Mapping the Solid Ecosystem: business models

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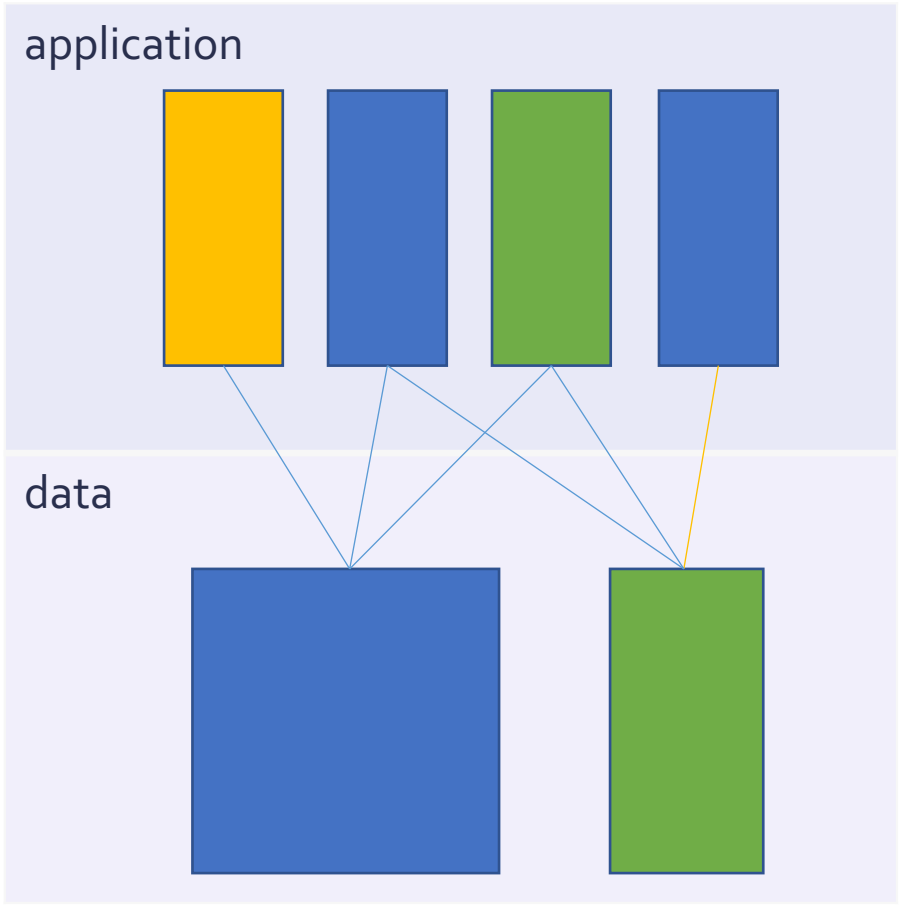
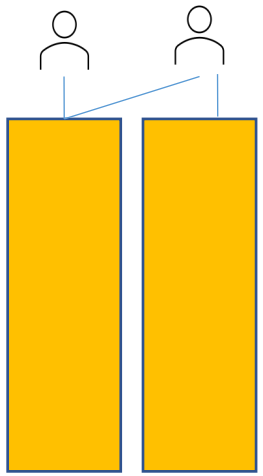
There is no such thing as “The Solid Business model”



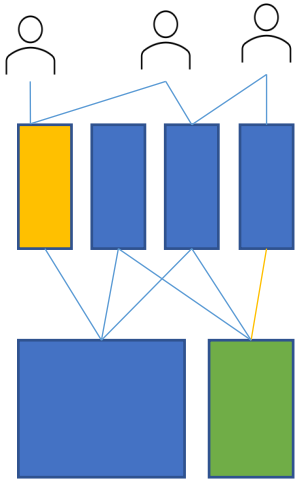
What is
“The Solid Business model”?

The business idea behind Solid



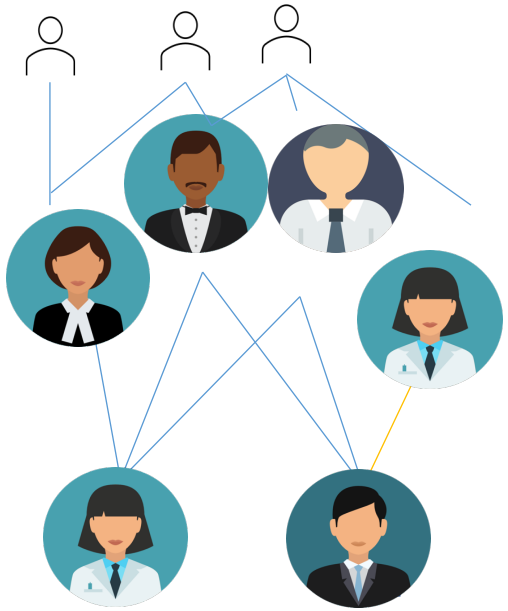
vertical integration

(Big Tech)



