

State of Data Spaces Finland

Lightning Talks, Nov. 30. 2023

Lightning Talks x 8

**Reko Lehti, Taival
Advisory Oy**

Value Creation and
capture in data
ecosystems

**Timo Paananen,
Kela**

Julkisen hallinnon
data-avaruus

**Anu Passi-Rauste,
HeadAI**

Why we need skills
data space?

**Tuomo Tuikka,
VTT**

VTT data space
project portfolio and
examples

**Pirkka Frosti,
IOXIO**

Enabling the EU twin
transition using
dataspaces

**Juhani
Luoma-Kyyny,
DataSpace Europe
Oy**



**Marko Turpeinen,
1001 Lakes**

How to create a
Common European
Agricultural Data
Space?

**Ellisa Sarkkinen,
Siili**

Virtual Port Arrival –
digitalization enables
transformation and
emission savings in
the maritime sector



Lightning Talks x 8

**Reko Lehti, Taival
Advisory Oy**

Value Creation and
capture in data
ecosystems

**Timo Paananen,
Kela**

Julkisen hallinnon
data-avaruus

**Anu Passi-Rauste,
HeadAI**

Why we need skills
data space?

**Tuomo Tuikka,
VTT**

VTT data space
project portfolio and
examples

**Pirkka Frosti,
IOXIO**

Enabling the EU twin
transition using
dataspaces

**Juhani
Luoma-Kyyny,
DataSpace Europe
Oy**



**Marko Turpeinen,
1001 Lakes**

How to create a
Common European
Agricultural Data
Space?

**Elisa Sarkkinen,
Siili**

Virtual Port Arrival –
digitalization enables
transformation and
emission savings in
the maritime sector





Data sharing creates value, but how to capture it?

28.11.2023
Reko Lehti

Reko Lehti



Digital Strategy

Business Architecture

Ecosystems

CDO-as-a-Service

Taival Advisory Oy

Tekniikantie 12

02150 Espoo

Finland

+358 40 772 468

reko.lehti@taival.com

[linkedin.com/in/rekolehti](https://www.linkedin.com/in/rekolehti)



**“Ecosystems will account for
30 % of global revenues in 2025”**

***McKinsey & Company Insurance beyond digital:
The rise of ecosystems and platforms***

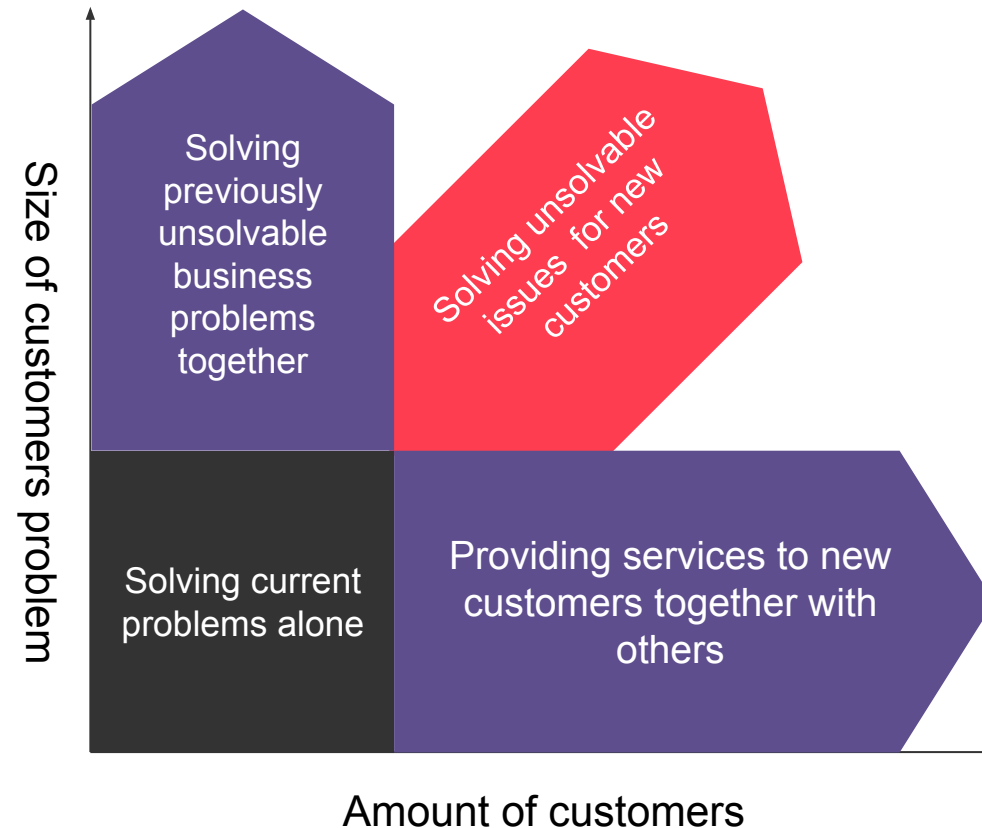


**“1 € spent on software will create
6 € in service sales”**

Salesforce

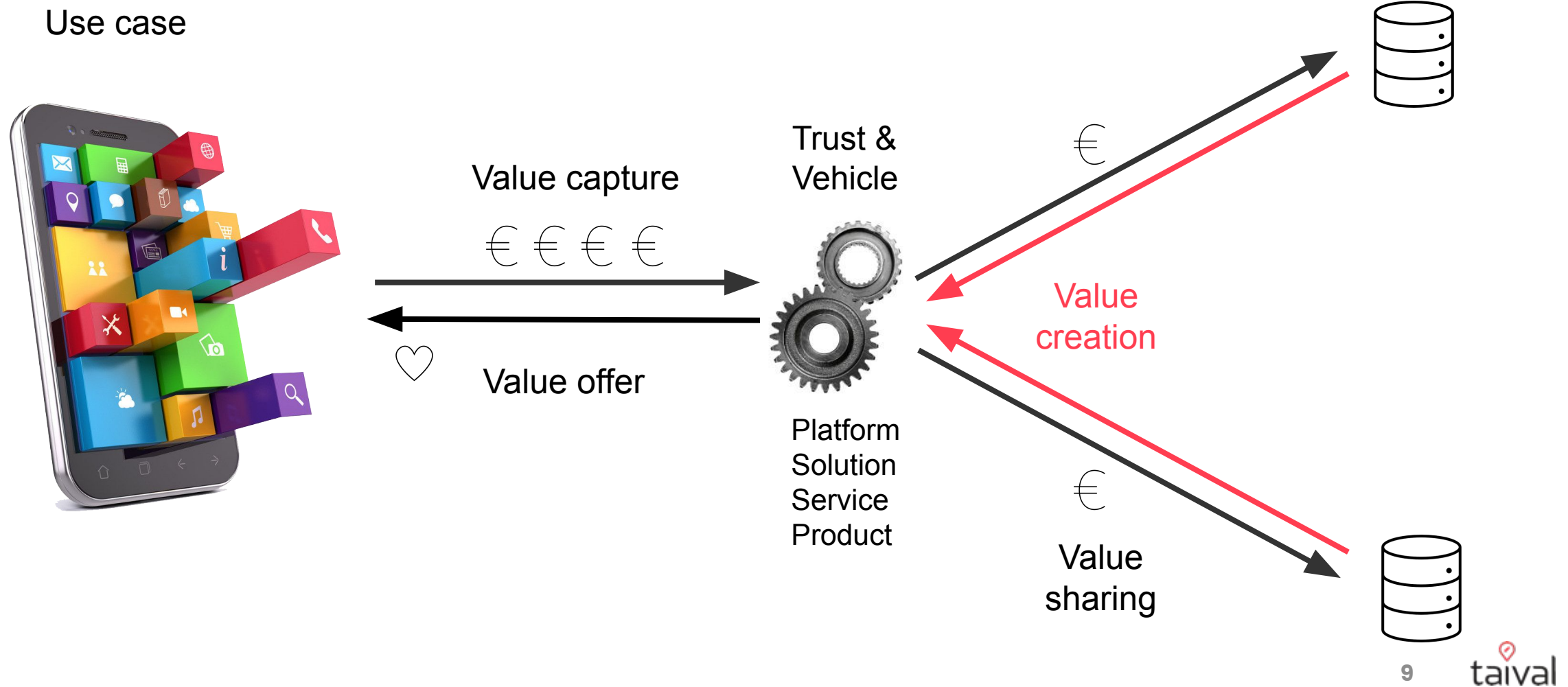
Two areas of play – unsolved problems and new customers

Cooperation in data and knowledge sharing between John Deere and seed manufacturers allows them to improve crop yields for farmers.



