferred, was not measured</td>
</tr>
<tr>
<td>KPI02</td>
<td>Access to Data and Data sharing</td>
<td><strong>Number of new datasets</strong> resulting from cross-border experiments</td>
<td>0 (at beginning and also at month 12)</td>
<td>There are no targets currently foreseen in the DoA.</td>
<td>There are 14 new publicly shared. An additional 14 internal datasets</td>
</tr>
<tr>
<td>KPI03</td>
<td>Access to Data and Data sharing</td>
<td>Higher <strong>performance</strong> of participant SMEs compared to industry benchmarks</td>
<td>0</td>
<td>No target provided in proposal</td>
<td>This will be assessed at the end of the financial year (and subsequent FYs).</td>
</tr>
</tbody>
</table>
# Overall Impact of the EUH4D Program (II)

## Enlarging the Federation

<table>
<thead>
<tr>
<th>KPI ID</th>
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<th>Measurement Baseline</th>
<th>Target Month 18</th>
<th>Measurement month 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>KPI10</td>
<td>Access to Data and Data sharing</td>
<td><strong>Increase</strong> the number of DIHs in the federation</td>
<td>12</td>
<td>Target is 20 for month 24</td>
<td>30</td>
</tr>
<tr>
<td>KPI11.1</td>
<td>Access to Data and Data sharing</td>
<td><strong>Extend</strong> the federation Regional Geographical coverage</td>
<td>12</td>
<td>Target is 20 by the end of the project M40</td>
<td>30</td>
</tr>
<tr>
<td>KPI11.2</td>
<td>Access to Data and Data sharing</td>
<td><strong>Extend</strong> the federation Member State Geographical coverage</td>
<td>10</td>
<td>Target is 14 by the end of the project M40</td>
<td>20</td>
</tr>
</tbody>
</table>
# Overall Impact of the EUH4D Program (III)

## Engaging SMEs

<table>
<thead>
<tr>
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<th>Target Month 18</th>
<th>Measurement month 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>KPI04.1</td>
<td>Engaging SMEs</td>
<td>SMEs directly involved in the data driven innovation programme</td>
<td>0</td>
<td>Target is 60 by the end of the project M40</td>
<td>10 new resulting from OC1 14 new resulting from OC2</td>
</tr>
<tr>
<td>KPI04.2</td>
<td>Engaging SMEs</td>
<td>SMEs applying to the open calls</td>
<td>0</td>
<td>Target is 240 by the end of the project M40</td>
<td>93 new in OC1 from 22 countries 78 new in the OC2 21 countries</td>
</tr>
<tr>
<td>KPI04.3</td>
<td>Engaging SMEs</td>
<td>SMEs / start-ups / web entrepreneurs directly contacted through Open Call Outreach</td>
<td>0</td>
<td>No target provided in proposal</td>
<td>1000 SMEs contacted Participants: 45 SME Roadshow; 98 YouTube recording; 350 direct mailing; 25 working group meetings; 20 external meetings</td>
</tr>
<tr>
<td>KPI05</td>
<td>Engaging SMEs</td>
<td>Revenues of directly involved SMEs increased</td>
<td>0</td>
<td>No target provided for month 18 a generic +30%</td>
<td>Insufficient time to assess effect on revenues.</td>
</tr>
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## Overall Impact of the EUH4D Program (IV)

### Quality and Satisfaction

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<tr>
<td>KPI06</td>
<td>Quality and Satisfaction</td>
<td>Number of new services offered by DIHs</td>
<td>76-90</td>
<td><strong>Target is additional 15% at month 24</strong></td>
<td>Catalogue contains 161 cross DIH services</td>
</tr>
<tr>
<td>KPI07</td>
<td>Quality and Satisfaction</td>
<td>Achieve demonstrated satisfaction by the users of EUH4D</td>
<td>0</td>
<td>Target requires <strong>redefinition</strong> as it is set at an additional 15% in month 24</td>
<td>OC Experiments have not finished at M18.</td>
</tr>
<tr>
<td>KPI08</td>
<td>Quality and Satisfaction</td>
<td>Fitness to the market: experiments are aligned with targeted users’ needs</td>
<td>0</td>
<td>KPI Not Described</td>
<td>OC Experiments cannot measure fitness at M18.</td>
</tr>
<tr>
<td>KPI09</td>
<td>Quality and Satisfaction</td>
<td>Documented Data Driven Innovations</td>
<td>0</td>
<td><strong>20 by the end of the project</strong></td>
<td>13 documented innovative solutions at month 18 described in D7.1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>10 experiments highlighted on portal</td>
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## Overall Impact of the EUH4D Program (V)

### Improve Data Skills

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</tr>
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<tr>
<td>KPI12</td>
<td>Improve Data Skills</td>
<td>Organization of European and Regional Training Events and Webinars</td>
<td>0</td>
<td>10 per year (no m 18 KPI expected but we will)</td>
<td>18 events already held 84 online courseware packages available</td>
</tr>
<tr>
<td>KPI13</td>
<td>Improve Data Skills</td>
<td>Participation in Common Training Program</td>
<td>0</td>
<td>Expect 300 total at M40</td>
<td>262 People</td>
</tr>
<tr>
<td>KPI14</td>
<td>Improve Data Skills</td>
<td>Achieve high level of satisfaction</td>
<td>0</td>
<td>Expect 80% satisfaction at M40 (KPI must be redefined)</td>
<td>Satisfaction on a scale of 10 respondents gave trainings and average of 8.9</td>
</tr>
<tr>
<td>KPI15</td>
<td>Improve Data Skills</td>
<td>New job profiles created in companies engaged in EUHubs4Data</td>
<td>0</td>
<td>Not expected for year I; Expect 20 M40</td>
<td>8 new jobs resulting from experiments described in D7.1</td>
</tr>
</tbody>
</table>
Contribution by Experiments

Use of Data Sets
- From DIHs

Generation of new datasets
- Public
- Internal for generation of Solution

Data-driven solutions
- New products
- New Services

Employment
- New Job descriptions
- Hired or planned Hires
160 Open Data Sources
30 DIHs in Federation
14 New Data sets from cross-border experiments
30 Regions
161 Cross-DIH services
30 Documented innovations
1000 SMEs in the ecosystem
13 SMEs in the ecosystem
84 online courseware packages

Access to data and data sharing
Enlarging the federation
Engaging SMEs
Quality and satisfaction
Improve data skills
Communication
Learning with you

• A myriad of indicators being measured periodically, especially with respect to:
  • Performance of the federation/DIHs (supply-side)
  • Performance of the experiments/SMEs (demand side)
  • More standard set of KPIs (service support, training, communications)

• Are there indicators that would make a difference and are not included?

• Are you working in the context of DIHs or networks and applying methodologies/tools that could be assessed in our context?

• We are measuring indicators generally against contractual values, but, can we extend this by using other benchmarks?
Making Digital Innovation Hubs more Digital

www.euhubs4data.eu