

# University Business Accelerators on Open Data: Activities, Challenges and Best Practices

Yannis Charalabidis  
University of the Aegean  
Greece



W3C - Share PSI 2.0 Workshop, 21<sup>st</sup> May 2015, Krems, Austria

# Topics of the Workshop

- What are the main activities and services of an academic business accelerator ?
- What are the key relations to other entities from business, academia and administration ?
- What are the various challenges such an academic accelerator faces, especially when working on open data ?
- What can be a set of Best Practices that can assist a university business accelerator be successful in generating sustainable startups ?

# What is an “Academic Business Accelerator” ?

An academic business accelerator is an organizational unit of a university, aiming at mobilizing and supporting young members of the academic community to build their own enterprises

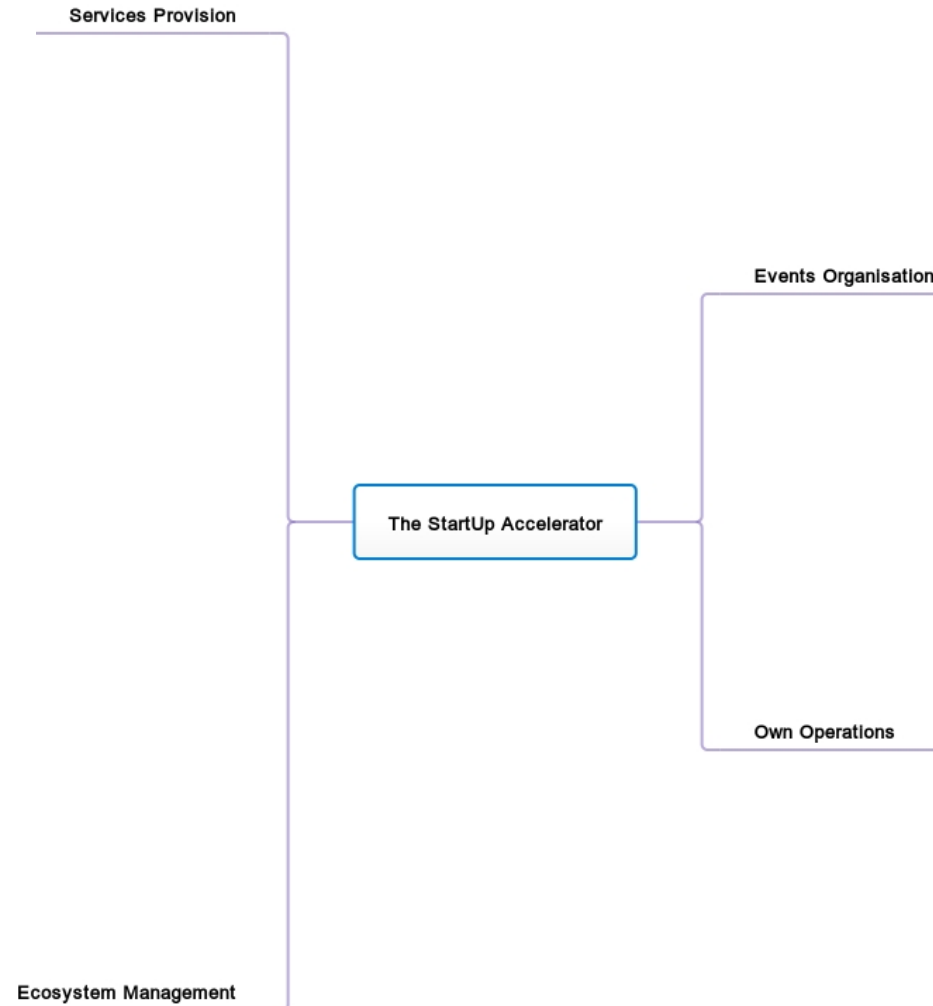
Other relevant titles:

