BlueBRIDGE External Advisory Board (EAB) - FIRMS
Joint meeting of BlueBRIDGE Technical Working Group (TWG3) and FIRMS TWG6 on the Global Record of Stocks and Fisheries (GRSF)
Rome, Italy, 9 February 2018
Business plans for the Global Record of Stocks and Fisheries (GRSF)

**This document is a draft that will evolve along the meeting.
It may contain views or statements that will not be approved eventually.**

This document at this stage is an outline of the final document on the future business plan of GRSF.

This document reports the discussion on some key elements for the business of GRSF assuming that the that other elements of a nosiness plan have been discussed and reported previously.

1   Outline of a business plan

- Vision statement
- Mission statement
- Domain overview
- 'Market' analysis and competition
- SWOT analysis
- Offer: Value proposition
- History
- Legal entity and ownership
- Business model and governance
- Partners' domains and roles in the business model
- Management
- Location, facilities
- Operations
- Cost and resources
- Growth and developments
- Marketing / Outreach / Communication / Training
- First steps: Priority and phasing
- Settings and maintenance of the data standards

2   Key points for discussion

2.1   Envisaged partners and roles

2.1.1   Partner types
Public, private

Data partners		
	Strategic	*Potential*
	FIRMS / FAO	
	UWA	JRC, …
	SFP	MSC, …
Technology Partners		
	CNR	
	FORTH	
Applications Partners		
	TRUST-IT	Others?
	UWA / SFP	
Outreach Partners		
	TRUST-IT	Others?
	All	

2.2   Partner roles

Roles / Head

- Governing Board   FIRMS   Decision-making
  - o   Standards maintainer   FAO   Policy making
  - o   Content maintainer   ?FAO   Policy making
  - o   Technology maintainer   CNR   Policy making
- Secretariat   FAO   Executing - Disseminating
  - o   Data Team   ?FAO   Executing
  - o   IT team   CNR   Executing

Partners in roles

- Governing Board   = FIRMS SC
  Alternative: A mix of the three groups above (part or all partners) would constitute the GRSF Board.
  - o   Standards maintainer
    Includes member(s) of   BB-GRSF
    Includes member of the
    - ▪   FIRMS members   FIRMS partner (1, 2, ..n?) rolling position?
    - ▪   Technology maintainer   CNR, FORTH
    - ▪   Content maintainer   ?FAO   Chair no vote
    - ▪   Secretariat   FAORapporteur
  - o   Content maintainer   FIRMS partners (part or all) + current
                                          GRSF partners (part or all) + other potential partners
  - o   Technology maintainer   CNR, FORTH, and FAO
- Secretariat   FAO/FI (FIAS?) = FIRMS Secretariat?

- o Data team (FAO, alone?)
- o IT team (CNR, FORTH)

2.3 Costs

2.3.1 Locations
- FAO, Rome, Italy
- CNR, Pisa, Italy;
- FORTH, Heraklion, Greece, Italy
- Others?

2.3.2 Facilities
- FIRMS secretariat
- FAO FIPS
- CNR ISTI, D4Science infrastructure

2.3.3 Operations
- Executive work and management, mainly:
  - o Secretariat (incl. data handling)
  - o iMarine infrastructure
- Steering
  - o Meetings incl. in FIRMS costs
  - o Maintainers meeting outside FIRMS SC?
    Or only teleconf (physical meetings may be required on the short-term)Resources

2.3.4 In-kind contributions
- FAO / FIRMS
- CNR/FORTH
- Survey

2.3.5 Revenue Streams
The platform shall generate different types of Revenue Streams, ranging from onetime customer payments (pay-as-you-go) e.g. generated from some direct stakeholder funding aimed at launching a dedicated Virtual Workspace for a user community, or from partner organizations willing to reuse existing results that do not have exclusivity rights.

2.3.6 Recurring revenues
They can come from organizations having long-term goals, involving large communities, spread across different regional organizations for example, and willing to plan for the conduct of regular platform operations.

2.3.7 Growth and developments
- Through the investment part of the services revenues (SFP)
- Through funded project: infrastructure (CNR + …), iMarine VRE (CNR + iMarine partners), functionalities (FAO, UWA), info products (FIRMS)

2.4 Outreach / communication

2.4.1 Medias
- Which networks to mobilize
- Scientific publications
- FAO publications

- Webinars
- Tutorial
- …
- In BlueBRIDGE: Trust-ID

2.4.2 Targeted users of the services

- SDG14.4.1 producers
- Researchers in academic and governmental agencies
- Inter-governmental organizations in charge of food security and/or sustainability of aquatic living resources
- Industries exploiting aquatic ecosystems, having needs for assessment tools of Ecosystem Approaches to fisheries and aquaculture

2.5 Prioritizing and Phasing

2.5.1 Action plans in the short-term until the COFI June 2018

- Check with LEG for legal entity
- Publishing the current GRSF (validating the current data)
- Secure the committed in-kind contributions
    - The secretariat part, IT and data
    - The network of data managers
- Reach out potential users / consumers
- Experiment in traceability
- Introduce GRSF to the COFI June

2.5.2 Action plans in the mid-terms end of the year 2018

- Looking for financial resources
- Fix interface issues if need be
- Continue integrating data
- Establish the expanded partnership