Fintraffic facilitating a data ecosystem to enable connected mobility and MaaS services

Creating value in a data ecosystem is easy, capturing requires work and trust



Capturing value requires analysis of motivation and € across stakeholders

Value Drivers by Stakeholders

What is **valuable** for the different stakeholders?



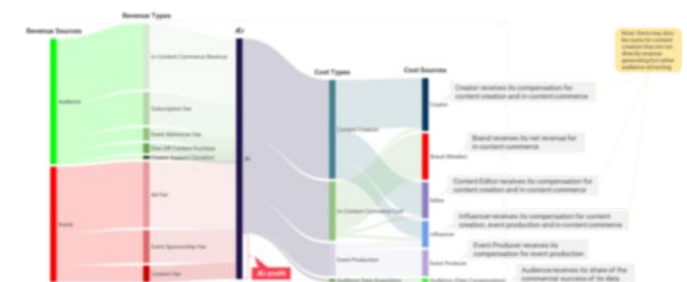
Value Exchange between Stakeholders

What **motivates** the stakeholders to **exchange value** between each other?

| | Audience | Creator | Influencer | Brand | Editor/Publisher | OTT user |
|------------------|--|--|--|---|---|---|
| Audience | | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Participation in Collaborative Content, Share of/Win the Show Monetization, Social Recognition - Rewards, Earning of Digital Currency (DCC) | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Participation in Collaborative Content, Share of/Win the Show Monetization, Social Recognition - Rewards, Earning of Digital Currency (DCC) | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition |
| Creator | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Participation in Collaborative Content, Share of/Win the Show Monetization, Social Recognition - Rewards, Earning of Digital Currency (DCC) | | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Participation in Collaborative Content, Share of/Win the Show Monetization, Social Recognition - Rewards, Earning of Digital Currency (DCC) | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition |
| Influencer | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Participation in Collaborative Content, Share of/Win the Show Monetization, Social Recognition - Rewards, Earning of Digital Currency (DCC) | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Participation in Collaborative Content, Share of/Win the Show Monetization, Social Recognition - Rewards, Earning of Digital Currency (DCC) | | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition |
| Brand | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition |
| Editor/Publisher | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition |
| OTT user | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | Access to New Audiences, Monetizable Brand Collaboration, Unique Funding for Content Projects, Social Recognition | |

Revenue & Cost Flows

What is the **overall revenue and cost flow** across the stakeholders?



The background features a dark blue gradient with silhouettes of two people climbing a mountain. One person is at the top of a peak, leaning forward, while the other is lower down, reaching up towards the first person. The scene is set against a backdrop of jagged mountain peaks.

Thank you!

Lightning Talks x 8

**Reko Lehti, Taival
Advisory Oy**

Value Creation and
capture in data
ecosystems

**Timo Paananen,
Kela**

Julkisen hallinnon
data-avaruus

**Anu Passi-Rauste,
HeadAI**

Why we need skills
data space?

**Tuomo Tuikka,
VTT**

VTT data space
project portfolio and
examples

**Pirkka Frosti,
IOXIO**

Enabling the EU twin
transition using
dataspaces

**Juhani
Luoma-Kyyny,
DataSpace Europe
Oy**



**Marko Turpeinen,
1001 Lakes**

How to create a
Common European
Agricultural Data
Space?

**Ellisa Sarkkinen,
Siili**

Virtual Port Arrival –
digitalization enables
transformation and
emission savings in
the maritime sector



Infrastruktuuri

SÄÄNTÖKIRJA

Data-avaruuden kuvaus

Tiedon käyttöehdot

Jäsenet

Hallintamalli

Tietoturvaoperatiivinen malli

Yleiset käyttöehdot

Valtionhallinto

Kunnallishallinto

Yksityinen sektori

Julkiset sosiaali- ja terveydenhuollon palvelut

Kuntayhtymät

Aluehallinto

Itsenäiset julkis-oikeudelliset laitokset

Julkiset koulutus- ja tutkimuslaitokset

suostumus

ETPK 1

ETPK 2

ETPK 3

Data-tuote 1

Data-tuote 6

Data-tuote 7

Data-tuote 3

Data-tuote 4

Data-tuote 5

Data-tuote 6

Data-tuote 9

Lightning Talks x 8

**Reko Lehti, Taival
Advisory Oy**

Value Creation and
capture in data
ecosystems

**Timo Paananen,
Kela**

Julkisen hallinnon
data-avaruus

**Anu Passi-Rauste,
HeadAI**

Why we need skills
data space?

**Tuomo Tuikka,
VTT**

VTT data space
project portfolio and
examples

**Pirkka Frosti,
IOXIO**

Enabling the EU twin
transition using
dataspaces

**Juhani
Luoma-Kyyny,
DataSpace Europe
Oy**



**Marko Turpeinen,
1001 Lakes**

How to create a
Common European
Agricultural Data
Space?

**Elisa Sarkkinen,
Siili**

Virtual Port Arrival –
digitalization enables
transformation and
emission savings in
the maritime sector



Why we need skills data space?

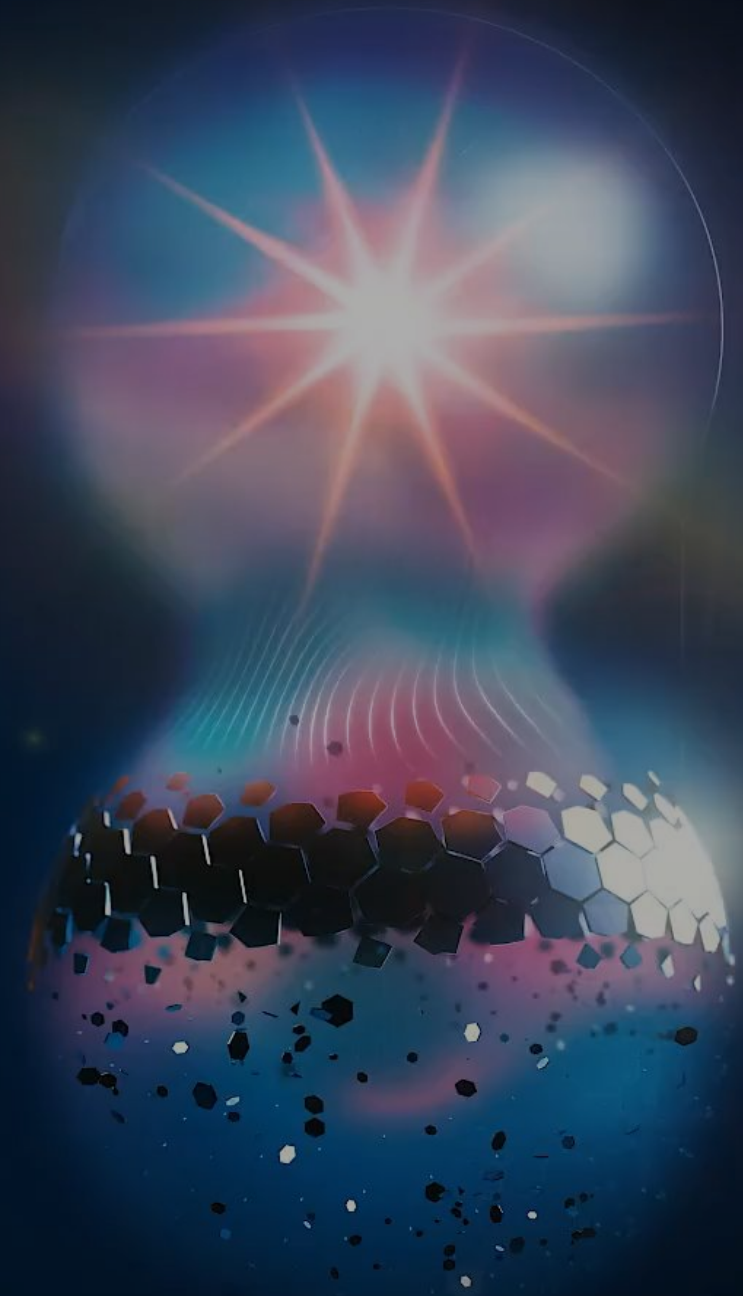


Anu Passi-Rauste, Headai

Lightning Talks – State of Data Spaces Finland 30.11.



@headaiofficial



Meet Matilda!

