

Winning support from key stakeholders



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Koll på läget!

Lantmäteriet's role as coordinator



- National responsibility for coordination of basic geographic information and property information
- Coordination and support to implementation of EC Directives and to look after Swedish interests within the GI sector

From map producer to SDI co-ordinator

- Map maker, map factory
- Long product-oriented programmes
- Product focus
- Government subsidiary/cost recovery
- Relatively few customer groups
- In-house resourcing
- Large number of staff

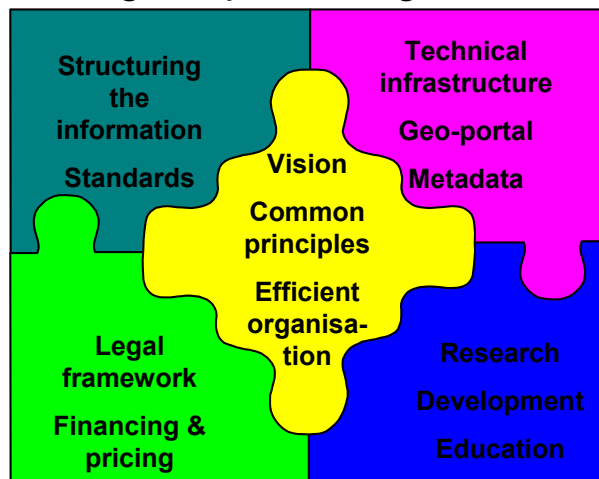
- SDI co-ordinator
- Customer & market orientation
- Focus on solutions
- Order-based services
- More and new customers
- Information broker
- Partnership, collaboration & contracting-out
- Fewer staff/changing skill mix/staff motivation

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Putting the pieces together



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Reactions being met



Avoiding
Attacking/competing
Cooperating

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Other problems for cooperation

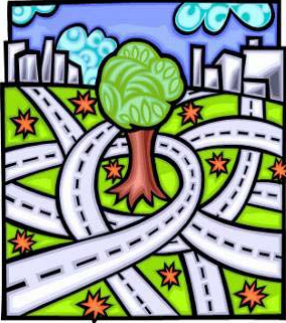


- Focus on short term results and not on future benefits
- Complicated organisational structure (e.g. 290 independent local authorities in Sweden)
- Insufficient communication within each organisation – agreements reached by the top level are not followed up
- Large turnover of persons involved

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Cooperation



From a theoretical view cooperation can be characterized by:

Reciprocity

Mutual understanding and equality between the parties.

Stability

Capacity to resist attacks from outside aiming to destroy the cooperation.

Robustness

Capacity to grow in an environment that alters from time to time.

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Basic rules for cooperation



- Don't be jealous!
- Don't make difficulties for your counterpart!
- Don't be too smart!
- Try to focus on the important future! – Shift focus from today's mistakes and problems to the possibilities of tomorrow!
- Consider the possibilities to use incitement models to make it even more profitable for the counterpart!
- Learn to recognize your counterpart, his motivation and behaviours!
- Be patient and show endurance!

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— Reference data in co-operation —

Example: between Lantmäteriet and the Association of local authorities

General agreement	- Common vision - Basis and principles for co-operation - Financial model
Standard agreement	- Basis for agreements with each individual local authority
Object catalogue	- The first step towards a common standard
Standards	- Swedish Standard

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Standards – a tool for cooperation



- Express the objectives
- Produce a catalogue describing terminology and taxonomy
- Produce an information model
- Quality assurance
- Provide the document describing the standard (with examples)
- Send for review
- Adoption of the standard

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The way forward