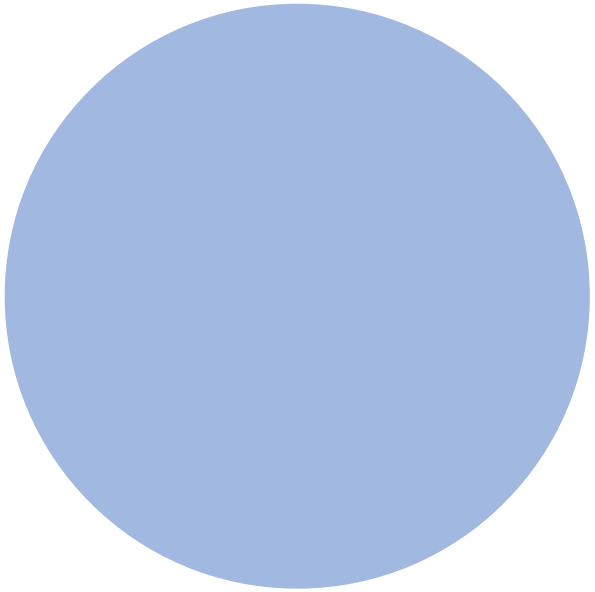
data and apps decoupled

(Solid)



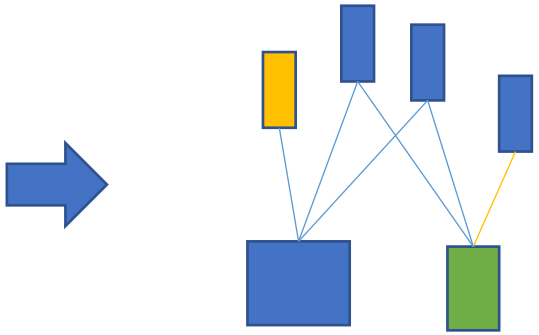
data space innovation potential

(ecosystem)



Correct perspective is individual organization

Solid is the enabling technology



data ecosystem defines the context

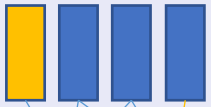
organization creates the value

Which Solid Business model should we then focus on?

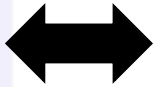
Data sharing in practice: much more difficult

