

EGI Potential Revenue Streams

Every organisation has a business model, including those who are non-profit. To survive, every organisation that creates and delivers value must generate enough revenue to cover its expenses. This document summarises the relevant revenue streams for EGI.

Definition: A revenue stream is a method that a company, organisation, or individual uses to collect money—often automated—from users of their product or service. Each revenue stream may have different associated pricing mechanisms such as fixed list prices and volume dependent.

Type	Description	EGI Context
Subscription Fee	Fixed monthly or yearly fees to have access to a product/service (e.g. magazines, newspapers, Netflix)	The fees currently paid to EGI.eu by NGIs and EIROs.
Usage Fee	Billing according to usage of services or resources that can be quantified numerically.	Accounting of computing usage; Accounting of application usage; Accounting of capacity and cloud computing usage; Accounting of data usage; Accounting of storage usage; Billing.
Free Access	Zero cost services that are supported by advertising or other income streams (e.g. paid premium services).	Some services may emerge as each service is specifically mapped to a revenue stream that is deemed not worth accounting or charge for its provision to the community.
Professional Services	Open source does not necessarily mean “free”. Many companies, which have an open-source code base, develop functionality on demand and offer consultancy activities on top (e.g. RedHat).	Application Porting; Brokerage; Helpdesk; Support and Consultancy; Training.
In Kind Effort	An exchange services when the value of the services is defined dynamically by the parties involved in the transaction of comparable value or mutual interest on a trust basis. Neither party is “paid”, but receives something that would only have had to be converted to physical currency.	Within EGI, many research partners are willing to provide services and/or resources to each other as part of research collaborations. These collaborative exchanges can work very well when each party is happy with the service being provided or the resources being shared and the relationship between the parties is equal.
Public Funding – Project Based	Recognition of activities requiring significant investment to develop but with a very low operational cost. Frequently used model by public funding bodies willing to commit to a specific activity for a defined duration.	EGI-InSPIRE, EMI, IGE, etc. are examples of current public funding revenue streams for grid services. Future project options will be principally focused on innovation rather than on operations and maintenance.
Public Funding – Recurrent	When governments recognise the maturity and critical need for something, which becomes directly funded as a fixed budget line item.	Through lobbying national governments, the argument and case should be made for e-Infrastructures and what should be the ultimate goal for NGIs.