

gaia-x
Hub España

17 de Diciembre

Encuentro Gaia-X España.

Diálogo estratégico para un futuro soberano y competitivo de la Economía del Dato en Europa y España

**Challenges of the data economy:
Data intermediaries and interoperability**

Didier Navez, SVP Data Policy & Governance, Dawex

Ayuda 27.08.4671.488 financiado por:



MINISTERIO
DE ECONOMÍA Y
FINANZAS





Leader in Data Exchange solutions to distribute or share data products, with **trust, security, traceability** and in **compliance** with **data regulations**.

Leadership

Boost business competitiveness and power AI initiatives with trusted Data Exchange.

- Most advanced data exchange technology on the market
- Custom-branded and fully configurable

Footprint

- Created in 2015
- Global presence
- 11 Awards
- World Economic Forum Tech Pioneer
- Speaker at G7 Summit
- Gaia-X Data Exchange Working Group Lead

Expertise in 15+ sectors

Manufacturing, Airports, Industry, Automotive, Energy, Geospatial, Mobility, Media, Retail, Financial Services, Insurance, Construction, Agrifood, Real Estate, Infrastructure.



Corporate Data Hub

Fostering data circulation and collaboration between various entities of the same corporation, such as business units, subsidiaries or departments.



Data Marketplace

Data ecosystem that allows data providers to commercialize data products to data acquirers, and generate direct revenue out of it.



Industry Data Space

Data ecosystem where several partner organizations decide to share or exchange data products & services to optimize operations and foster innovation.

Dawex is trusted by corporations from many sectors

Selection of references and major EU data spaces and consortia

AIRBUS



Selected customer references

Data Marketplace



Mobivia takes leadership and propels the automotive & mobility ecosystem with Afteriize Data Marketplace



Known under the brand **Midas**, **Norauto** and **ATU**, Mobivia is the **European leader in the maintenance** and equipment of multi-brand vehicle, with 2,000 stores in 18 countries and 65 million customers worldwide.



Afteriize in a nutshell

- Data Marketplace for automotive and mobility, orchestrated by Mobivia
- Size: Hundreds of organizations
- Switching from “data for business” to “data as a business”
- 350+ new participants onboarded

Corporate Data Hub



LE GROUPE

The TF1 Group transforms internal Data Exchange and data service offering with the Hub TF1



TF1 is the **#1 French TV Broadcaster** with an indisputable leadership, reaching a **26.8% audience share**, striving to always be at the heart of innovation to **offer the richest streaming offering** tailored to the preferences of all audiences.



The Hub TF1 in a nutshell

- **Corporate Data Hub** orchestrated by the **TF1 Group**, subsidiary of Bouygues Group
- **Size:** Hundreds of people and partners
- **TF1's Group Data community** benefits from **accelerated internal data exchange** to enhance services capabilities for its partners

Industry Data Space

Hub One DataTrust

Hub One, subsidiary of ADP Group, the world leader in airport operations, innovates with Hub One DataTrust, the airport Industry Data Space



Groupe ADP is the **world leader in airport operations**, Hub One is its Telecom subsidiary



Hub One DataTrust in a nutshell

- **Industry Data Space** for Airport operators and service providers
- **Labelled DISP** (Data Governance Act) by ARCEP
- **Size: Hundreds of separate organizations**
- **Optimize and industrialize airport operations** through the sharing of operational data products
- **60+ organizations onboarded** since the launch of the project



EU Recognised
Data Intermediary



Hub One DataTrust acts as trusted third-party for data exchanges in airport ecosystems

Hub One is a 100% subsidiary of Groupe ADP, a world leader in airport operations with a unique network of airports, conducting activities in airport operations, retail, hospitality, real estate and IT/engineering services.



Dawex Solution

Industry Data Space for Airport operations, orchestrated by HubOne, ADP's subsidiary

Scope

- All enterprises participating in Airport operations
- Size: Hundreds of separate organizations

Objectives

- **Optimize and industrialize airport operations** through the sharing of operational data products
- **Foster the digitalization** of airport stakeholders
- **Improve coordination and ultimately optimize passenger experience**, by tackling challenges in passenger flows, ground services, fueling, luggage management amongst others.