THEORY

application



data



REALITY

Application layer

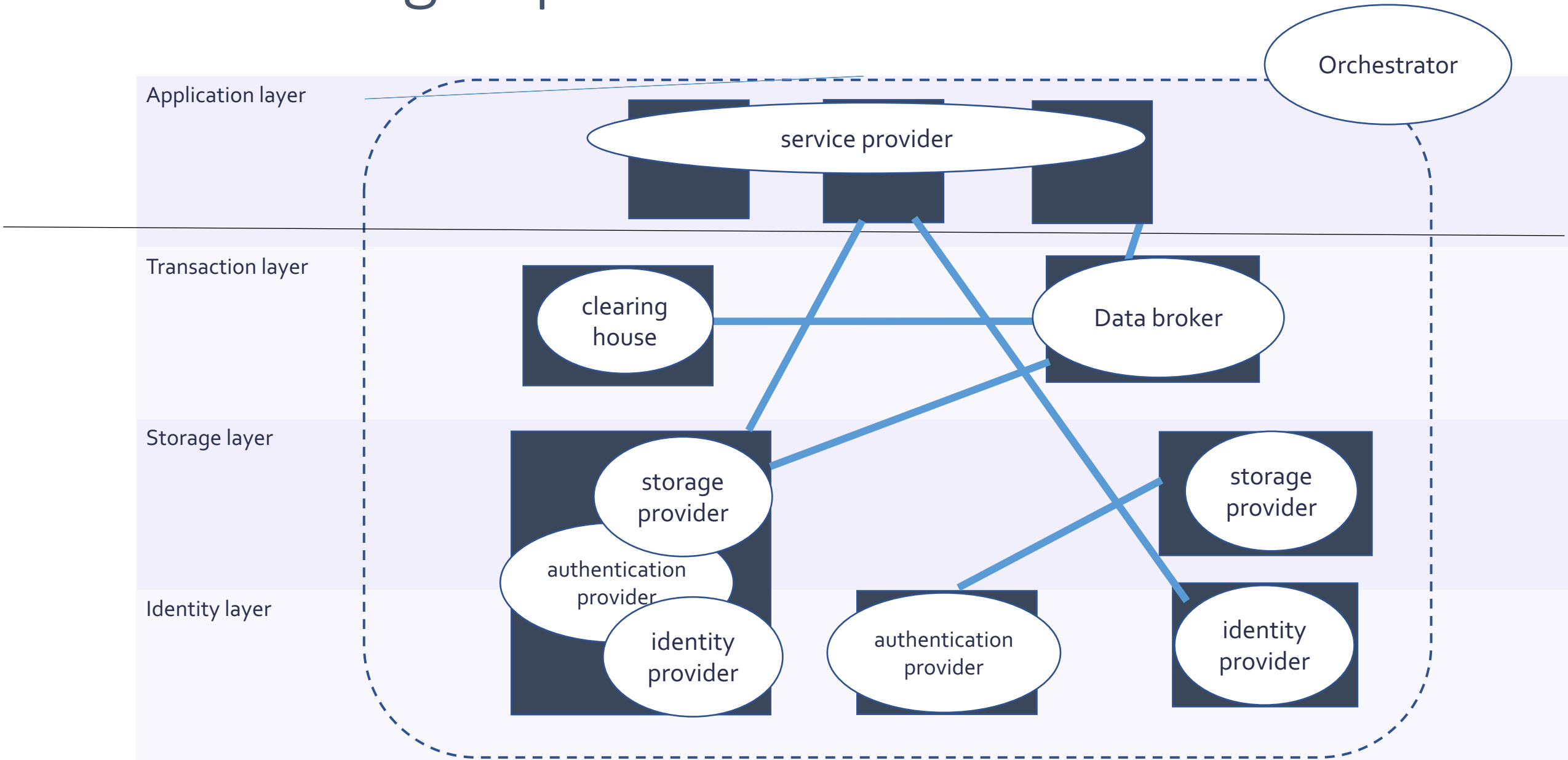
Transaction layer

Storage layer

