

Date

Tuesday 17 July 2007

Title of session

Workshop 1- Partnering

Name of presenter/chair

Chair: John Cartledge, Partners Operations Manager, Ordnance Survey

Presenter: Crawford McIlveen, Commercial Manager, Ordnance Survey of Northern Ireland

Name of rapporteur

Sarah Hamylton, Cambridge University

With only half the attendees working with partners this workshop was immensely informative for all. Despite concerns over monopolies, mergers and globalisation, examples from OSNI, Ordnance Survey and the Norwegian NMA highlighted the benefits of sharing best practice and deriving maximum value for customers, which were thought to be positive outcomes from partnerships.

A case study from the Ordnance Survey of Northern Ireland elaborated on starting the road to partnering, however, they had identified that their business could only sustain a maximum of 25 partners. Several delegates at this point raised the problem of having to turn down requests of partnership. Does this break the impartiality of their business? At this moment in time Ordnance Survey of Northern Ireland did not have this problem, however, it may come to fruition down the line. Ordnance Survey provided a more mature view, providing a comprehensive review of the challenges and benefits to be derived from partnering. Currently Ordnance Survey has a vast array of partners at various levels of partnership. The benefits of using partners was highlighted by the rise in revenue stream the partners have provided Ordnance Survey over the last four years.

The following useful comments came out of the debate:

Ulf Sandgren, Landmäteriet, Sweden. It is difficult in an internet age to know where data has come from. Rights can become confused, contributing to the need to define partnerships.

Ingrid Vanden Berghe, Nationaal Geografisch Instituut, Belgium. The definition of a partnership can be very wide, especially when services as well as data are being provided. There is a limited market on services. You can run into legal problems when publishing work.

Patricia Sokacova, Geodesy, Cartography & Cadastre Authority of the Slovak Republic. In Slovakia, the NMA produces seamless vector maps at 1:50,000. They are state funded and corporate business is forbidden. People from their NMA often move to the private sector. This can loosely be defined as a partnership.

Knut Flåthen, Norwegian Mapping and Cadastral Authority. In Norway, the NMA have 600 partnership agreements and a potential 200 more on the horizon. This is a good thing, especially as data can be shared automatically through the same technology.

Charles Silverlight, Defence Geographic Centre. Forming partnerships can be a good way to reach customers. In some areas, partners add value that you would otherwise not have. Copyright protection can provide a reason for partnerships to be formed.

Questions	Answers
Ingrid Vanden Berghe, Nationaal Geografisch Instituut. What is the competition to OS Mastermap?	John Cartledge, Ordnance Survey: There are currently 11 organisations mapping city centres at a large scale in the UK
John Cartledge, Ordnance Survey: How many people in this workshop have partnerships?	50%
Ingrid Vanden Berghe, Nationaal Geografisch Instituut. How can you limit the number of partners that you have to 25?	Crawford McIlveen, OSNI: We implement a scoring system. Often it can be difficult to choose between partners that have a similar score.
Lam Joon Khoi, Singapore Land Authority: As a government agency, do you get accused of favouritism when establishing partnerships?	Not until recently. The Ordnance Survey uses a visible partner accreditation system that is accessible on the website.
Lam Joon Khoi, Singapore Land Authority: What cost considerations do the Ordnance Survey take into account when establishing partnerships?	John Cartledge: Cost recovery of operating costs. Any profit generated is reinvested in the Ordnance Survey and a fix percentage is returned to the Treasury.