Examples of use cases

- **Improve luggage management** by sharing key data around luggage process steps
- **Ensure on time refueling of planes** by sharing accurate landing and take off plannings
- **Better plan and manage resources for ground services** (cleaning, retail,...) by sharing and actualising passenger flows forecast

Why Dawex

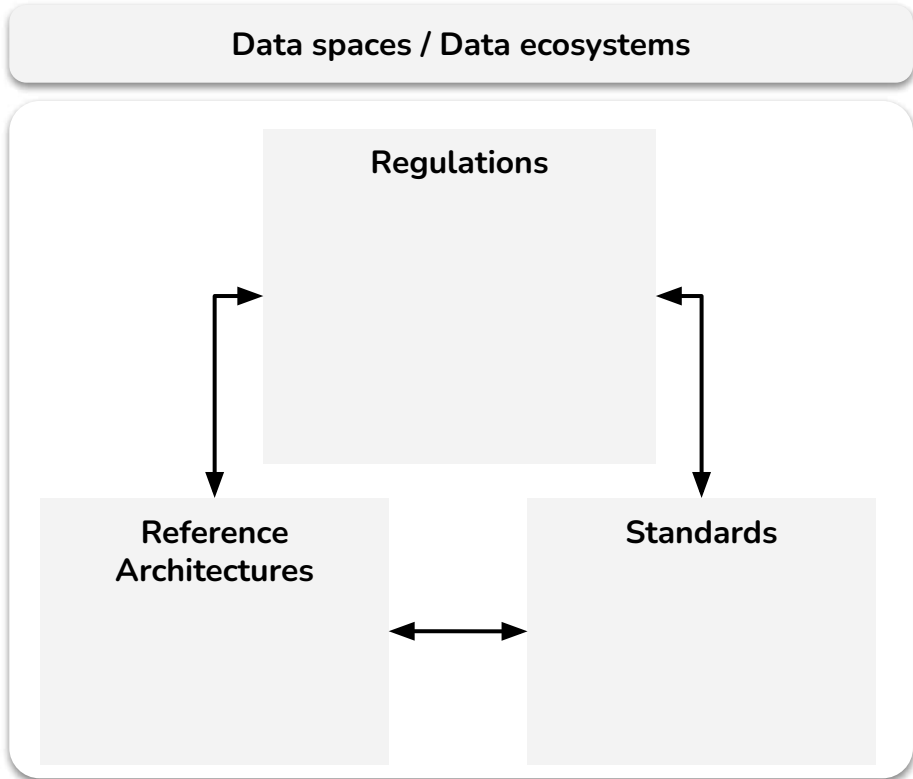
- **Qualification to Data Intermediation Service Provider** as per the DGA
- **Compliance** with current & future data exchange regulations
- **Leadership** in technological, regulatory, security, and user-friendly design.

Key Figures

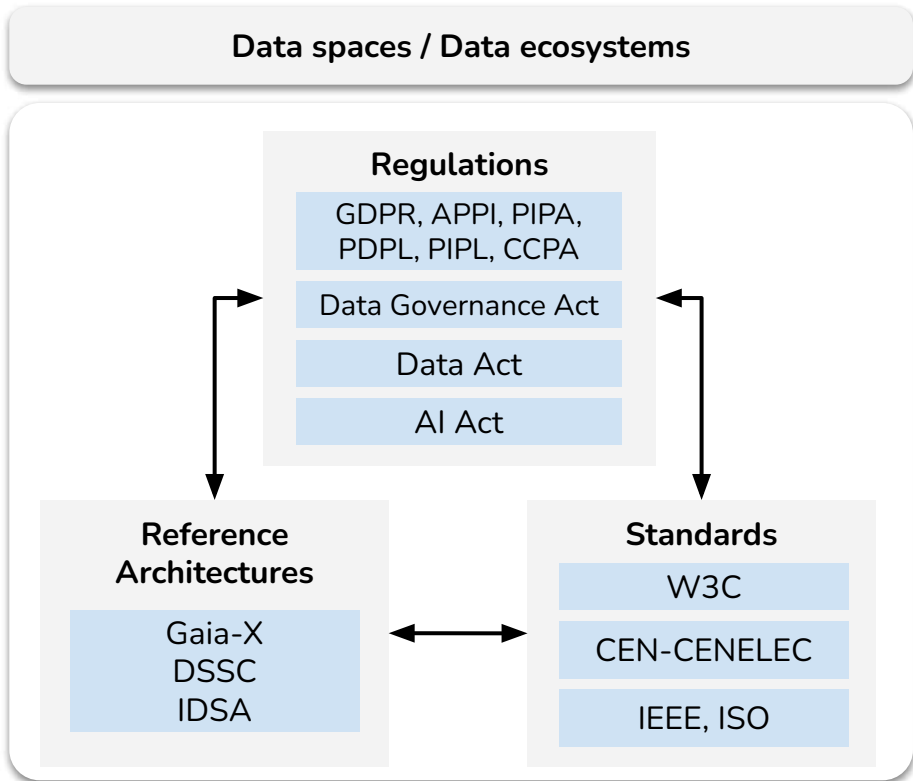
- **Operational since beginning 2023**
- **60+ organizations onboarded** since the launch of the project

Why are regulations and standards accelerating the business ?