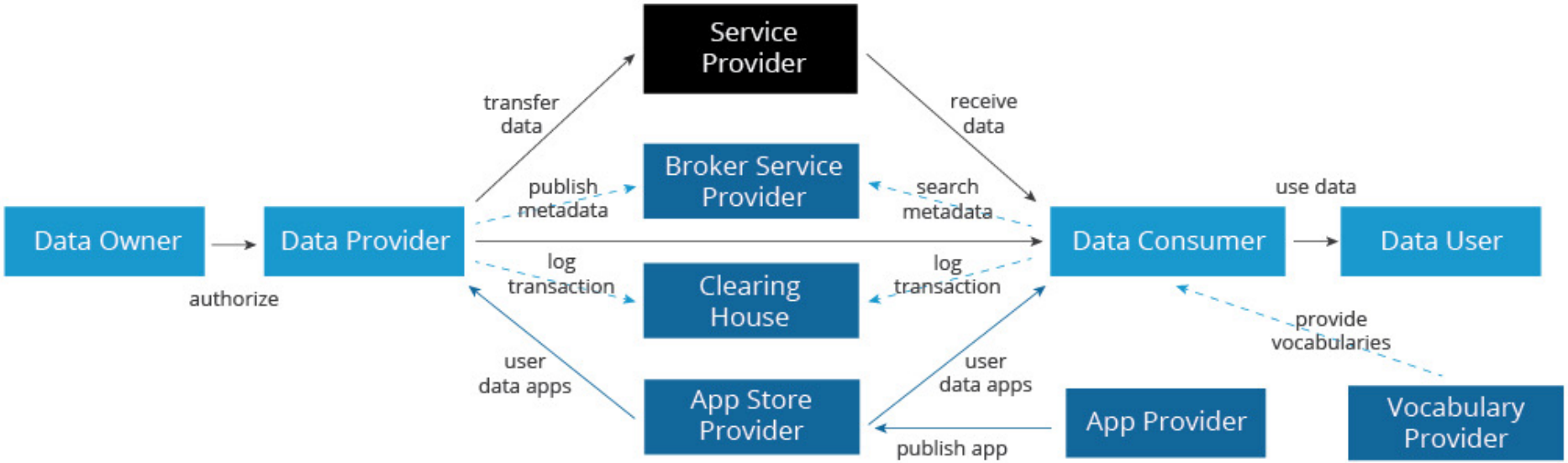
Identity layer

Stakeholder =

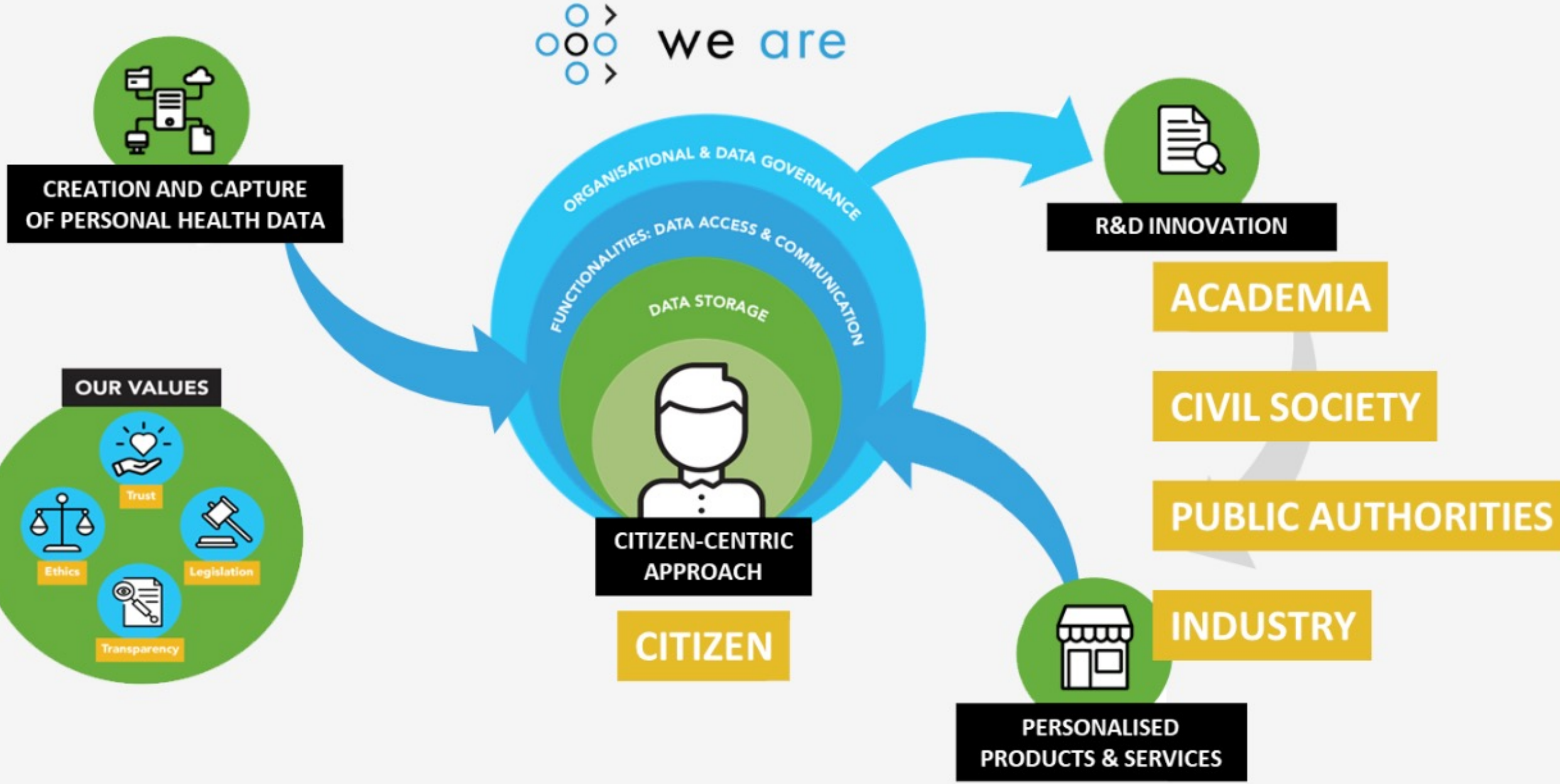
Data sharing in practice: much more difficult