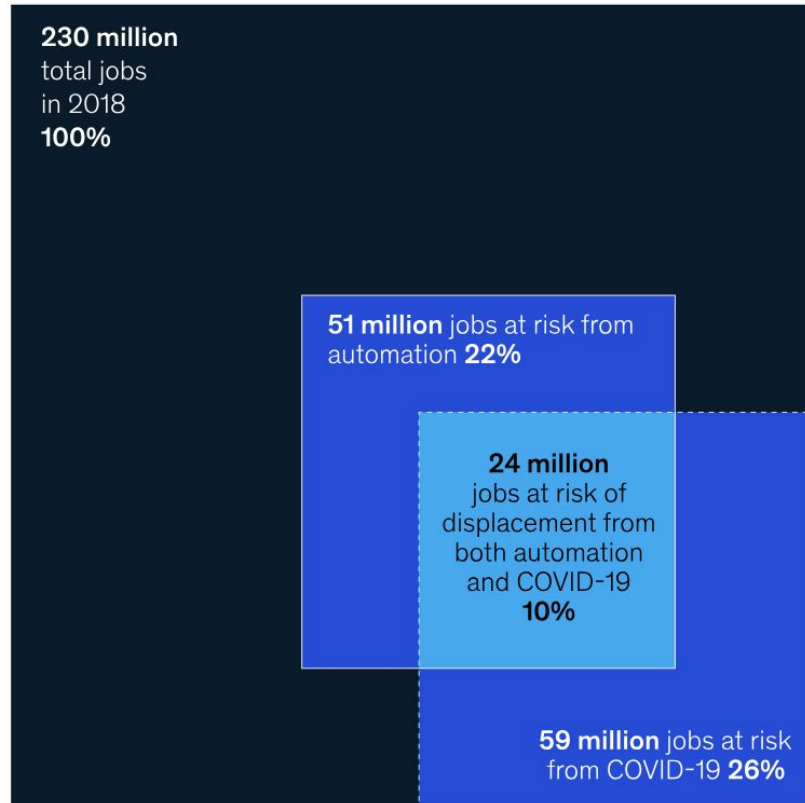
Matilda is a **UX designer** at **DigiFutUX** and is aware of the necessity to keep pace with **AI-powered design tools** in today's fast-moving tech world.

EU-DUNE is a real use case representing a dynamic upskilling platform designed for employees to navigate the evolving digital landscape. Leveraging a comprehensive skills data space, the platform, through various integrated tools, offers personalized skills assessment, recommendations, and training matches. In this use case, Matilda, a UX designer, navigates her career progression and training options, empowered by data-driven insights and seamless data interconnections.



There is a large overlap between jobs at risk due to COVID-19 in the short term and jobs displaced by automation in the longer term.

Breakdown of European employment



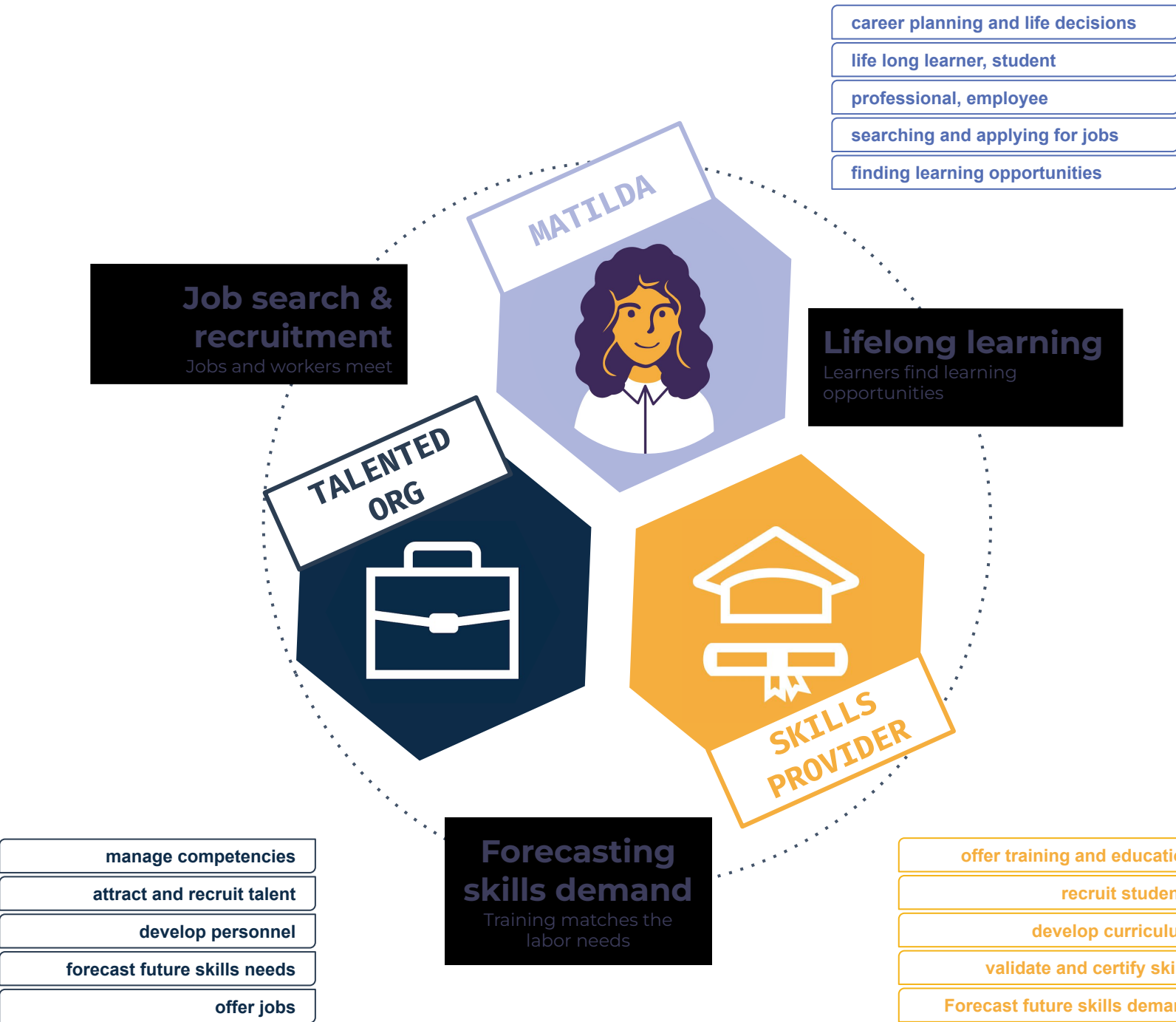
Forbes

Subscribe

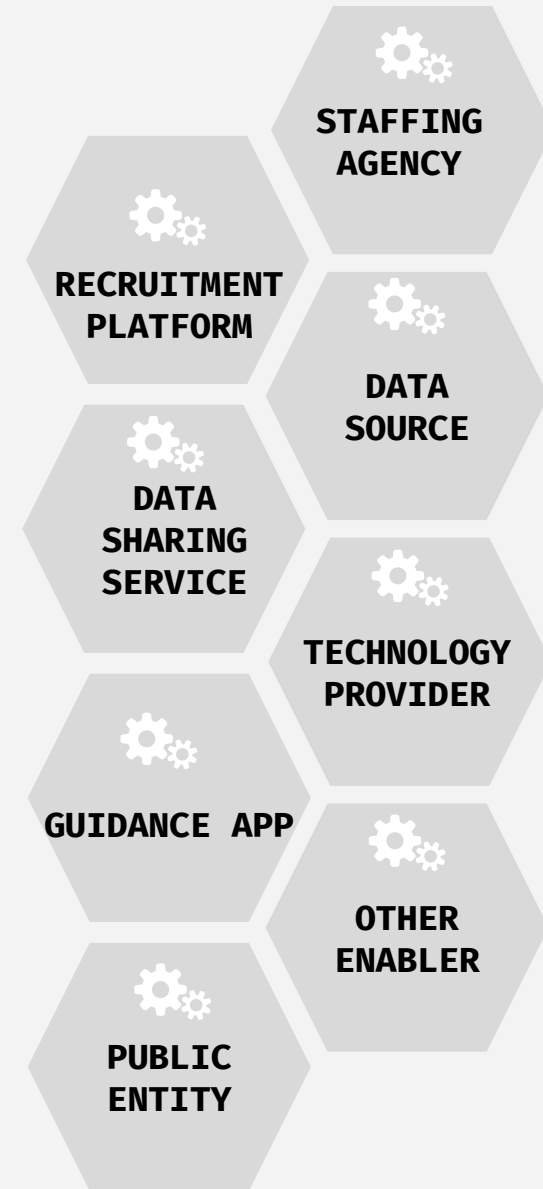
By any measure, **learning and development** (also known as **upskilling**) is big business and important for business. According to one **estimate**, the market size of this global industry is more than \$370 billion, with companies spending an average of \$1,300 per employee each year on various continuing education activities.