Data regulations, reference architectures and standards are powerful levers enabling data exchange at scale



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Data spaces / Data ecosystems

Regulations

GDPR, APPI, PIPA,
PDPL, PIPL, CCPA

Data Governance Act

Data Act

AI Act

Reference Architectures

Gaia-X
DSSC
IDSA

Standards

W3C

CEN-CENELEC

IEEE, ISO

Three levers to:

- Create **trust** in data spaces and data ecosystems

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Three levers to:

- Create **trust** in data spaces and data ecosystems
- Facilitate **interoperability**
- Ensure the highest level of **security** and **privacy** as well as **sovereignty** to all stakeholders

Business impact of the Data Act / DGA for companies

Company X as a
**connected product
data holder**

Company X **collects
connected product
-or related service-
data**

and therefore could be
required to provide
access to such data to
the user - or share
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Company X as a **third party**

Company X **acts as a third party selected by the connected product user to provide related services**

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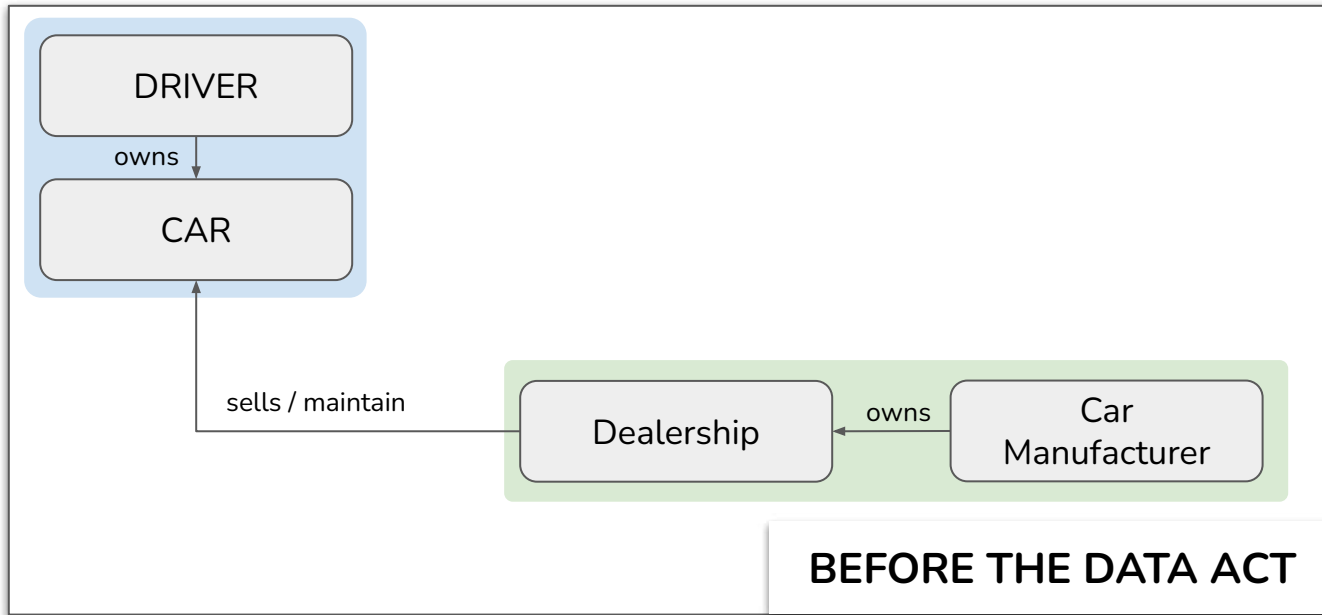
Company X as a **Data Intermediation Services Provider (DISP)**

Company X **orchestrates an ecosystem of data providers** (customers or prospects) placing connected products or related services on the EU market and therefore should comply with the Data Act