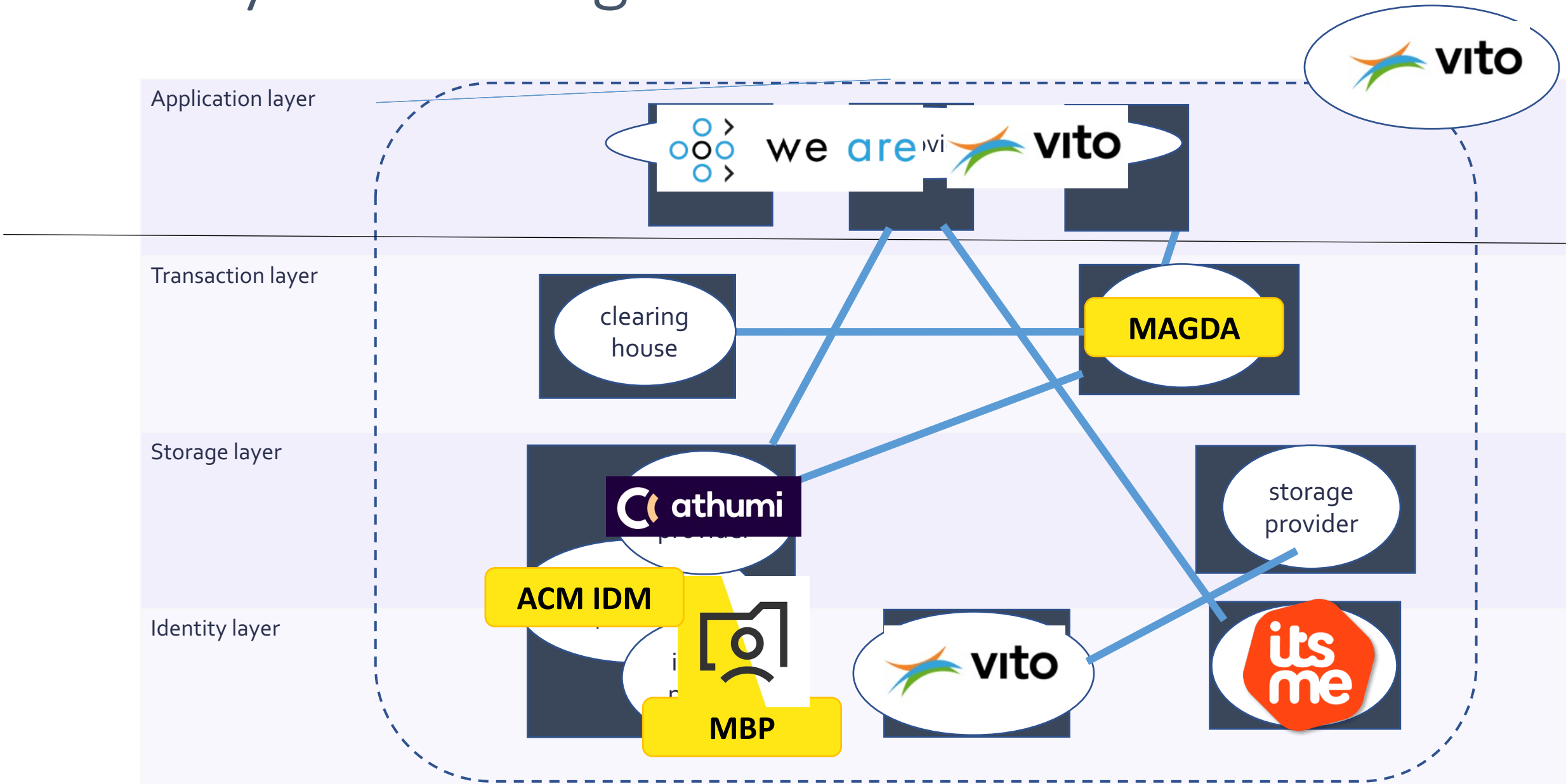
Data sharing in practice: other example



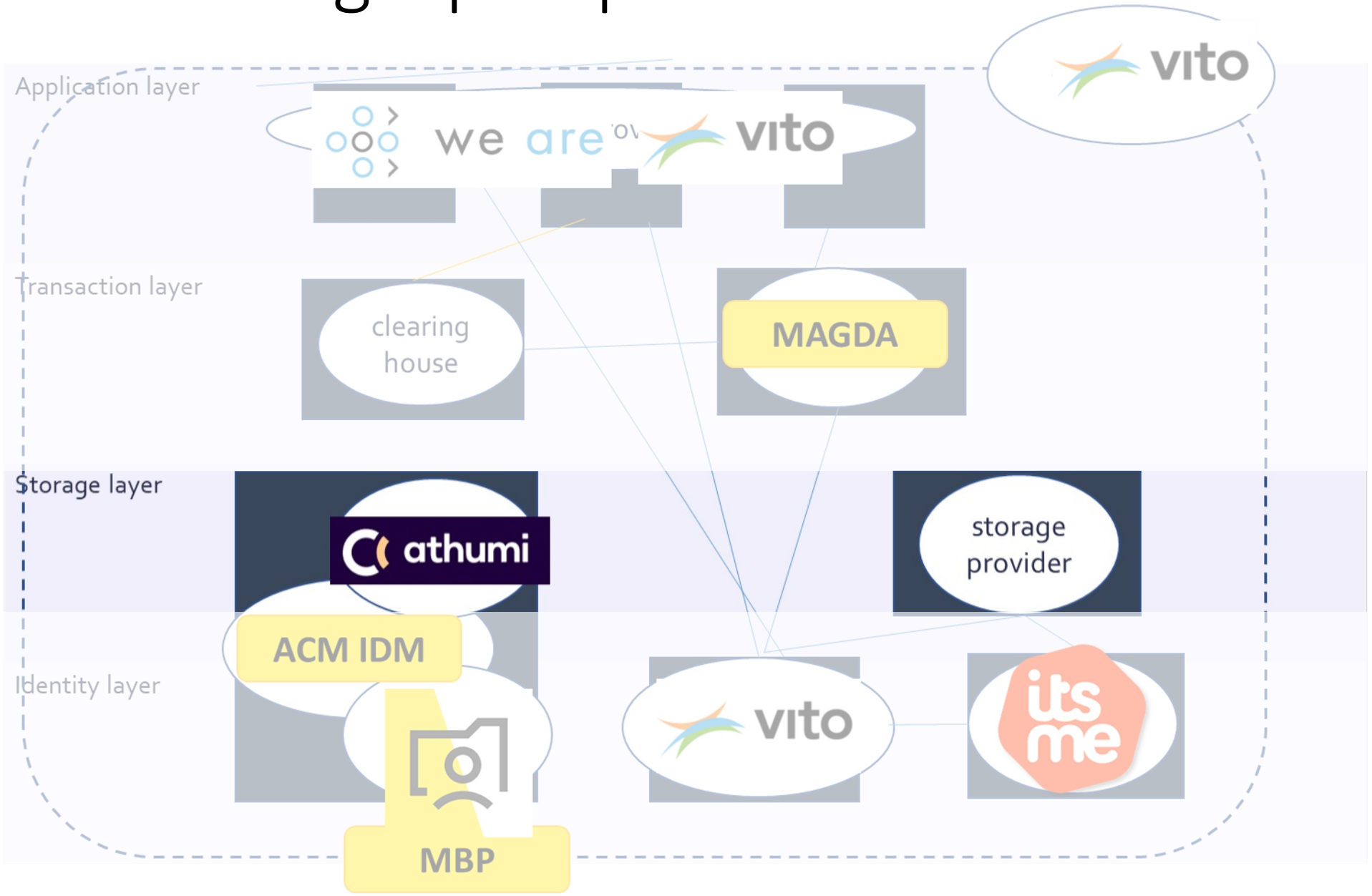
WE ARE ECOSYSTEM



