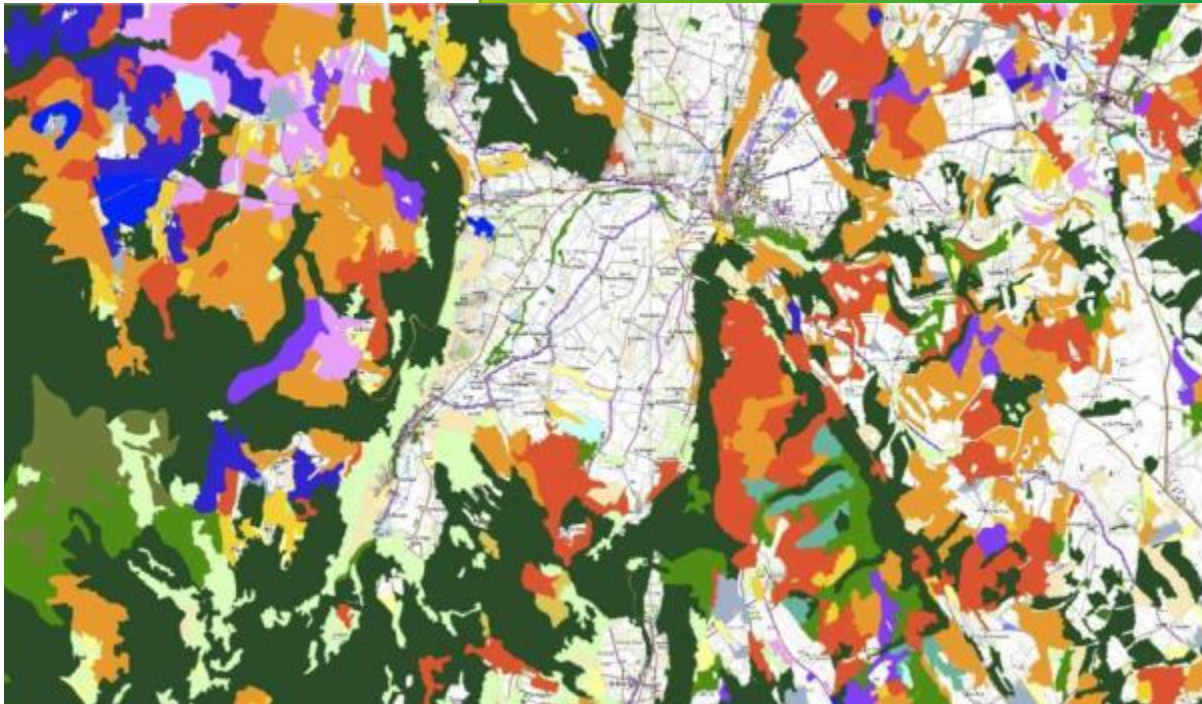




INSTITUT NATIONAL
DE L'INFORMATION
GÉOGRAPHIQUE
ET FORESTIÈRE

EVOLUTION OF IGN-FRANCE'S BUSINESS AND FUNDING MODEL WITH THE INTRODUCTION OF OPEN DATA

Clément Godin,
Policy Officer for European and International
Relations



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EuroGeographics-EuroSDR workshop on
sustainable open data business models for NMCAs
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WHAT IGN DOES AND HOW IT USED TO DO

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



IGN HISTORICAL PARTNERS

For a long time, IGN worked **autonomously** with **significant partnerships**

Responsible for producing some kind of data

Has its own fleet of aircrafts

To meet the needs of the **Ministry of Defence**

Outsourcing for acquiring **source data**



From 2012, partnerships with **local authorities**

Reference productions such as orthoimagery

 Mutual funding

 Sharing tasks

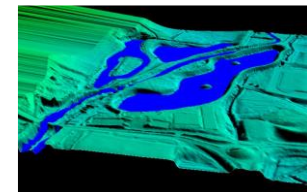


First experiments for **collaborative** approaches with fire brigades

From 2015, partnerships with **start-ups** and **SMEs**

'IGNfab' incubator

Developing services and applications



EVOLUTION OF IGN FINANCIAL MODEL

Cost driven model

“Grant for public service charge”

- 📍 not assigned to specific activities
- 📍 balancing the IGN budget



From an **efficiency** focused model...

