

Webinar:

Intermediarios de Datos

HubOne DataTrust & Aeroseed

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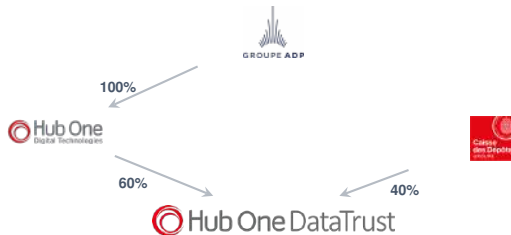
Data Consultant

Hub One DataTrust



Hub One DataTrust, who are we ?

Ownership Structure



- **B2B Data Exchange:** Specialized in secure B2B data sharing within the airport and large infrastructure ecosystem.
- **Trust Architecture:** Orchestrates sovereign, compliant, and contract-governed data exchanges.
- **Consortium Lead:** Coordinator and initiator of the **Aeroseed** Data Space.



Aeroseed, who are we ?



Core Objective

A unified data space for service companies operating in major infrastructures to optimize operational performance and decarbonization.

Labeled and Supported by:



6 Consortium Partners

- **Hub One DataTrust** – Coordinator & Intermediary
- **Atalian** – Facility Management
- **City One** – Hospitality & Passenger Relations
- **Env-isa** – Airport Decarbonization Specialist
- **Taqt** – IoT & Operations Digitization
- **XXII** – Computer Vision Technology (*with Hub One*)

Defining DIS

Trust & Regulatory Framework

Understanding the core concept of Data Intermediation Services under the DGA.

What are DIS?

Core Definition

A neutral, trusted third-party service whose exclusive role is to facilitate data sharing between holders and users, without ever exploiting this data for its own account.

The B2B Context

Created by the EU Data Governance Act (DGA) to establish absolute trust, resolving the major B2B fear of data misappropriation by tech intermediaries.

Scope of Services

What IS a DIS:

- **Data Marketplaces** matching supply and demand.
- **Data Space Orchestrators** (like Hub One DataTrust).
- **Shared Data Pools** for mutual licensing.

What is NOT a DIS:

- **Cloud/SaaS Providers** (pure technical tools).
- **Data Brokers** who buy, enrich, and resell data.

The 4 Golden Rules of DIS

1. Strict Neutrality

Cannot use or analyze shared data for its own benefit. Acts strictly as a neutral, secure pipeline.

2. Structural Separation

Other services (like AI, cloud, or consulting) must be structurally isolated from the intermediation activity.

3. Commercial Independence

Data exchange fees cannot depend on using other services from the provider (no forced bundling).

4. Security & Anti-Lock-in

Protects trade secrets, prevents illegal extra-EU transfers, and relies on open interoperability standards.

Why Share Data via DIS?

Legal & Competitive Security

Guaranteed compliance with antitrust laws.
Protects sensitive information from
anticompetitive usage.

Full Governance

You retain total authority over who accesses your
data, at what price, and under what conditions.

Secure Monetization

Monetize or pool data with partners without
nourishing the AI models of tech giants.



Registered **DIS** competent authorities:
ARCEP (France) & SEDIA (Spain)

DIS vs. Data Space

What is the Difference?

Contrasting the regulated service model with the collaborative data ecosystem.

DIS vs. Data Space: Organizational Form

DIS

Regulated Service Model



- **Service Company:** Formally structured as a service-oriented enterprise.
- **Commercial Focus:** Operates with a commercial business model.
- **DGA Framework:** Strictly regulated under the Data Governance Act (Article 12).

Data Space

Collaborative Ecosystem



- **Flexible Structures:** Can take multiple forms, including corporations, associations, or consortiums.
- **Group-Led Operation:** Can be run or hosted simply by a single member of a corporate group.
- **Ecosystem Focus:** Built to enable collaborative data exchange among participants.

DIS vs. Data Space: Business Model

DIS

Regulated Service Revenues



- **Subscription Fees:** Regular, predictable revenue from service subscriptions (telecom-like approach).
- **Consumption Fees:** Usage-based charges for service consumption ("pay-as-you-go" approach).
- **Hybrid Approach:** Ability to combine subscription and usage-based pricing models.

Data Space

Diverse Funding Options



- **Less Defined:** Business models are generally less standardized than DIS.
- **Shared Funding:** Can mirror DIS models, but also rely on crowdfunding or cooperative actor financing.
- **Sponsor Supported:** Financially supported or subsidized directly by the lead operator / main sponsor.

DIS vs. Data Space: Design & Origin

DIS

Bottom-Up Development



- **Use Case Driven:** Starts from a specific technology, use case, or existing data asset.
- **Gradual Expansion:** Progressively expands the service scope and customer base over time.
- **Backward Compatible:** Built to be backward-compatible, plugging directly into the existing IT infrastructure (SI).