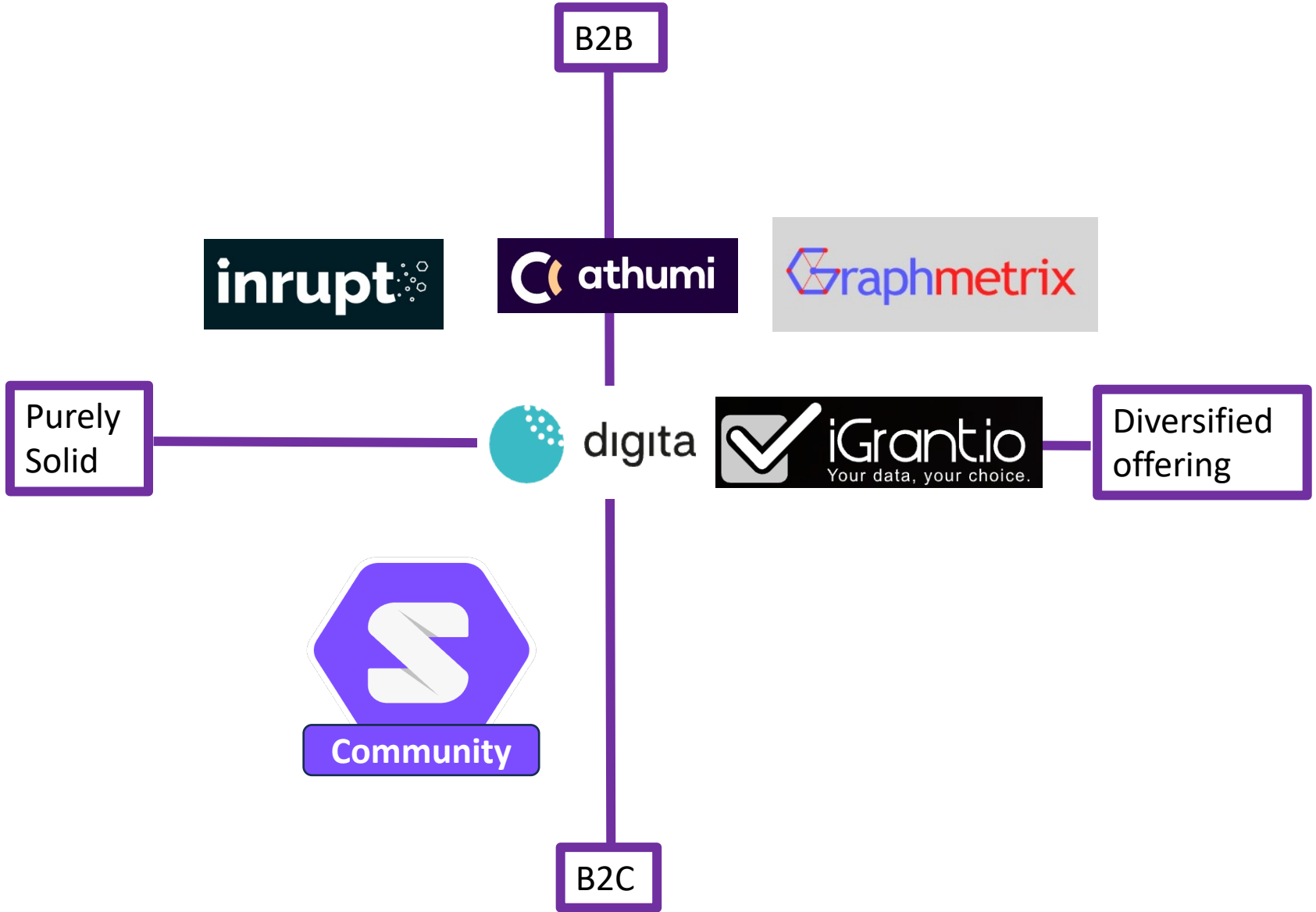
Variety of offerings



Variety of offerings: pod provider business model?



Same offering but different business model