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

...to a **value** driven model

IGN expected to work on **specific data productions**

- 📍 Dedicated to needs of certain public policies
- 📍 Require to be mastered by the public decision makers (“sovereign data”)
- 📍 Technically complex



Grants assigned to such data productions

HOW IGN WAS FINANCED, WHAT REVENUES

IGN Budget ~160 M€ including:

Grant for public service charge: ~85 M€
(note: less than personnel costs: ~110 M€)

- Works for Ministry of Defence: ~35 M€
- Works for Min. of Agriculture (LPIS): ~12 M€
- Grants from other public bodies: ~8 M€

Professional market: ~10 M€
Including data licences: ~2.5 M€
Open data → gradual decrease

General Public (mainly sales of paper maps): ~8 M€

Basic financing model

Public service for which government agrees to finance using tax-payers money

Public service for which government requires public bodies to finance

Services for which some users (public and/or private sector) must pay

Service for which the public are required to pay



HOW IGN CHANGED AND WILL CONTINUE TO CHANGE

CONTEXT: OPENING IGN DATA

2010

- Making all IGN data free for **education & research sector**

2011

- Making IGN's RGE (large-scale repository) free for **public service missions**

2012-15

- Gradually making IGN's **small** and **medium-scale** products free for everyone

2016

- Making all IGN data free for **public bodies** (by law)
- impact on IGN: about 1 M€

2019

- PSI "Open Data" directive: notion of High Value Datasets
- Prime Minister decision: **all IGN's datasets shall be free from 2022 on**

2021

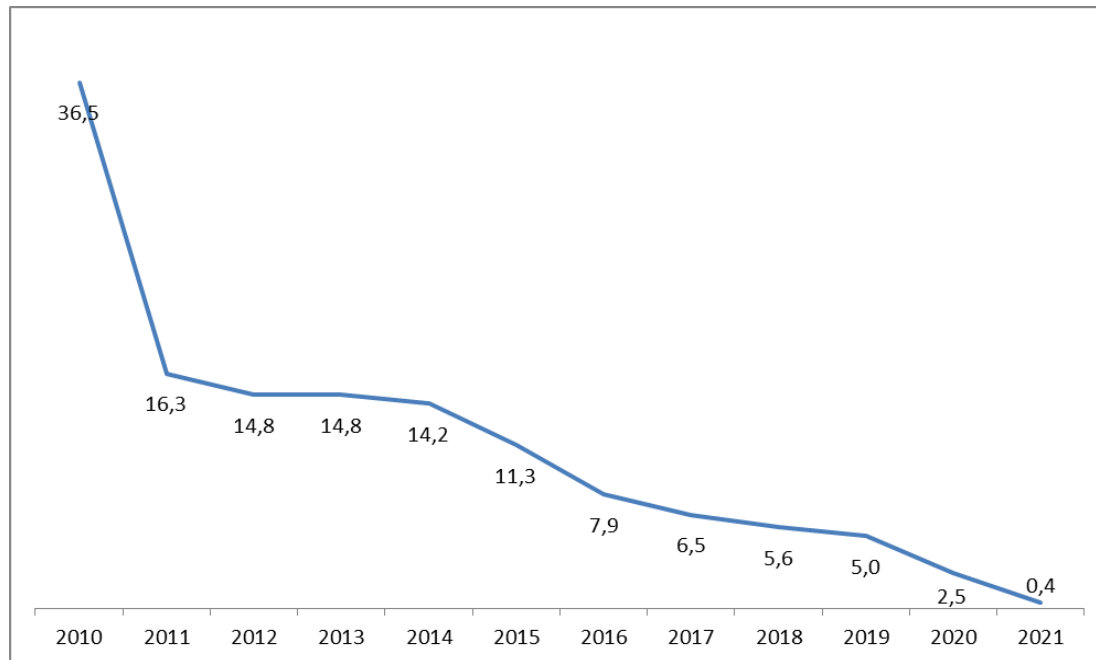
- Opening **all** IGN data for everyone
- except 3 databases protected by third-party rights (SCAN 25, SCAN 100, SCAN OACI)

IMMEDIATE CONSEQUENCE

Significant decrease of takings

2016 law making all IGN data free for public bodies → loss of about 1 M€

General decrease of licence-fees for reuse collected by IGN



⇒ The topic of opening IGN data became inevitable

IGN'S CURRENT SITUATION (IN 2021)

