

Mobelizing Data to Create Data Markets

Irene Ng

CEO, Dataswift Professor of Marketing and Service Systems University of Warwick





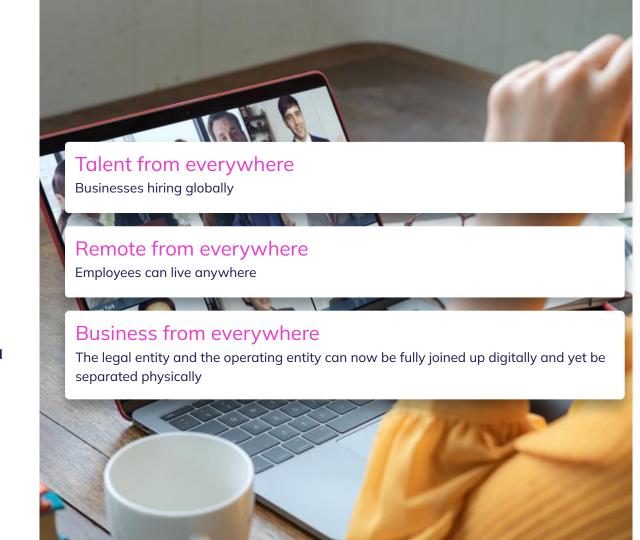


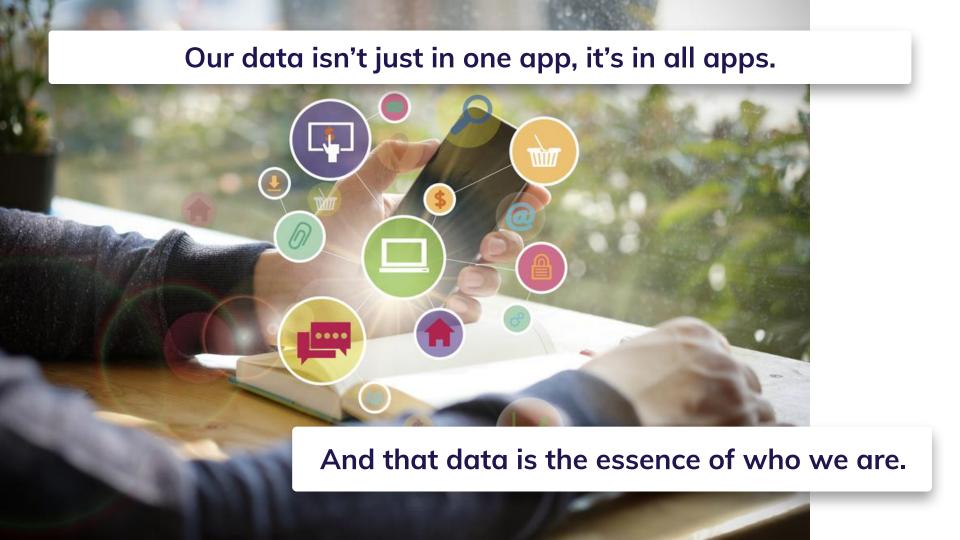


The way individuals and businesses work together is also changing

Inflation-adjusted wages are falling faster than they have in 40 years

95% of firms in the world are Micro, Small and Medium Enterprises (MSMEs) accounting for 70% of workforce







The Data Economy will be the biggest economy

...But we don't use our data the way we use money

We keep our money in bank accounts.

We transact freely with whomever we choose. Frictionless, instant transactions.