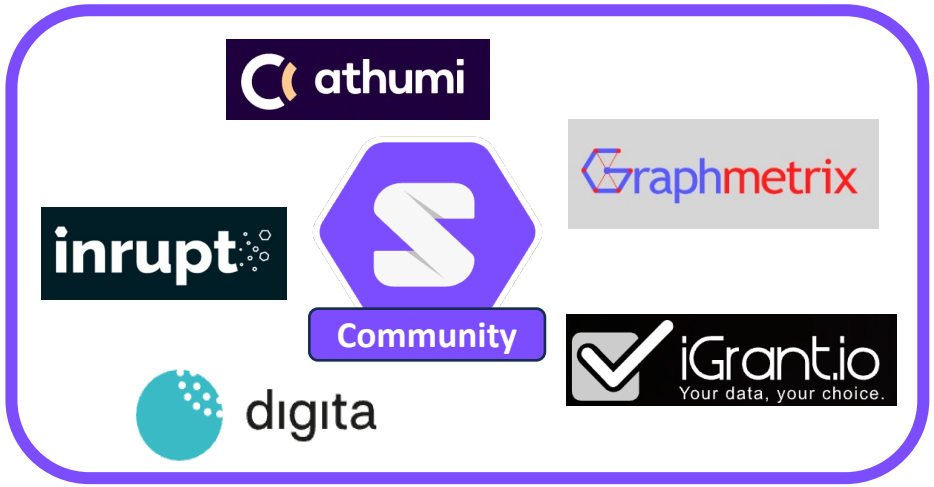


Pod provider offering

Solid offering
- Pure Solid
- Pod (software) provisioning
- Pod browsers
- 'Solid' applications
- …