Opening all IGN data for everyone in 2021

One year in advance

Because IGN's financial situation could allow it

Dedicated funding through windows

Funding windows allow IGN to receive **specific grants**

New **major projects** funded

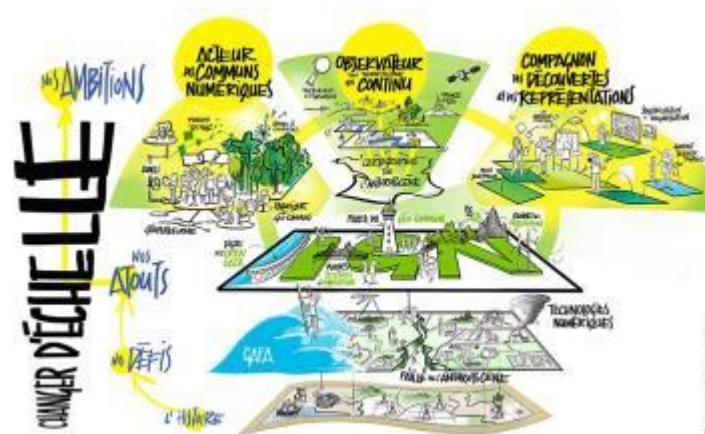
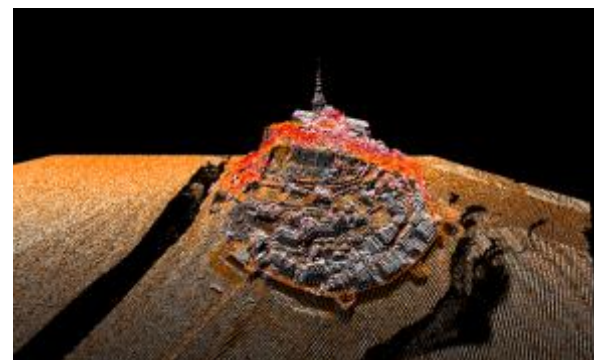
- 📍 OCS GE (automatic production of a large-scale land cover product)
- 📍 Lidar HD: about 40 M€
- 📍 Géoplateforme

Launching the **Geo-commons** strategy

3 ambitions for IGN (observer, stakeholder, cartographer)

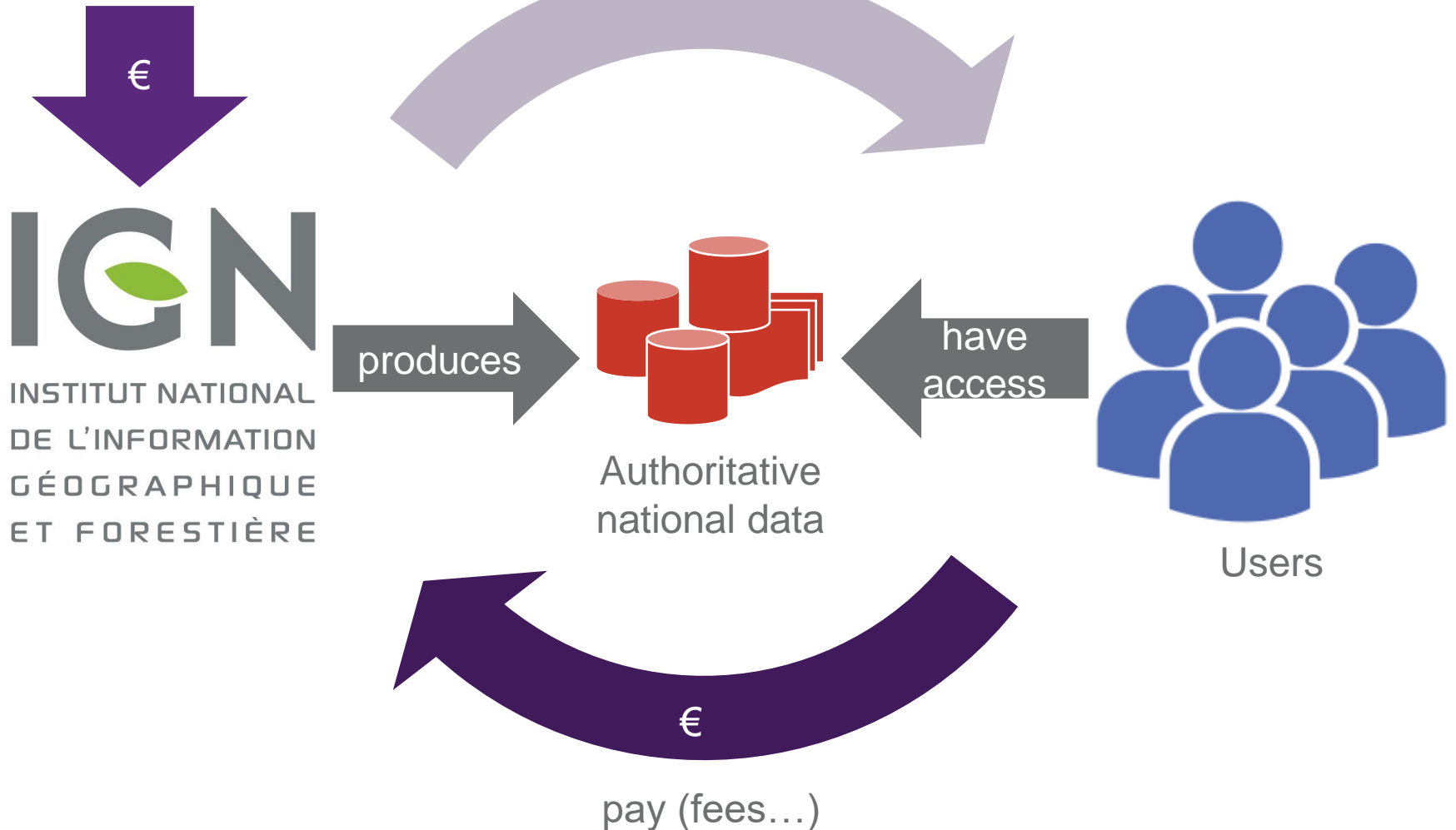
10 projects (including sharing places and programmes)