- Startup Incubator
- Startup accelerator
- University incubator

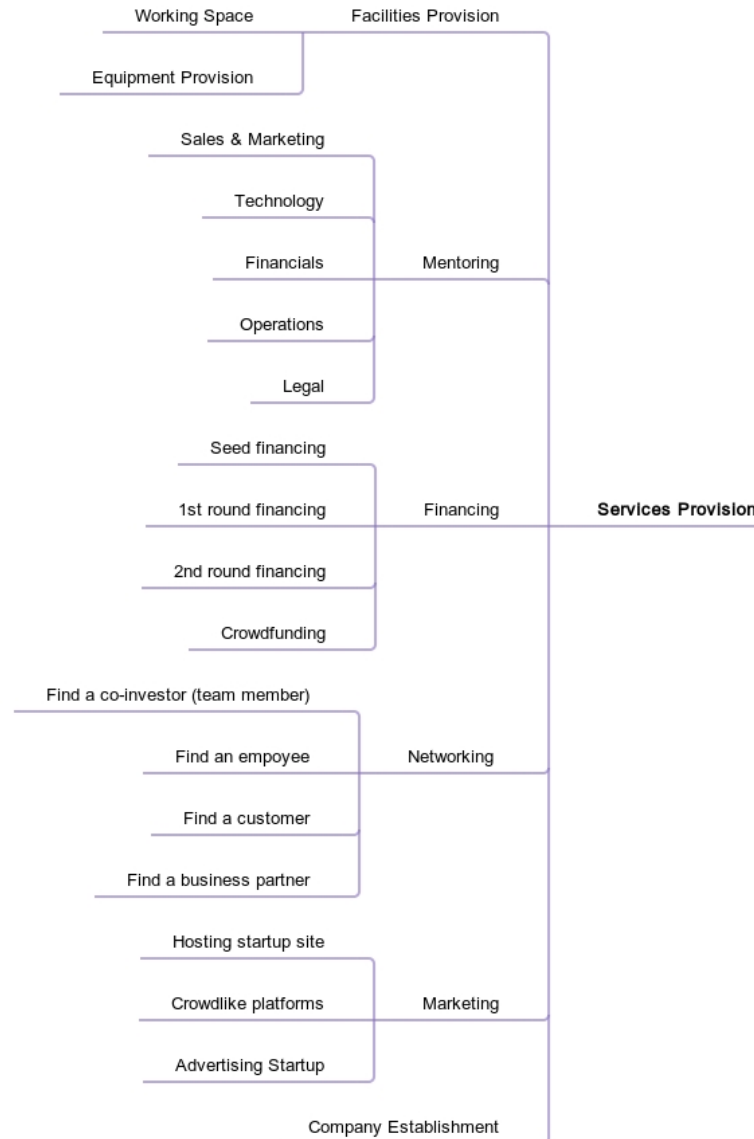
