Partnerships and Business Models – A case study on Alberta Data Partnerships
Alberta Data Partnerships – Information hub for all geospatial data in Alberta

• A public-private partnership supporting the long term management of spatial assets for stakeholders

• Core purpose of partnership: Maintaining and promoting the broadest possible distribution of provincial digital mapping that meets the immediate needs of the Alberta market

Base mapping infrastructure

- Available
- Accessible
- Affordable
- Accurate
The Public Private Partnership grew from a strong push by the Government of Alberta (GOA) to privatize operations that they believed could be scaled and accomplished more efficiently by the private sector.

**Key Factors for formation of P3:**

- No coordinated system for land-related information management in the province
- Budget constraints – need to reduce costs while still delivering services
- Pressure on information system by regulators and industry – increased demand for accessible information to coordinate new development projects

**Geospatial Knowledge Infrastructure**
Public Private Partnership - Features

- Custodian of data
- Represents key industry users and government
- Provides oversight
- Mapping Data Agreement with Government of Alberta to distribute data products and initiate new services

- 2 ADP members & 2 Altalis appointees
- Costs covered by operations of JV
- Profits split and used to reinvest in data and system improvements

- Operator of utility
- Core business – load, improve, maintain, manage, & distribute provincial datasets
- Responsible for investment and risks related to operation

Information Utility
Business Model

- Operation and governance activities of ADP covered by JV operating budget
- Profits from JV split approximately in the ratio 80:20 between Altalis and ADP
- ADP uses profit share to reinvest in data and system improvements
- 2 million dollars paid by ADP to Alberta government to pay for improvements in topographic mapping and other activities undertaken by the government

Source: Alberta Data Partnerships – A P3 Success Story
Demand-driven approach

- Solicit input, provide information, and gather feedback for product improvements and development of new products

  - Stakeholder forums & workshops
  - Commissioned projects and studies
  - Product-specific external advisory groups

Solicit input, provide information, and gather feedback for product improvements and development of new products
## Products

<table>
<thead>
<tr>
<th>Property</th>
<th>Base</th>
<th>Terrain</th>
<th>Imagery</th>
<th>Infrastructure</th>
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<tbody>
<tr>
<td>Cadastral</td>
<td>Base features</td>
<td>LiDAR 7.5 DEM</td>
<td>Web mapping services</td>
<td>Pipeline</td>
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<td>1:20000 historic base</td>
<td>LiDAR 15 DEM</td>
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<td>Transportation</td>
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<td>Dispositions</td>
<td>Small scale</td>
<td>Provincial DEM</td>
<td>Ortho images</td>
<td>Electrical</td>
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<td>Alberta Township System</td>
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<td>LiDAR</td>
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<td>Municipal Boundaries</td>
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**Open Data Areas Alberta (ODAA):** Datasets from six key areas across Alberta are available for no cost and under Alberta’s Open Government Licence including earth observation, remote sensing, geospatial data, environmental data, and social and economic datasets from private industry and government. Free Data Layers in shape file format: Topography, Province wide boundary files, Township Grid Polygons, Municipal boundaries, Provincial 100m DEM, Utility data.
Outcomes

• Reduced costs for Government of Alberta – *estimated $65 million to $120 million operational cost savings since 1997*

• Improved efficiencies and savings for government and industry users – *over $6.8 million in cost savings compared to old GoA prices*; most product pricing cut in half

• Faster updates to data: *Data layers updated in 1-5 days* as compared to 3-8 months earlier

• Faster delivery of orders: *Uploads delivered in near real time* as compared to 2-6 weeks earlier

• Cost recovery and reinvestment model that encourages innovation and improvement to data quality and distribution services

• Improved government and industry communications and cross ministry data initiatives

• Engagement of user community
## Success Factors

### Key Factor: Trust

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<th>Security</th>
<th>Accountability</th>
<th>Transparency</th>
<th>Auditability</th>
<th>Equity</th>
<th>Ethics</th>
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<tbody>
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<td>Aligning the goals and expectations of stakeholders</td>
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<td>Establishing a governance structure</td>
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<td>Clearly identifying and prioritizing business opportunities and challenges</td>
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<td>Negotiating and executing data sharing, analysis, and management agreements</td>
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<td>Return clear results based on transparent methods</td>
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<td>Ensure that results are put into practice</td>
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<td>Verify outcomes and impacts through appropriate metrics and reporting</td>
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Lessons

• Affecting change management within any bureaucracy is difficult, and P3 advocates must work foremost across senior levels in government to gain support
• Communicating the value of change is critical. The value proposition should be compelling, concise, and easy to convey to promote support
• Seeking long term multiyear agreements from the outset to create stability and provide time to succeed
• When possible, arrange agreement timelines to avoid election cycles
• Seeking to minimize financial requirements from organizations most vulnerable to budget fluctuations
• Seeking regular improvement and innovation cycles to increase efficiencies and effectiveness
References

• Alberta Data Partnerships – A P3 Success Story
  (http://abdatapartnerships.ca/wp-content/uploads/2017/08/2017_ADP_Booklet_3.0.0_WEB_02.pdf)


• Advancing the National Spatial Data Infrastructure through Public Private Partnerships and Other Innovative Partnerships
THANK YOU