Data Space

Sector-Wide Initiative



- **Collaborative Origin:** Starts from an industry sector or a major group of actors wanting to improve exchange mechanisms.
- **Pre-defined Design:** Technology and rules are planned in advance, defined by exchange protocols.
- **Innovative Layer:** Often relies on innovative standards, acting as an additional layer over the existing IT infrastructure (SI).

DIS vs. Data Space: A False Dichotomy?

DIS

Perceived as Centralized



- **Transit vs. Trace:** Capable of capturing and routing data, but can also run direct decentralized transfers, simply recording an audit trace.
- **Distributed Centrality:** A centralized service model does not imply a single server; it can run on distributed microservices.

Data Space

Perceived as Decentralized



- **Central Anchors:** Designed as federated, but often rely on centralized services for identity/authentication (IAM) and catalog registries.
- **Hybrid Querying:** Uses distributed connector software, but frequently routes queries through a centralized orchestrator.

Conclusion: Points of Convergence

For both **DIS** and **Data Spaces** to succeed, they must align on three key dimensions:

- **1. Technical Rigor & Trust Compliance**

Build a robust technological foundation adhering to complex standards, ensuring audit traceability and strict regulatory compliance.

- **2. Business Value & Flexibility**

Maintain enough operational flexibility to support real-world use cases with clear ROI, justifying the technical implementation costs.

- **3. Structural Mutualization & Synergy**

A DIS can serve as the engine to build a collaborative Data Space, while a Data Space can leverage a certified DIS to manage its secure intermediation layer.

Examples & Case Studies

Data Spaces & DIS in Action

Analyzing real-world initiatives using our conceptual reading grid.

Case Study: DECADE-X

Sector-specific Data Space for Aerospace & Defense, launched in 2025.



Organizational Form

- Collaborative consortium of aerospace players.
- Governance coordinated by BoostAeroSpace.

Business Model

- Funded by industry sponsors (Airbus, Thales, etc.).
- SME-friendly access with tailored services.

Design & Origin

- Top-down sector initiative designed by 18 leaders.
- Focuses on Traceability and Sustainability.

Centralization vs. Decentralization

- Federated data exchange (sovereign, at source).
- Coordinated by a central trusted operator.

Case Study: MiTrust

Personal and professional data sharing platform, EU-labeled DIS provider.



Organizational Form

- Regulated commercial enterprise (DGA-compliant).
- Labeled as a DIS Provider (PSID) by Arcep.

Business Model

- Transaction-based billing for data consumers.
- Neutral revenue model independent of data content.

Design & Origin

- Bottom-up, API-first development starting in 2018.
- Plugs into existing SIs (banks, telecom, government).

Centralization vs. Decentralization

- Pure direct data transit with no user data stored.
- Real-time query mechanism under strict user control.

First Case Study Pair

Hub One DataTrust & Aeroseed



Examining the concrete implementation of a regulated DIS and a sector-specific Data Space.

Case Study: Creation & Objectives

Hub One DataTrust Regulated DIS Provider



- **Timeline:** Founded in **2023** as a joint venture (60% Hub One, 40% Banque des Territoires).
- **Objective:** Acts as a neutral, trusted intermediary coordinating secure, compliant, and sovereign B2B data exchanges.
- **Key Figures:** Supports **+30 active clients** with **500M annual API exchanges**.

Aeroseed Collaborative Data Space



- **Timeline:** Launched in **January 2026** as a sector-specific Data Space consortium.
- **Objective:** Builds a mutualized, sovereign data space for airport and large infrastructure services to optimize operations.
- **Key Figures:** Coordinated among **6 partners** with a **€3.7M budget** and a **3-year ROI target**.

Case Study: Allocation of Responsibilities

Hub One DataTrust

Technical & Trust Infrastructure

- **Infrastructure Provider:** Supplies the secure technical platform allowing partners to share data sovereignly.
- **Intermediation & Processing:** Provides advanced software tools to route, clean, standardize, and analyze business data.
- **Trust Framework:** Establishes the certified regulatory compliance (ARCEP PSID) required to secure interactions.

Aeroseed Consortium

Use Case Design & Operations

- **Use Case Orchestration:** Explores and designs concrete data exchange workflows to solve operational challenges.

- **Concrete Data Pipeline:**

Capture: IoT sensors & CCTV cameras



Process: Cross-referencing Wi-Fi & flight data



Trigger: Alerts for cleaning / hospitality needs



Action: Dispatched to the relevant service provider

Thank You!

Connect & Explore

Hub One DataTrust

www.hubone-datatrust.fr

[LinkedIn: Hub One](#)

Aeroseed Consortium

www.hubone-datatrust.fr/aeroseed

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