<https://www.mckinsey.com/featured-insights/future-of-work/the-future-of-work-in-europe>

<https://www.forbes.com/sites/edwardsegal/2021/05/18/a-new-way-to-upskill-no-vel-partnership-could-change-how-we-learn-at-work/?sh=63914a4e7906>



Enablers



Discover the Data Space for Skills Blueprint

Read the full document →



As an important outcome of the DS4Skills project, the Data Space for Skills Blueprint **offers concrete building blocks, governance and business models as well illustrated guidelines to equip organisations in building the skills data space** that can offer practical benefits to citizens and businesses.

<https://www.skillsdataspace.eu/blueprint/>

A HUMAN-CENTRIC APPROACH TO SKILLS DATA:

Create value for the individual & society

Towards a flexible, dynamic, fair & competitive digital society for education & work

'Use my data on my terms & for my benefit: make my life easier, more productive & more fulfilling'



'Your data helps us to deliver the best education and services'



'Your data helps us match you to the best job & help us succeed'



'Your data helps us plan for the well-being of our society'

2019

2020

2022/23

2024

2025->



MyData
#skillsdata
Thematic Group

The thematic group has united already more than 40 organizations from 6 countries to make the human-centric skills data space happen!



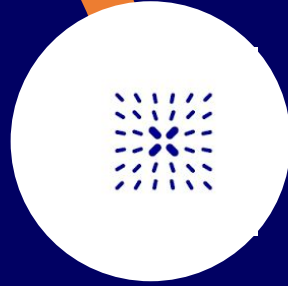
DS4SKILLS

PREPACTS-DS-01-SKILLS

MyData
#skillsdata
Thematic Group



Skills Data
Working Group
Gaia-X Finland /



Coloring the World of Data

Thank you!

Anu Passi-Rauste

CBO

+358 40 5081130

Anu.passi-rauste@headai.com

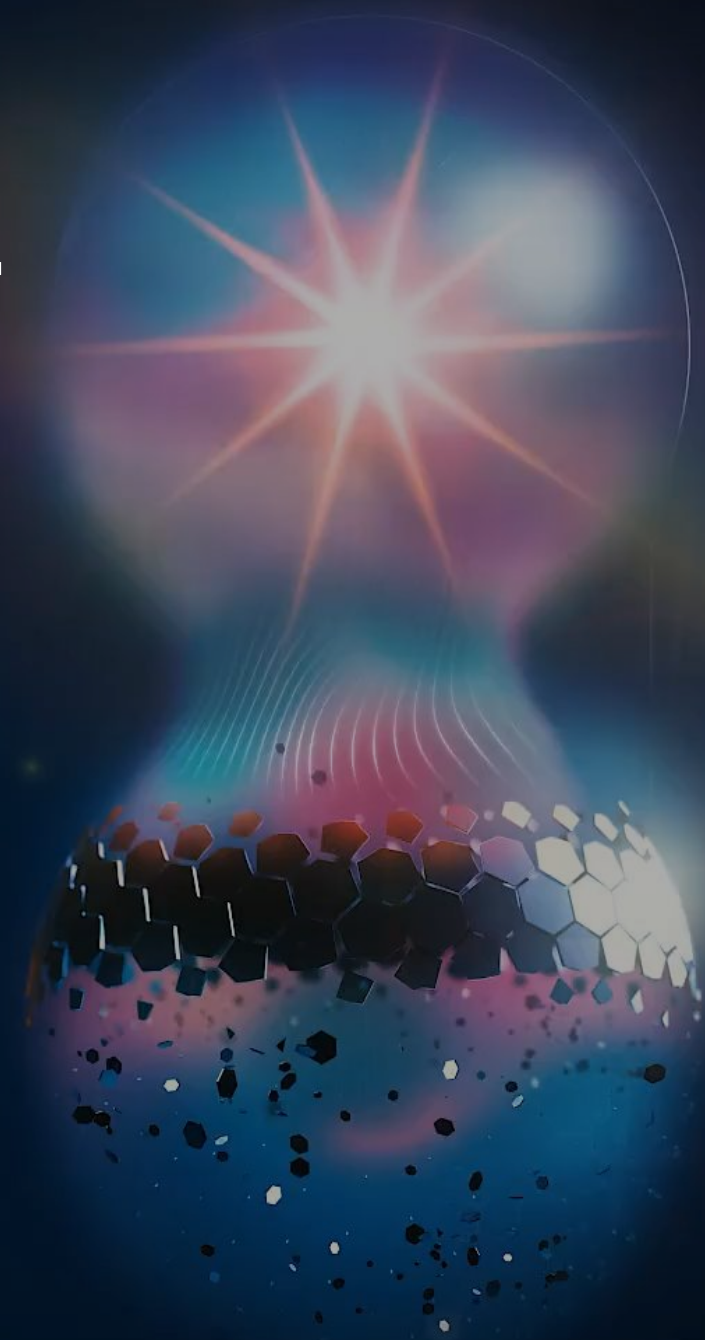
Harri Ketamo

Science & PR

+358 50 5285006

harri.ketamo@headai.com

<http://www.headai.com/>



Lightning Talks x 8

**Reko Lehti, Taival
Advisory Oy**

Value Creation and
capture in data
ecosystems

**Timo Paananen,
Kela**

Julkisen hallinnon
data-avaruus

**Anu Passi-Rauste,
HeadAI**

Why we need skills
data space?

**Tuomo Tuikka,
VTT**

VTT data space
project portfolio and
examples

**Pirkka Frosti,
IOXIO**

Enabling the EU twin
transition using
dataspaces

**Juhani
Luoma-Kyyny,
DataSpace Europe
Oy**



**Marko Turpeinen,
1001 Lakes**

How to create a
Common European
Agricultural Data
Space?

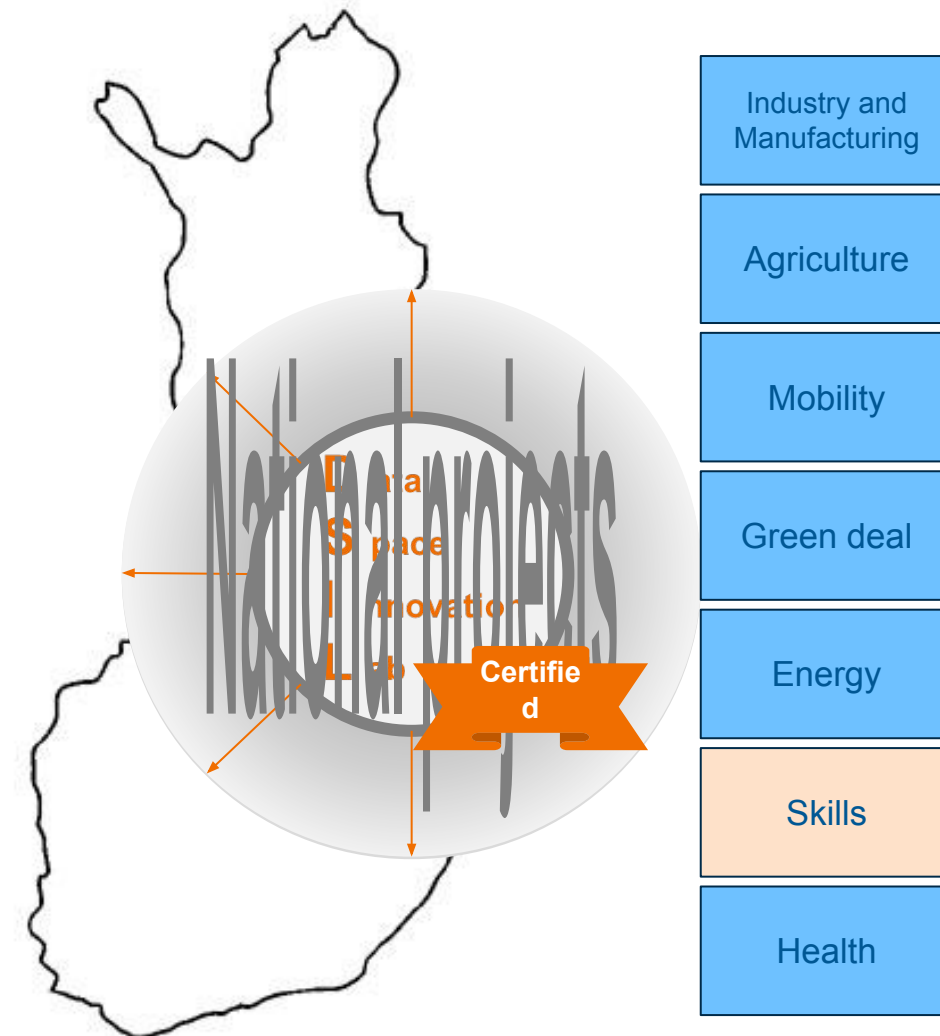
**Elisa Sarkkinen,
Siili**

Virtual Port Arrival –
digitalization enables
transformation and
emission savings in
the maritime sector