# What an accelerator does ...



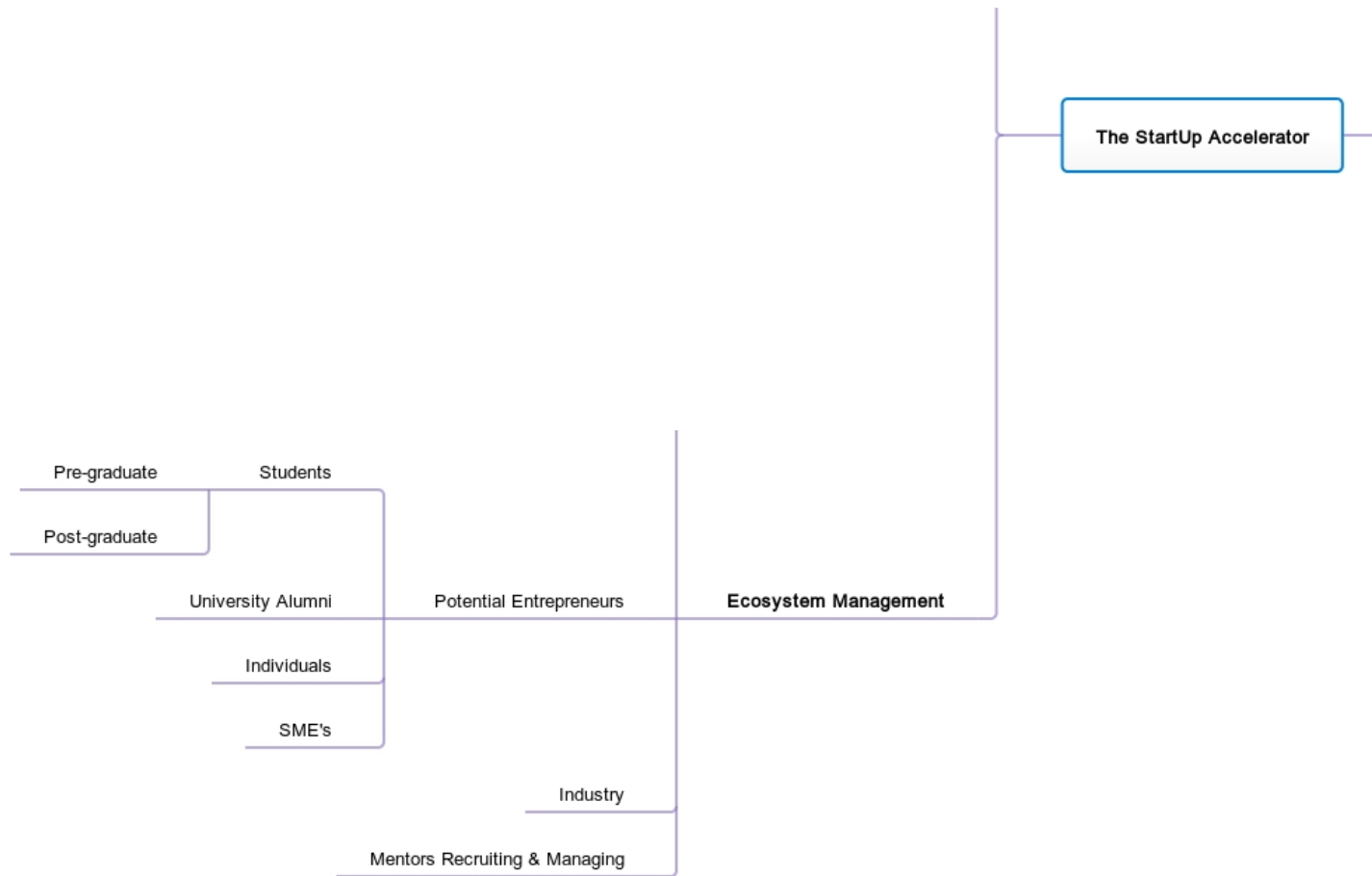
# What an accelerator does ...