Company X **can help!**

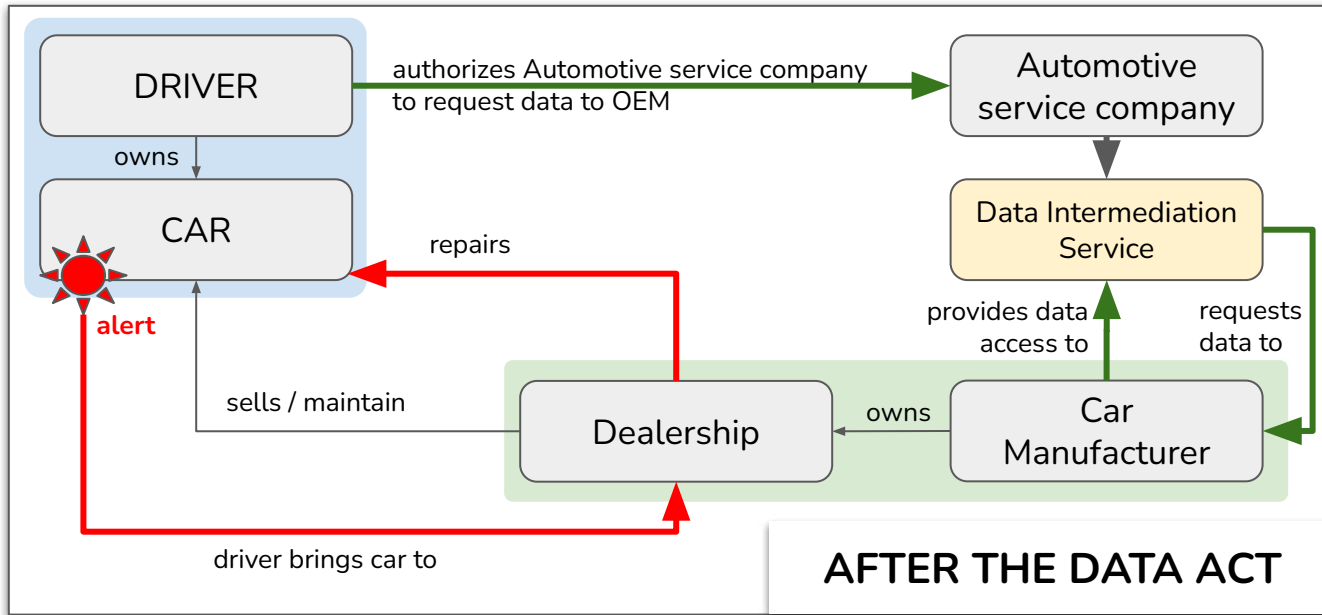
Use Case: Automotive service company acting as a "Trusted Third Party", DISP as facilitator of data exchange

 Today, the richest diagnostic data (generated by the vehicle) is often captive within the manufacturer's ecosystem, who reserves it for their own network of dealerships. The Data Act disrupts this ecosystem.