VTT Data Space activities in a nutshell

- Data space activities since 2015
 - Big Data Value Association founding member
 - IDSA member and IDSA Finland hub (idsa-finland.fi)
 - Gaia-X AISBL first round member
- Data Space Innovation Lab
 - Technical, regulation, governance, business and design approaches covered
 - Supports research projects but infrastructure is also used for external interoperability testing and education.
 - Technical:
 - IDSA architecture implementation
 - A certified IDSA connector, with OPC UA extension
 - Eclipse transformation
 - Gaia-X architecture implementation testing
- VTT project portfolio
 - Volume 22-24M€/Finland, 101M€/EU
 - 19 pilots/Finland, 42 pilots/EU



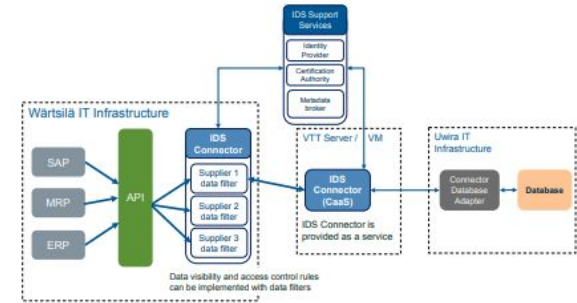
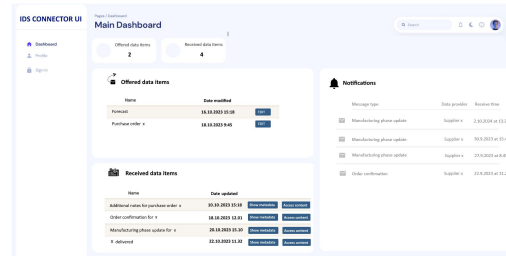
Examples



OSME (Wärtsilä) – Open Smart Manufacturing Ecosystems initiative (mexfinland.org/osme) (BF)



More seamless integration between the IT systems of two companies, the management of product orders can be streamlined, resulting in heightened efficiency and a reduction in errors



- Next
- BF OSME2
- Following EU:
- DaCapo
- +preparations

FlexiRobots (EU)

Silage harvesting

• Silage harvesting requires 3-4 tractors and work phases. Right timing of harvesting is important for the value of crop.

Rumex weeding

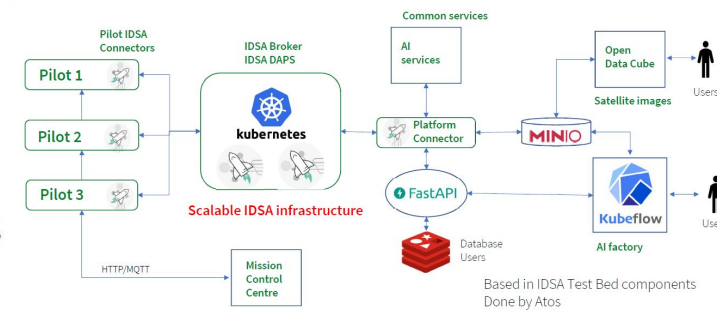
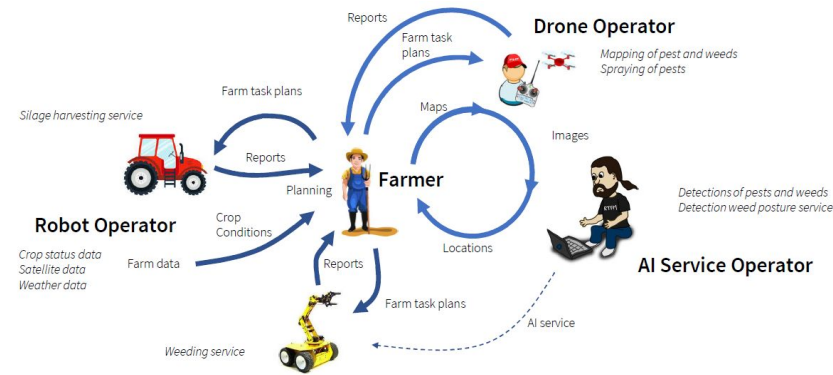
• Rumex causes losses in cattle farms as each Rumex plant creates approximately 1m² area that is not eaten by cows. Rumex spreads efficiently and is hard to remove.

Pest management

• Pests are serious threats to Rapeseed crop. Spraying is costly and harmful to environment. Precision methods with drones are needed.

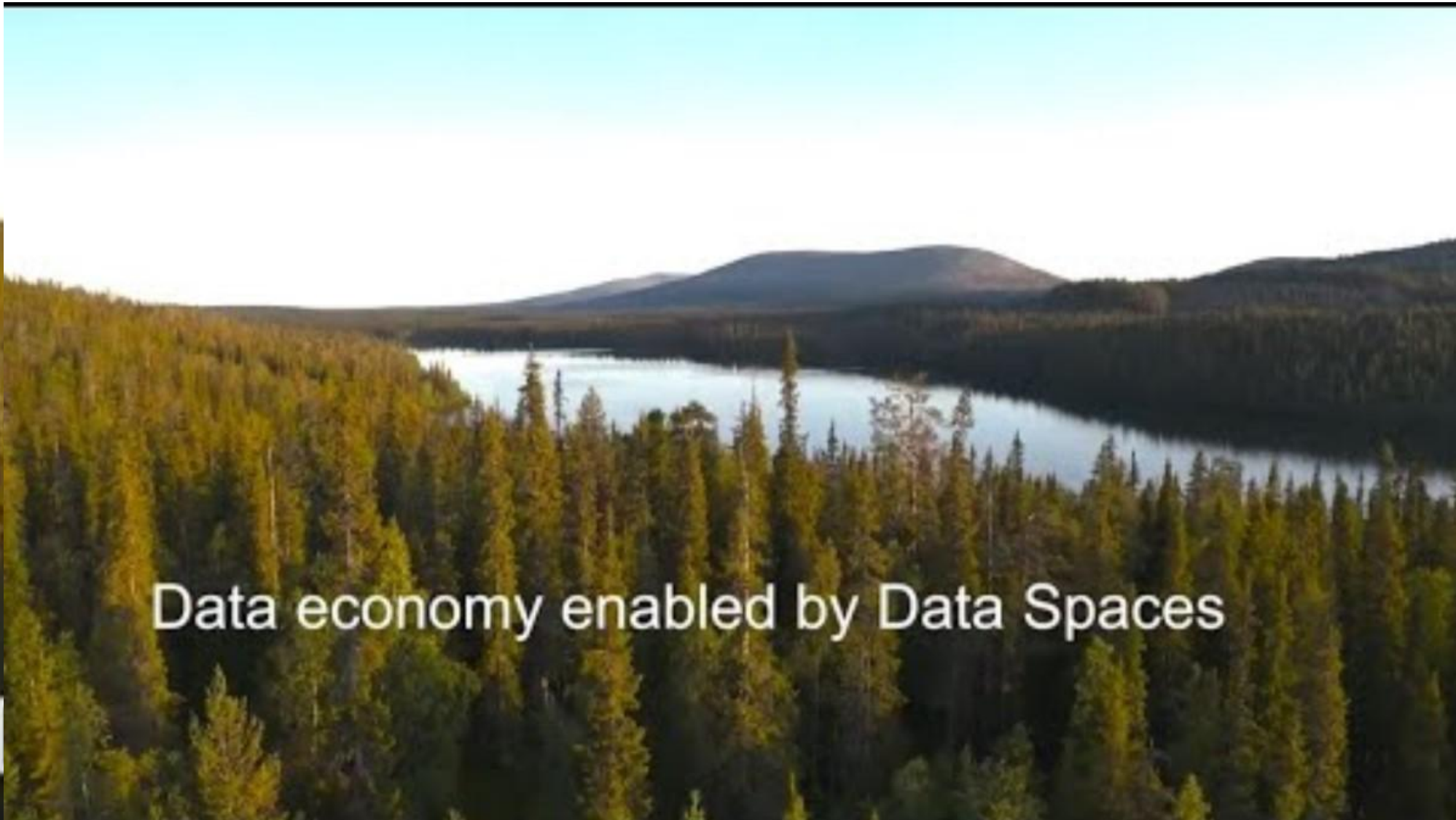
Grassland renovation

• Grassland renovation use case shows that different actions can be done simultaneously at the field that increases the efficiency of Robot as a Service business model. The use case combines weeding, seeding, and fertilisation tasks.