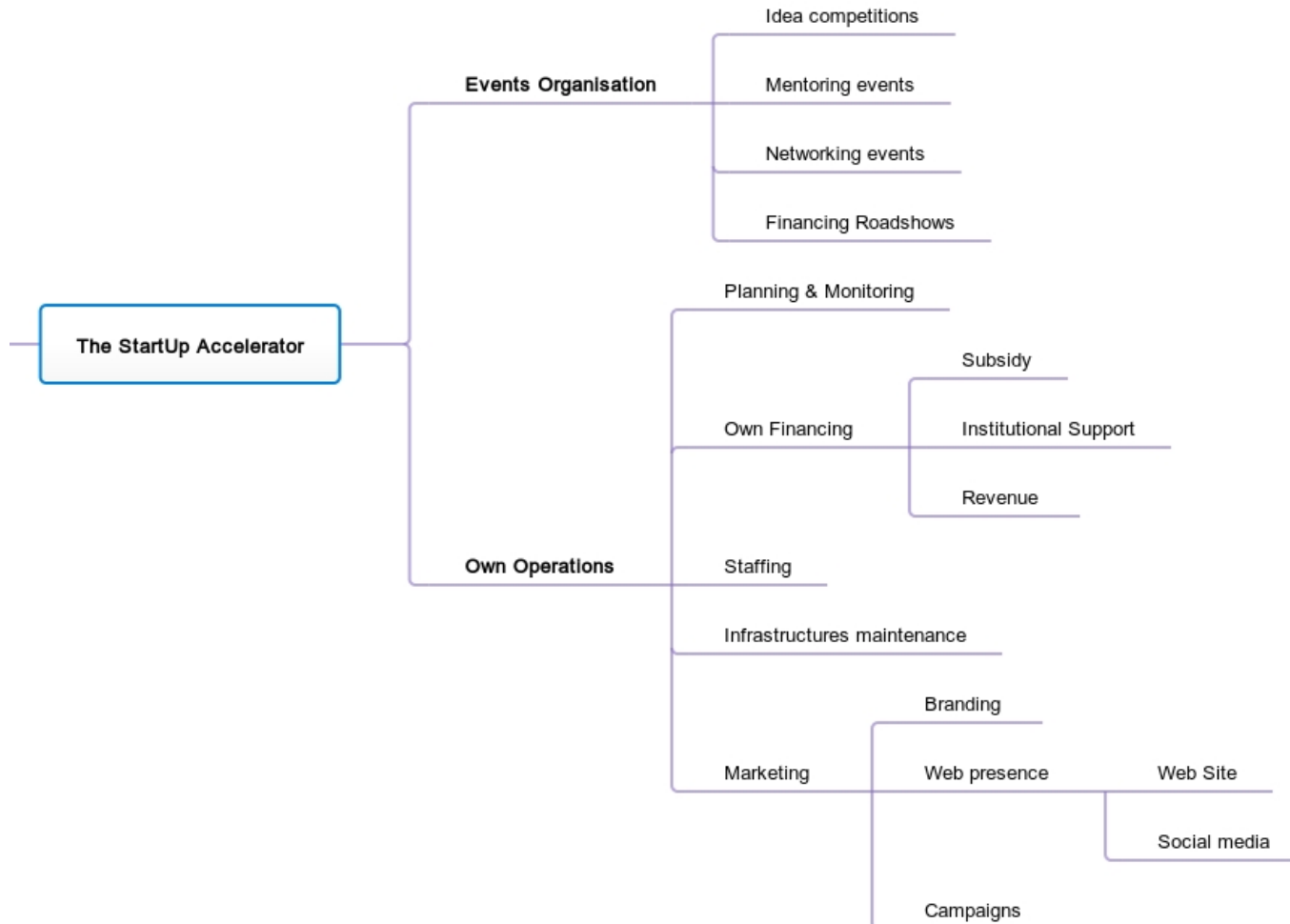
# Services Provision



# Ecosystem Management



# Events and Own Operations





# Aegean Startups – My accelerator

[www.aegean-startups.gr](http://www.aegean-startups.gr)

**AEGEAN**  
STARTUPS

Δύο Δέκα  
Αίτια

30  
ΧΡΟΝΙΑ



ΠΑΝΕΠΙΣΤΗΜΙΟ  
ΑΙΓΑΙΟΥ



[Home](#)

[The Contest](#)

[Submission](#)

[View Suggestions](#)

[Supporters](#)

[News](#)

[About - Contact Us](#)

[Frequent Questions](#)

[Aegean University Infrastructure](#)

[Evaluation System](#)

[Business](#)

[Library](#)



# Where does open data come in the picture ?

- Open data can be a valuable asset for developing new, revenue generating services on top of it
- There are already several identified business models to make money out of opendata (see <http://www.slideshare.net/s2pisco/business-models-in-psi-reuse>)
- Students and PhD researchers are quite keen on data-based entrepreneurship