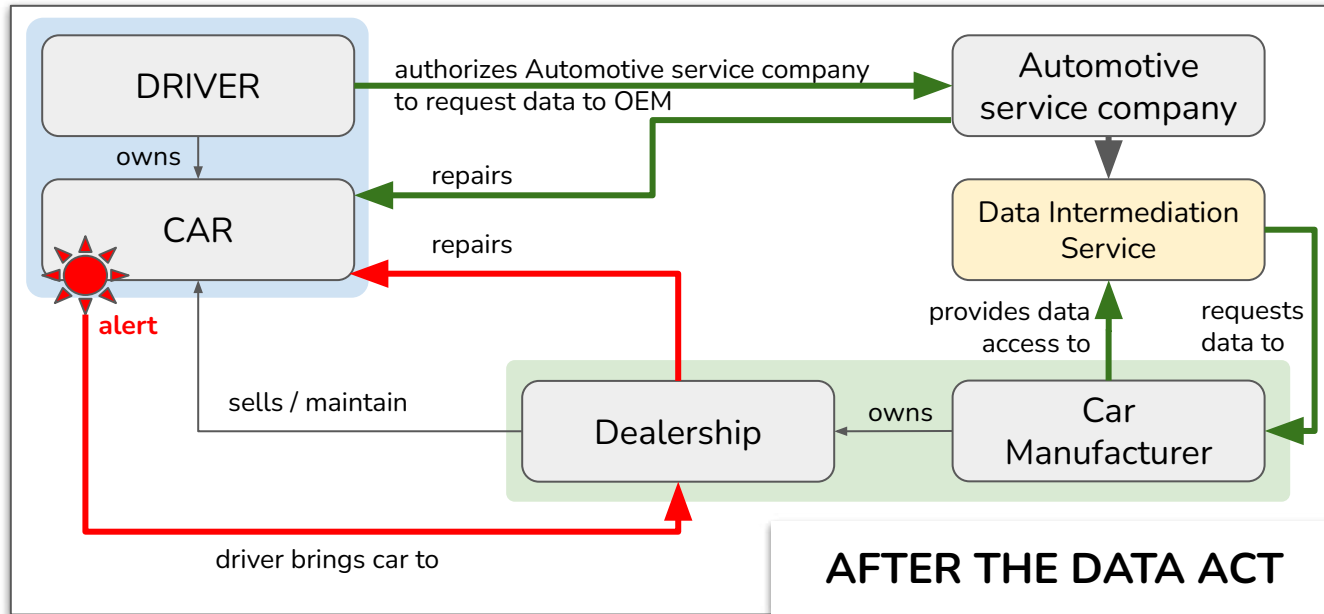
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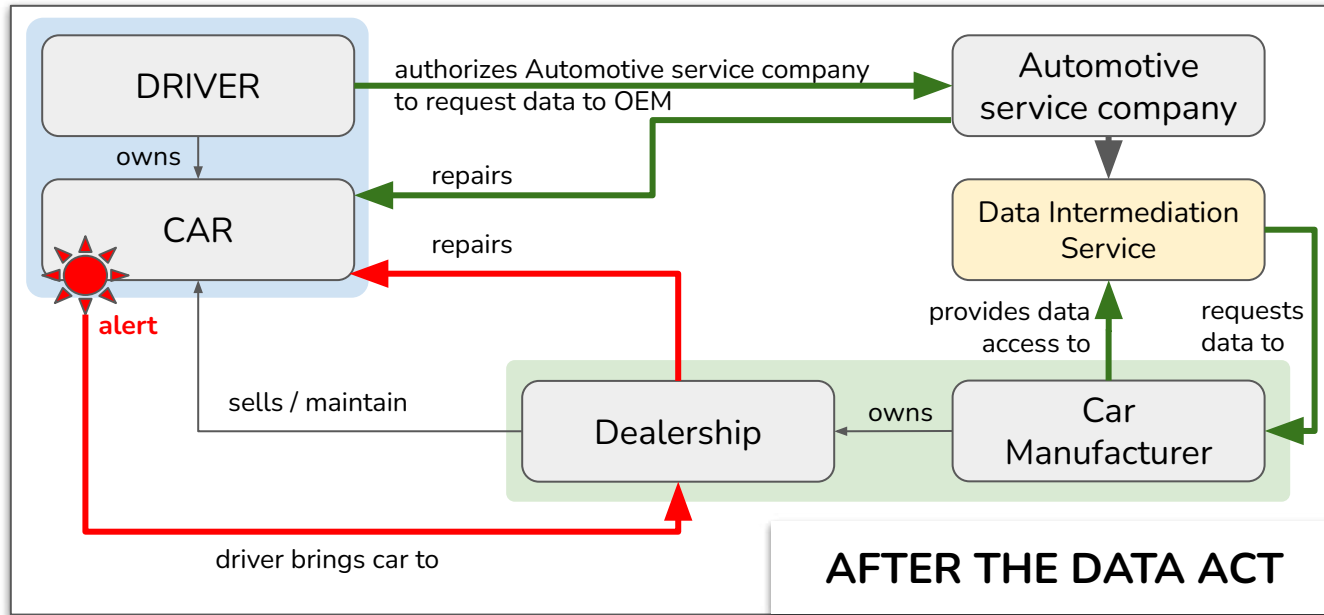


Opportunities for automotive service company

- ✓ **High Value-Added Services:** better diagnosis, order parts before the customer arrives, ...

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Opportunities for automotive service company

- ✓ **High Value-Added Services:** better diagnosis, order parts before the customer arrives, ...
- ✓ **Predictive Maintenance:** identify failure patterns and offer predictive maintenance alerts
- ✓ **Customer Loyalty** strengthened through vehicle health management service

Key Takeaways – Data Intermediation at Scale

Data spaces are now operational across industries

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Sustainable data spaces require business model agility

Governance and business models must evolve over time without changing the underlying technology.



Gracias

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