- Following EU:
- Data Space 2.0

- Parallel:
- Data Space Support Centre
 - Mobility Data Space
 - TANGO

The background of the slide is an aerial photograph of a vast, dense forest. In the center, a large, calm lake reflects the surrounding greenery and the clear sky. The forest extends to the edges of the frame, with a few hills visible in the distance under a bright, clear sky.

Data economy enabled by Data Spaces

Lightning Talks x 8

**Reko Lehti, Taival
Advisory Oy**

Value Creation and
capture in data
ecosystems

**Timo Paananen,
Kela**

Julkisen hallinnon
data-avaruus

**Anu Passi-Rauste,
HeadAI**

Why we need skills
data space?

**Tuomo Tuikka,
VTT**

VTT data space
project portfolio and
examples

**Pirkka Frosti,
IOXIO**

Enabling the EU twin
transition using
dataspaces

**Juhani
Luoma-Kyyny,
DataSpace Europe
Oy**



**Marko Turpeinen,
1001 Lakes**

How to create a
Common European
Agricultural Data
Space?

**Elisa Sarkkinen,
Siili**

Virtual Port Arrival –
digitalization enables
transformation and
emission savings in
the maritime sector



Finland is leading the public data space development in EU

First services available in production in January 2024!



Finnish industries are piloting DPPs first in EU - From wheel to well to your table

5,8 CO2e tonnes



Logistics CO
API

```

transport/emissions
RoadFreightEmissions
Request: {"Leg identifier": "400239"}
Response:
{
  "Freight type": "Palletized",
  "Condition": "Ambient",
  "Journey type": "Long-haul",
  "Contract type": "Dedicated contract",
  "Total emissions": "5,8 CO2e tonnes",
  "Emissions Per TCE": "1,2 CO2e tonnes
  ...}

```



21.50

Oolannin Unirapeat Ranskanperunat

BASIC INFORMATION

Verification state:

Product Code

Dataspace domain:

Food Artifact Values

Returns the n

Energy

Calo

6 g

Oolannin

perunat

Suomalaisesta perunasta

MIKROFÄRDIGA POMMES FRITES

ORPASTE 400 G

Orkla

API

Manufacturing/Product/Recycling information



Funded by



Cargo Owner
API

Lightning Talks x 8

**Reko Lehti, Taival
Advisory Oy**

Value Creation and
capture in data
ecosystems

**Timo Paananen,
Kela**

Julkisen hallinnon
data-avaruus

**Anu Passi-Rauste,
HeadAI**

Why we need skills
data space?

**Tuomo Tuikka,
VTT**

VTT data space
project portfolio and
examples

**Pirkka Frosti,
IOXIO**

Enabling the EU twin
transition using
dataspaces

**Juhani
Luoma-Kyyny,
DataSpace Europe
Oy**



**Marko Turpeinen,
1001 Lakes**

How to create a
Common European
Agricultural Data
Space?

**Elisa Sarkkinen,
Siili**

Virtual Port Arrival –
digitalization enables
transformation and
emission savings in
the maritime sector





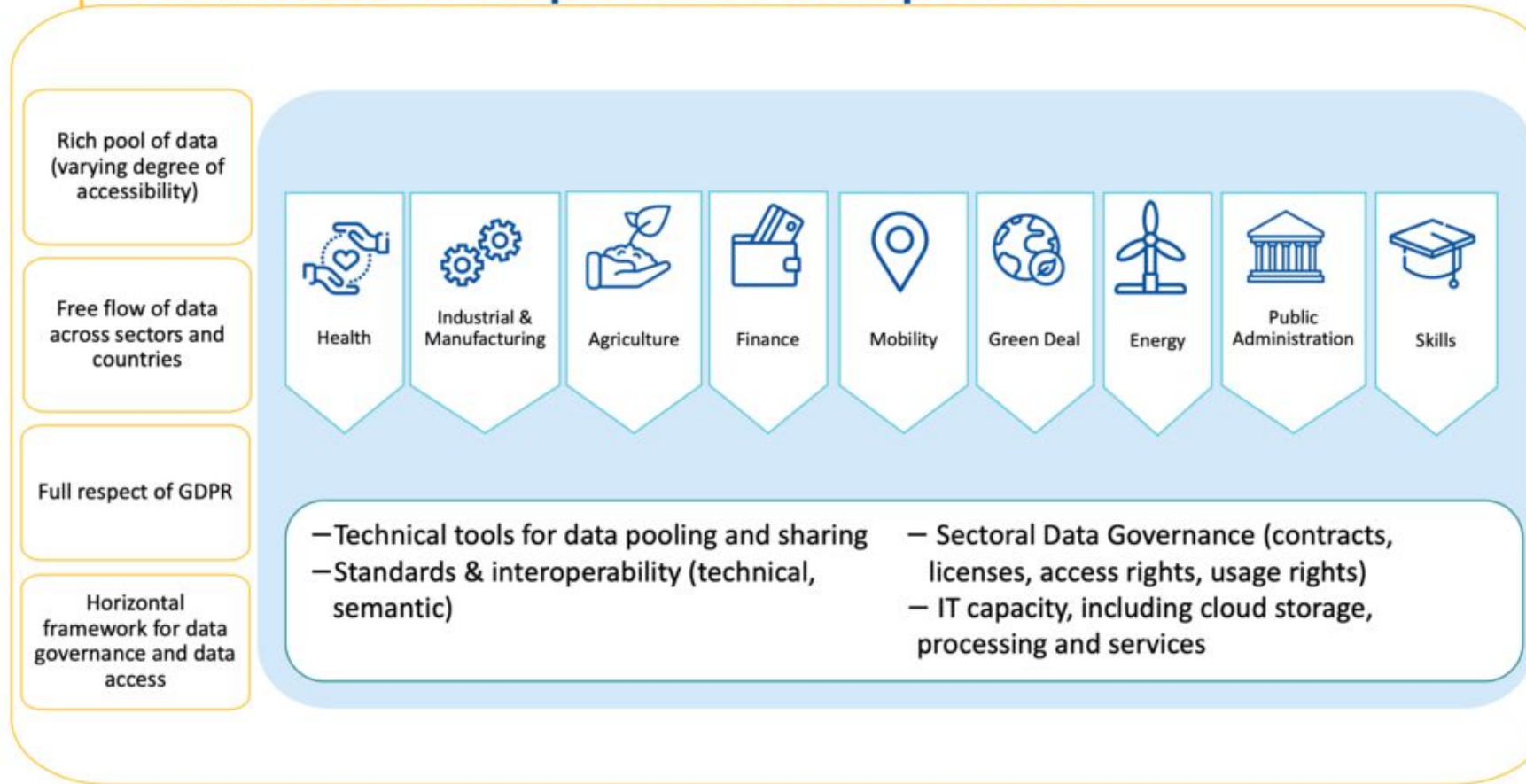
10 01 LAKES

**How to create a Common European
Agricultural Data Space?**

**Marko Turpeinen
30.11.2023**

Mitä ovat data-avaruudet?

Common European data spaces



Lähde:
Euroopan komissio

EXPLORE & IDENTIFY

Understanding and mapping the data sharing landscape



ANALYSE & ASSESS

Building blocks for profitable and responsible data space in agriculture

Data space technical landscape



INTEGRATE & PROPOSE

Roadmap towards the data space in agriculture



Common European Agricultural Data Space (CEADS) – Our Project Vision

Why?

New **value creation** and **operational efficiencies** for European agri-food stakeholders by exploiting available data.

How?

Creating a network of **interoperable data sharing initiatives** with business models in data economy, responsible data sharing, digital inclusiveness, integrative artificial intelligence and cross-sectoral integration. The **decentralized approach** will reduce the complexity to ensure an easy onboarding for **public and private stakeholders** in the value chain. The **interest of farmers** will build the center of gravity of this approach.

What?

Develop **guidelines for a data space** that can be adopted by public and private sectors participants in an easy way. Define procedures to explain and implement **legal, technical and governance** issues. Support actors and organizations that facilitate and monitor the adoption of the guidelines.

