

Data Ventures Strategy session @ 22nd March 2019

Why does Data Ventures Exist

- Revenue for Statistics New Zealand (Stats);
- New reputation for Stats, provide disruptive edge, commercial channel into Stats and new customers;
- Innovation for Stats - new processes, systems, methods - can be adopted by Stats;
 - “Infect the organisation”;
 - Open eyes to possibilities;
- Realise new value from existing data assets;
- Change the perception of Stats.

Data Ventures is

- Treated as separate from Stats:
 - A customer of Stats
 - A partner with Stats
 - A supplier to Stats
- Building on Stats NZ IP;
- Open by design;
- Backed by Stats reputation;
- An experiment;
- Providing data broker services;
- An “honest broker”;
- Disruptive.

Data Ventures will

- Operate across Government and Private Sectors:
 - In a commercial framework
- Generate revenue;
- Provide Insight;
- Realise latent value of data;
- Acquire new users of data;
- Provide expertise and skills;
- Create a broader ecosystem contribution;
- Be leading edge;
- Be an International leader;
- Revenue earning with a noble purpose.

Data Ventures will not

- Sell Stats Data;
- Do stuff that isn't "data" related;
- Work without a commercial outcome in mind;
- Sell data without adding value to it;
- Negatively impact the Stats brand or reputation (trust & integrity);

Internal Stakeholders

- Internal Advisory Board;
- Legal;
- Finance;
- Comms;
- Internal Naysayers;
- Cheerleaders;
- All staff.

External Stakeholders

- Minister/Ministers Office;
- Government Agencies - impacted by any venture;
- Government Agencies - policy agencies;
- Customers;
- Prospective customers;
- Privacy Commission;
- External Naysayers;
- Cheerleaders;
- Social license - eg: iwi;
- Operators in the market.

Who are Data Ventures Partners (Persona)

- Companies to deliver enhanced data outcomes
- Product / Platform / Data companies with own IP / Data
- Local Government

Who are Data Ventures Customers

- New Zealand for the first 18 months;
- Private sector;
- Local government;
- Central government;

- Iwi;
- NGO's;
- Crown entities;
- State Owned Enterprises (SOE's).

Data Ventures KPI's

- Validate the value proposition of Data Ventures:
 - 1 × product to market with 10 × MVP's completed
 - 5 × open source deliverables (number on count)
- Release value to Stats (innovation, processes, IP):
 - Numbers of changes influenced
 - Numbers of use cases Stats uses data for
- Challenge Stats operating model:
 - People through Data Ventures
 - Operationalised processes
- Commercially viable:
 - \$600K revenue by end of June 2019 (Invoiced)
 - Self-sustainable
 - Upfront costs repaid to the investor (Stats)
- Work with Partners to create new value from data.

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