# How to accelerate data-based entrepreneurship ?

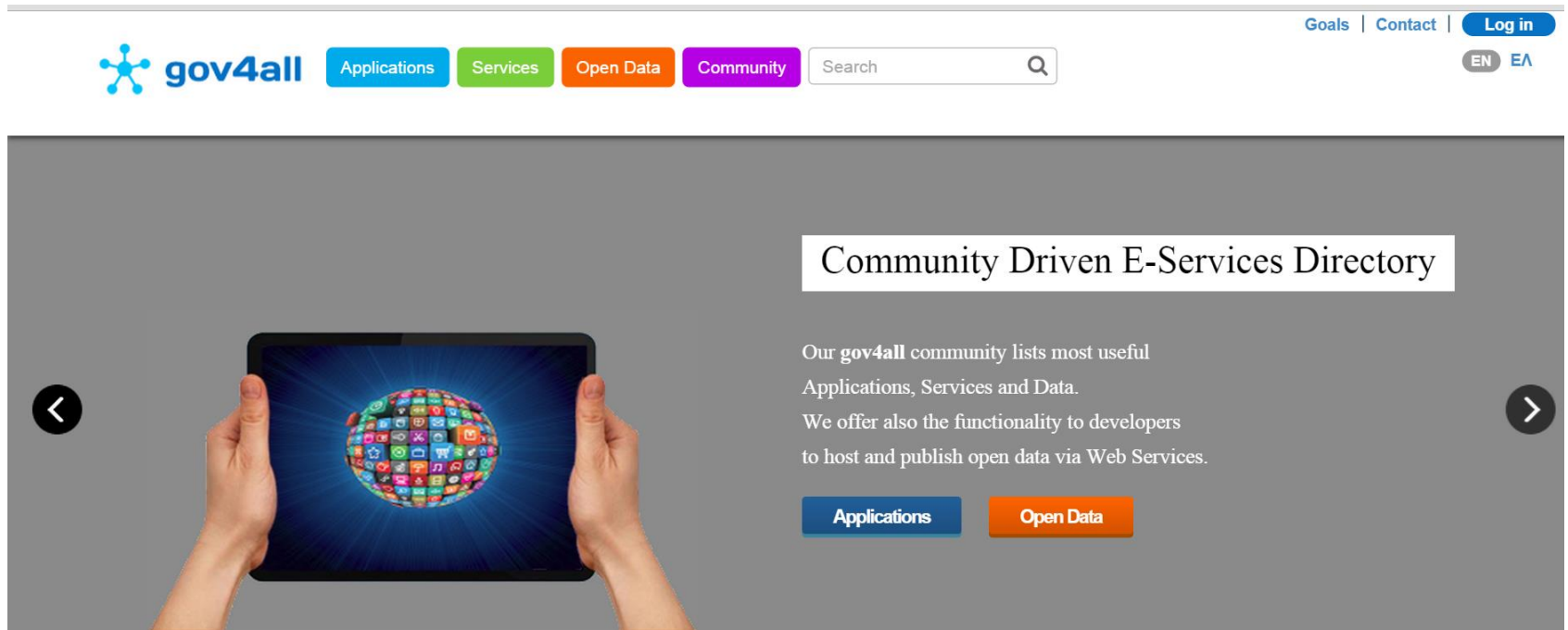
- *Way 1: Make open data and web services available to students*
  - *Pinpoint and explore national open data sites*
  - *Look for publicly available web services*
  - *Provide some initial technologies and tools for handling datasets and open API's*
  - *Provide training*
  - *Organise technology groups around key technologies (Android, Java, Microsoft, iOS)*

# How to accelerate data-based entrepreneurship ?

- *Way 2: Work on examples of applications and successful startups*
  - *Gather and display applications developed on open data*
  - *Relate applications and initiatives to repeatable revenue generation models*
  - *Try to generalize, reuse, re-apply in another sector*

# Gov4all – my WS/APP portal

<http://gov4all.azurewebsites.net/>



The screenshot shows the homepage of the Gov4all portal. At the top, there is a navigation bar with the Gov4all logo on the left, followed by four colored buttons: 'Applications' (blue), 'Services' (green), 'Open Data' (orange), and 'Community' (purple). To the right of these buttons is a search input field with a magnifying glass icon. Further right, there are links for 'Goals', 'Contact', and 'Log in' (in a blue button), and language selection buttons for 'EN' and 'EA'.

The main content area features a large image of hands holding a tablet displaying a globe of application icons. To the right of this image, the heading 'Community Driven E-Services Directory' is displayed in a white box. Below the heading, the text reads: 'Our gov4all community lists most useful Applications, Services and Data. We offer also the functionality to developers to host and publish open data via Web Services.' At the bottom of this section, there are two buttons: 'Applications' (blue) and 'Open Data' (orange). Navigation arrows are visible on the left and right sides of the main content area.

# How to accelerate data-based entrepreneurship ?

- *Way 3: Set up competitions that last long, in order to distill ideas*
  - *Start with the usual hacathon or idea-generating workshops*
  - *Make a competition in several steps*
  - *Prizes in money are not so important : publicity, mentoring in marketing / technology / sales is much more important*

# How to accelerate data-based entrepreneurship ?

- *Way 4: Connect with the world*
  - *Hold informal meetings among students to share and start collaborating on ideas*
  - *Organise open events to present ideas to the industry / investors*
  - *When a startup idea is reaching realization, put effort in establishing a network of partners, customers, journalists, mentors around it*

# What can be a set of Best Practices that can assist a university business accelerator be successful in generating sustainable startups ?

- Legal advice for the establishment, and especially for IPR issues and privacy
- Bring together beginners and more grown-ups (listen to each other and also fuse together in common attempts)
- Blogging on “every” activity / recruit some of the students to do that
- Relate with another school (media, journalists)
- Data journalism can be a start for entrepreneurship
- Join (or establish) international networks (next to EBIC, or YES.be)
- Biggest UK incubator (codebase) has partnered with CERN – for getting large amounts of data ? Find your own ... (Australia)
- Interculture communication
- “Attack” China / South Korea
- Beta testers etc
- Social entrepreneurship issues