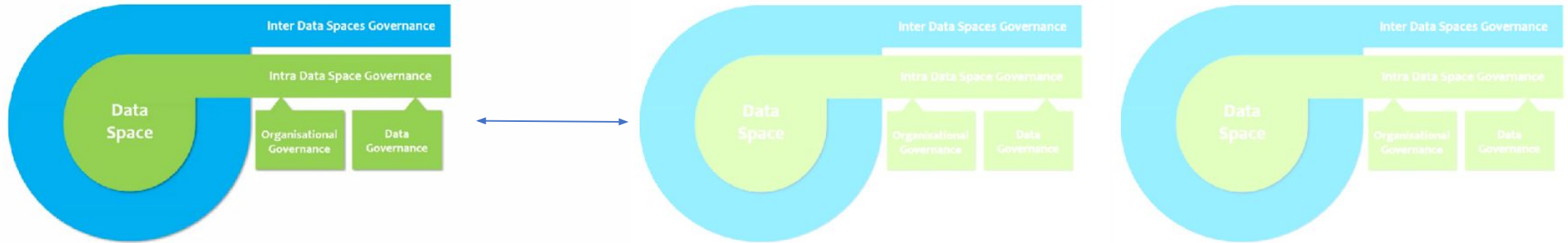
Scenario for CEADS structure

European Agri Data Space

Other European Data Space

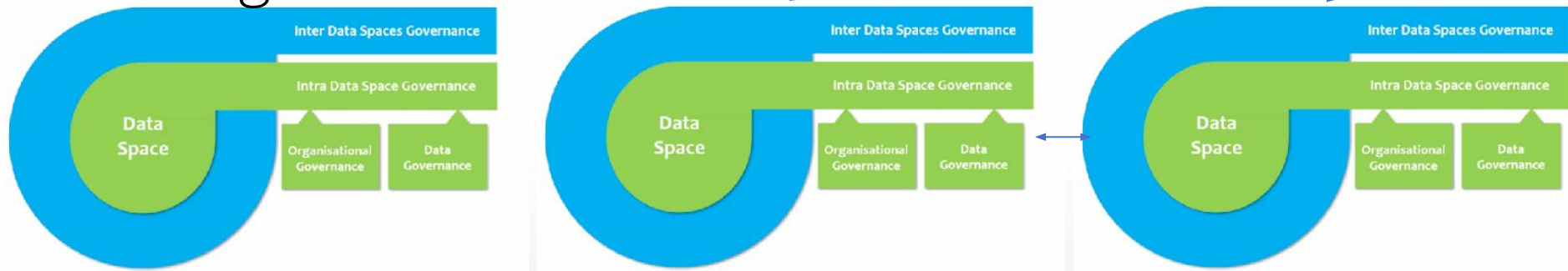
International Agri Data Space

Macro level

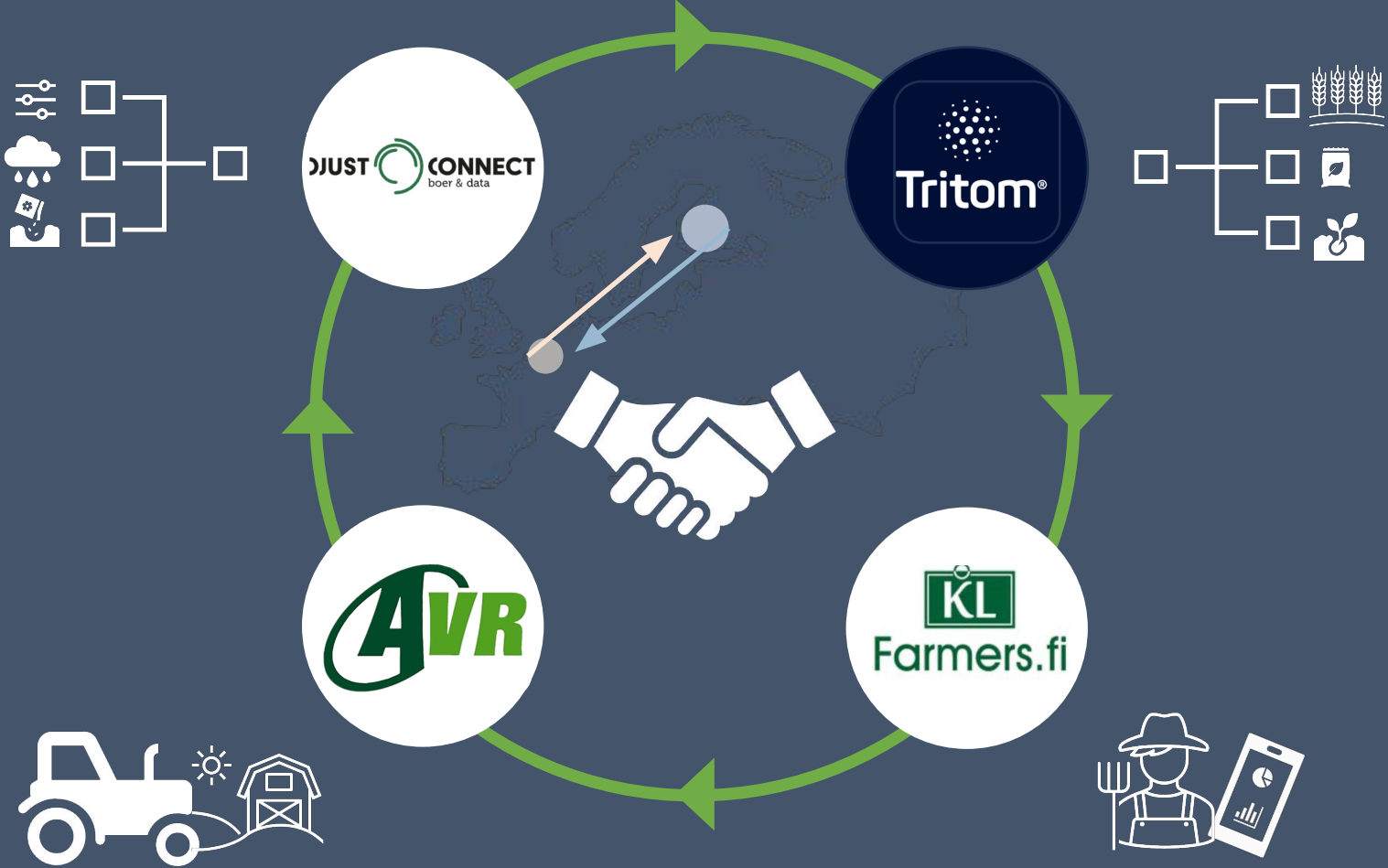


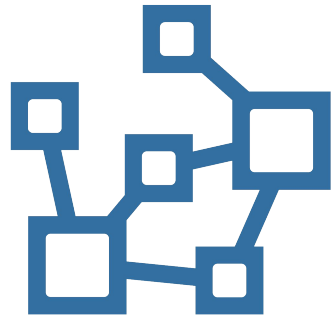
Data Sharing Initiatives

Micro level



Example: POTATO-X





**10
01 LAKES**

BUILDING TRUST IN DATA ECOSYSTEMS

Marko Turpeinen

marko.turpeinen@1001lakes.com

Lightning Talks x 8

**Reko Lehti, Taival
Advisory Oy**

Value Creation and
capture in data
ecosystems

**Timo Paananen,
Kela**

Julkisen hallinnon
data-avaruus

**Anu Passi-Rauste,
HeadAI**

Why we need skills
data space?

**Tuomo Tuikka,
VTT**

VTT data space
project portfolio and
examples

**Pirkka Frosti,
IOXIO**

Enabling the EU twin
transition using
dataspaces

**Juhani
Luoma-Kyyny,
DataSpace Europe
Oy**



**Marko Turpeinen,
1001 Lakes**

How to create a
Common European
Agricultural Data
Space?

**Elisa Sarkkinen,
Siili**

Virtual Port Arrival –
digitalization enables
transformation and
emission savings in
the maritime sector