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

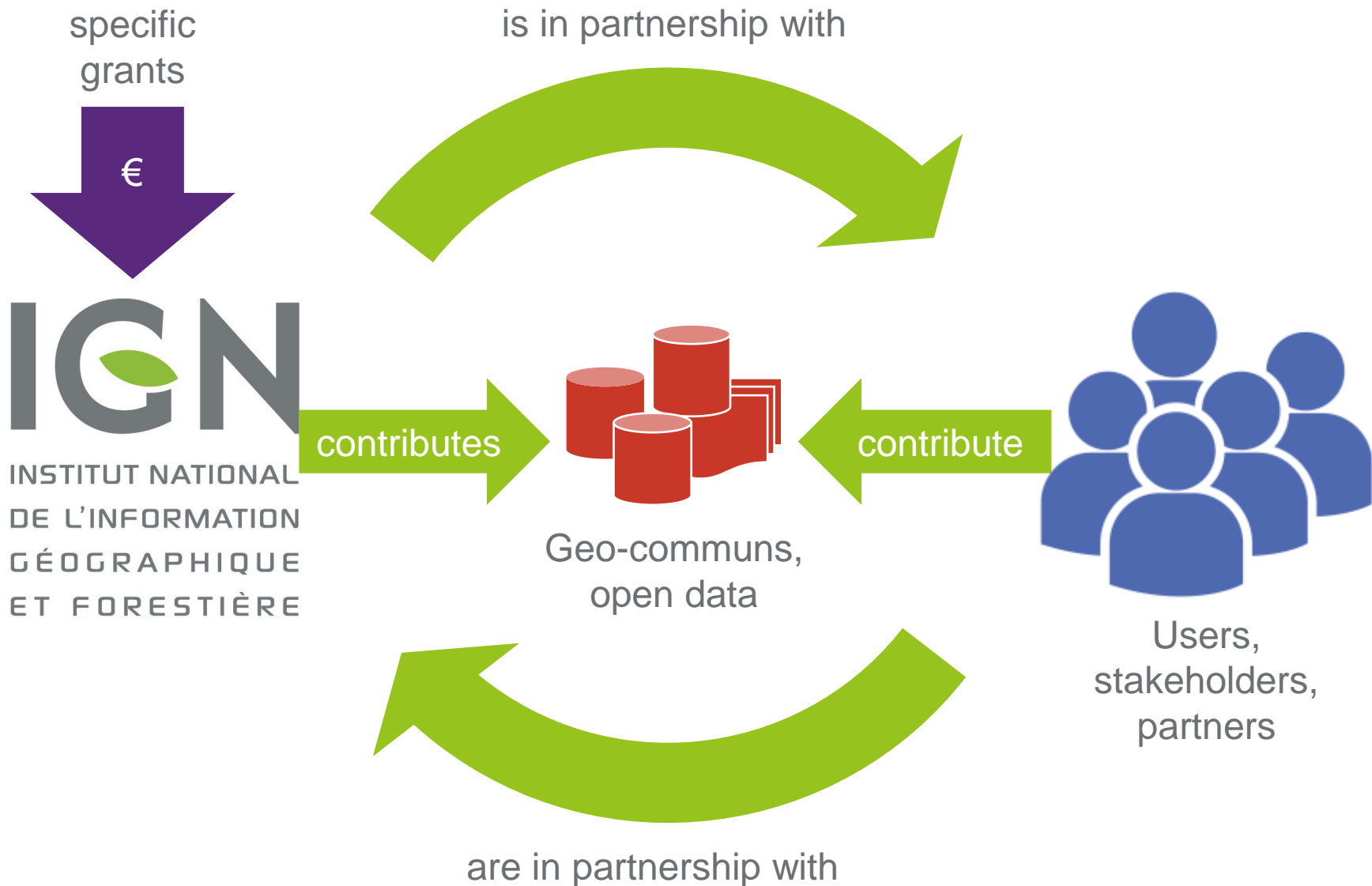


IGN'S PREVIOUS STRATEGY

grant for public
service charge



IGN'S NEW STRATEGY



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