Diversified offering:
- Governance
- Connectors
- Wallets
- …

Key partners

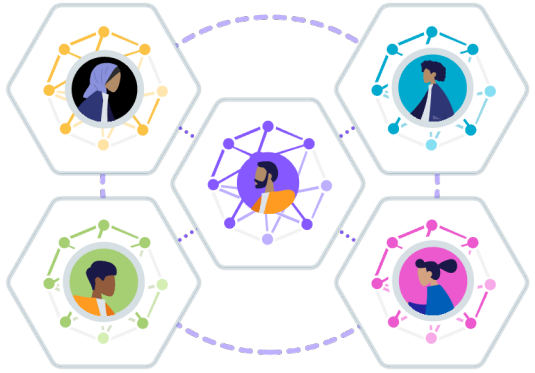


Push from government or private party towards transparency and data sharing

Cloud hosting services e.g. Amazon, Orange

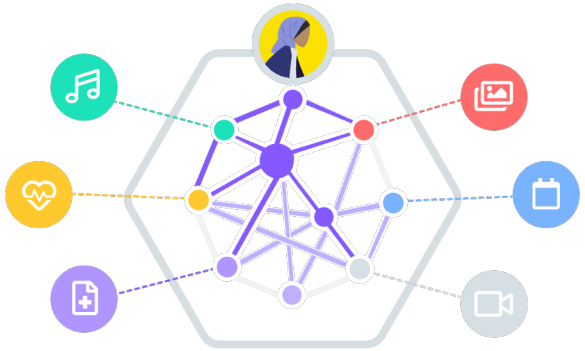
Pricing models

Volume based



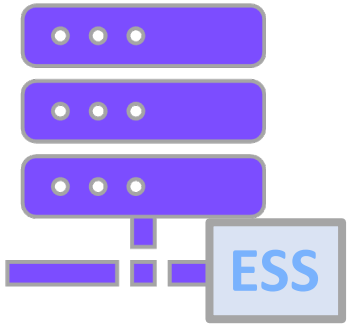
 # pods
 # requests
 # transactions…

Value based



% of value creation
e.g. Cost savings or
Additional revenue

License based



Fixed fees
Tiers based on # pods
Additional functionality

Cost overview

Software

Hosting of pods

Support

Security

Legal compliance

In-house development or license cost e.g. ESS

Maintenance

R&D

In-house or outsourcing

Cost overview

Software

Hosting of pods

Support

Security

Legal compliance

In-house

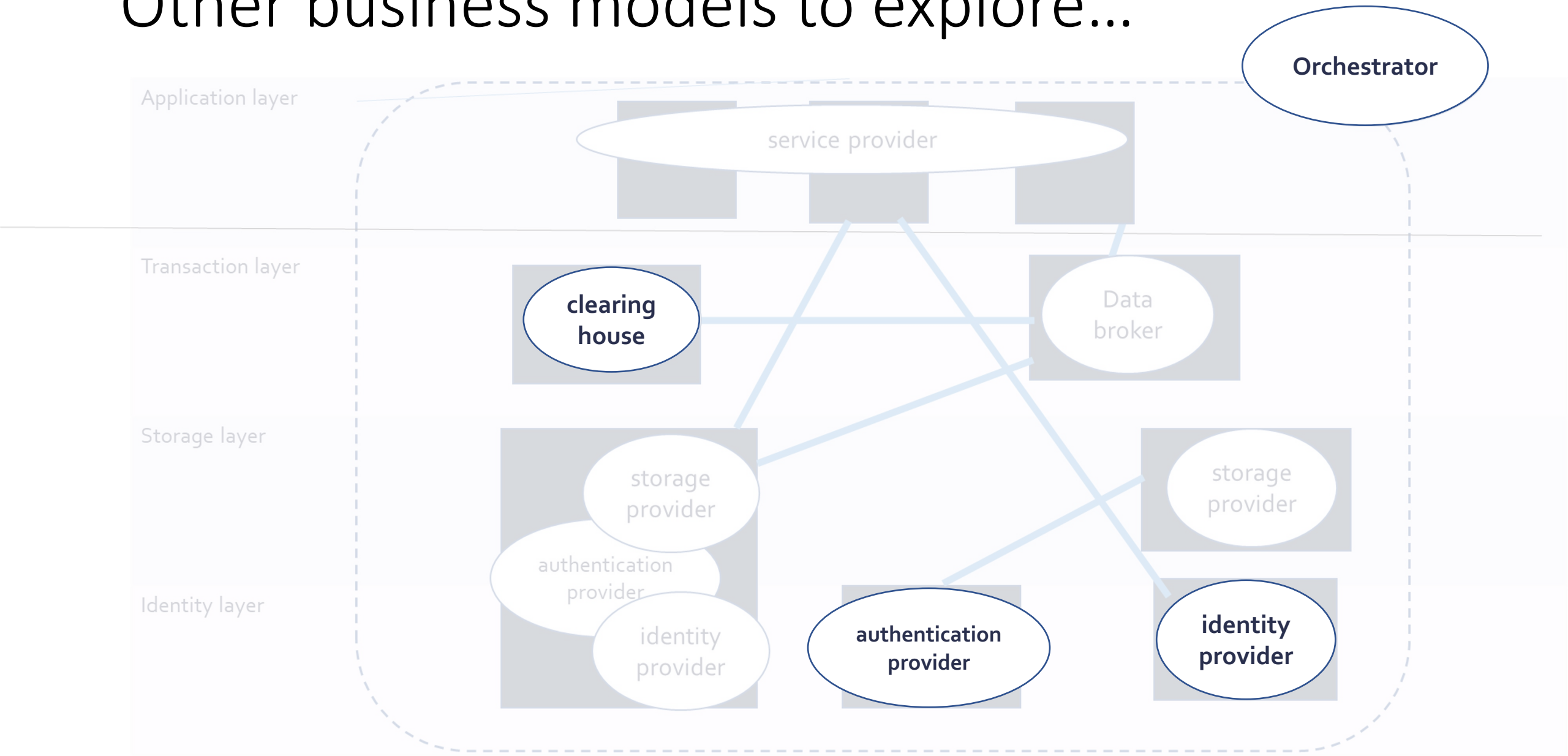
cost e.g.

Scaling up drives costs
Number of pods, requests (traffic) etc.

The pod provider business model

1. Variety of offerings
2. Key partnerships to increase awareness
3. Alignment of cost and revenue drivers
4. Competition with more traditional services

Other business models to explore…



Think about …

Do you think Solid pods can become the next Google Drive?

Go to wooclap.com

Enter the event code IMECSOLID in the top banner

Mapping the Solid Ecosystem: the modularity of data sharing

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https://solidlab.be