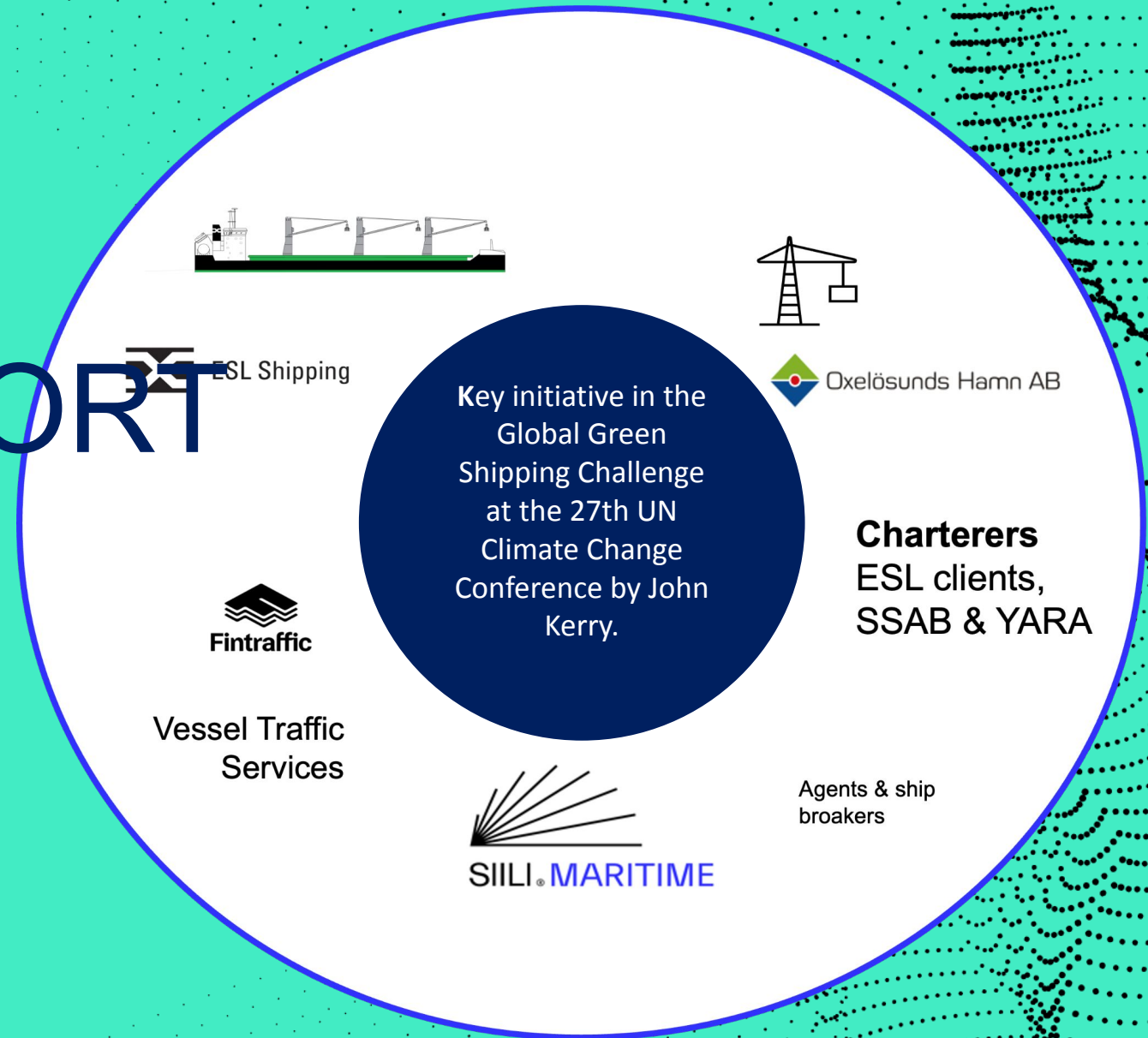




VIRTUAL PORT ARRIVAL

Eliisa Sarkkinen
Delivery Lead & Lead Service Designer
at Siili Solutions Maritime Business Unit

For further information: eliisa.sarkkinen@siili.com



REASON BEHIND THE VIRTUAL PORT ARRIVAL PROJECT –“HURRY TO WAIT”

Currently vessels rush to the destination port with the prevailing First Comes First Served principle and binding contracts, even, if there is a known delay.

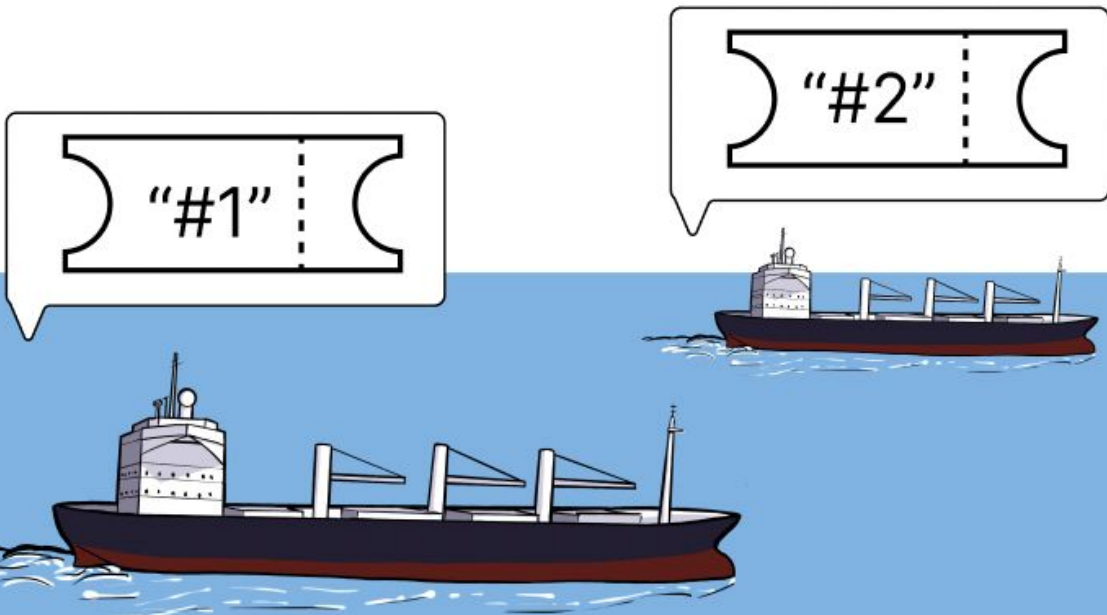


Increased fuel consumption and emissions, as well as waiting at the anchorage.

SOLUTION

SAVING EMISSIONS WHILE INCREASING PROFIT

With Virtual Port Arrival a vessel can slow down speed, receive a line-up position already while sailing, and arrive at the port roads when the berth is available without breaching contracts.



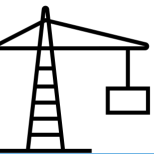
RESULTS* SO FAR

-24 % average reduction of CO2-emissions

-20 % savings in bunker oil

We are creating a concept including a platform that supports in...

- decision making
- situational awareness
- tracking emissions
 - sharing savings



**Results from the ESL pilot with SSAB and Port of Oxelösund*



VETA is the time of arrival if the vessel would have sailed with the original Service speed VNOR given

Planning readiness for a VPA Voyage | Suggesting the use of VPA for the voyage leg | Confirming VPA for the voyage leg | VPA sailing | After VPA sailing

The diagram illustrates the process flow for VPA sailing, divided into four main stages:

- Planning readiness for a VPA Voyage:** Includes sub-steps like 'Submitting for the VPA platform', 'Getting complete and status', 'Adding the contract details', and 'Adding voyage specific details'. It features screenshots of a VPA submission form and a dashboard with charts.
- Suggesting the use of VPA for the voyage leg:** Involves 'Agreeing AI human suggestion for use VPA' and 'Entering arrival notifications with VPA/VETA'. It includes a map showing vessel routes and a screenshot of a notification entry form.
- Confirming VPA for the voyage leg:** Focuses on 'Getting down to the Virtual Arrival Speed, including vessel and sailing position in the line-up'. It shows a screenshot of a 'VPA has been cancelled' notification.
- VPA sailing:** Shows 'In case of changes regarding submission or cancelling VPA' and 'In case of changes regarding withdrawal or cancelling VPA'. It includes screenshots of 'VPA has been cancelled' and 'VPA has been submitted' notifications.

Supporting information and analysis are provided at the bottom of each stage:

- Information & analysis:** Includes 'Big data analytics', 'T & C acceptance', 'Port information', and 'Port info and berth details'.
- Log information:** Includes 'Log information' and 'Port information'.
- Organization info for contract:** Includes 'Organization info for contract' and 'Port information'.
- Contract negotiations for the leg:** Includes 'Contract negotiations for the leg' and 'Port information'.
- Contract operators for the leg:** Includes 'Contract operators for the leg' and 'Port information'.
- Adding voyage leg details:** Includes 'Adding voyage leg details' and 'Port information'.
- Contracting Port Call for the leg:** Includes 'Contracting Port Call for the leg' and 'Port information'.

This Sitra ecosystem Virtual Port Arrival concept project has included over 25 roles and stakeholders, several workshops and interviews

TRANSFORMATION & DISRUPTION

With ...

- committed stakeholders
- service design

... we can find the best ways for Maritime parties collaborate and exchange information in a wider ecosystem



More sustainable
operations &
partnerships

Many thanks to all the stakeholders involved and to our great team at Siili Solutions!



For further information: eliisa.sarkkinen@siili.com,
+358 50 324 4983, www.linkedin.com/in/elli1

Eliisa Sarkkinen
Project Delivery Lead &
Lead Service Designer

Andrea Vianello
Lead Service &
UX Designer

Timo Kostamo
Principal Consultant
Lead data architect

Sabine Nieminen
UX & UI
Designer

Ivo Kinnunen
Software
Developer

Sanna Vainionpää,
Head of Maritime

Jukka Lepistö
Director, Maritime &
Public Sector

Teijo Aliranta
Data Space project



x