That's how we drive economic growth

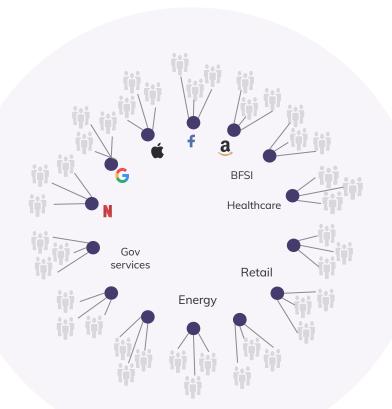


The current Data Economy isn't structured for sharing data

Data is siloed within centralized systems

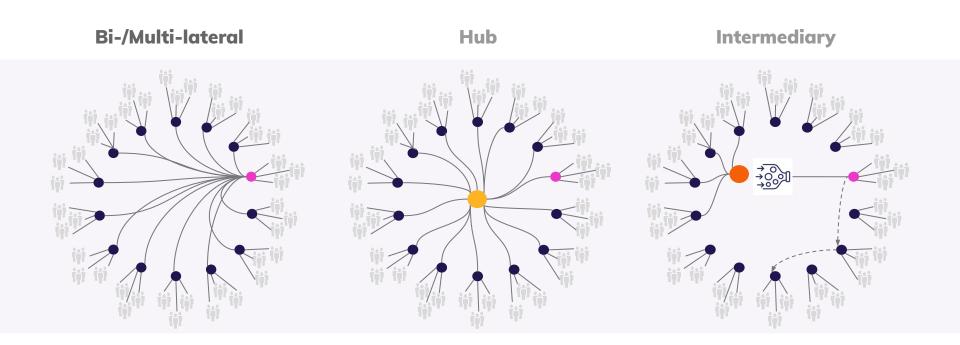


This is because the legal title to the data is tethered to the originator



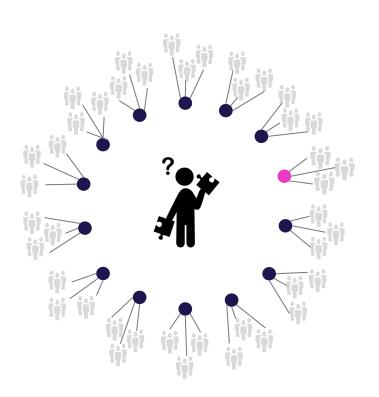


When the legal title resides with the originator, the modes of sharing data aren't scalable

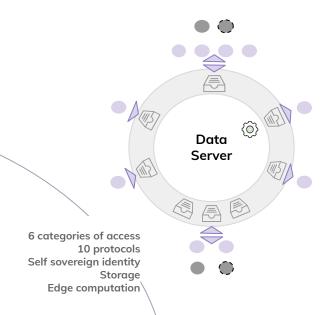


Either deal with consent fatigue and bottlenecks OR pseudonymizing data. All are not ideal.

What other ways are there?



What if any organization-held personal data can be made into a legal, fungible asset?



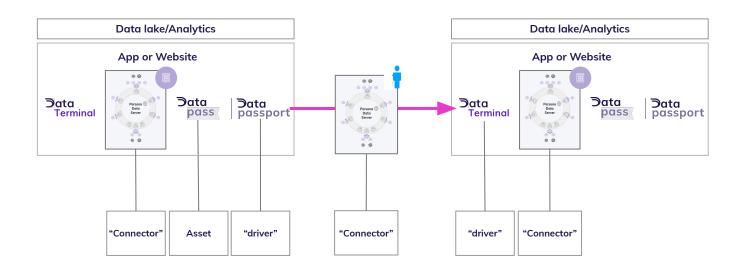
A new technology for decentralizing data and data titles (re-homing*)

*Re-homing: Where data (or a copy of the data) and the legal title to the data is transferred to a data account within a decentralized data server by the data originator to the data subject

Not blockchain-based.

There are parallels in currency terms; individuals are not originators of a currency (you can't add another zero to your bank account balance) but we own title to the currency and can therefore transact on it.

Decentralized Data Servers enable data to become an asset to be mobilized



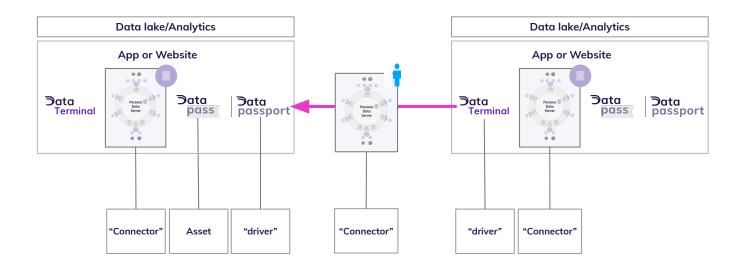
Rehomed data can be used to create a "Data Pass" - a legal, fungible and (non-forgeable) data asset



Fully compliant data mobility between apps - including personal identifiable information



Decentralized Data Servers enable discoverability



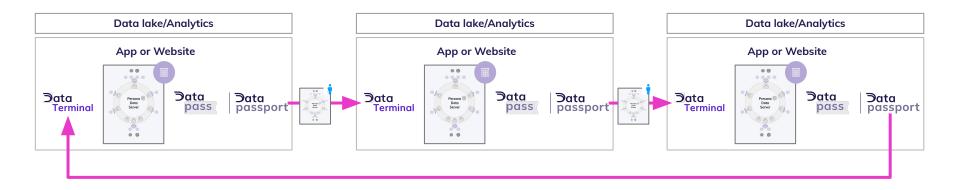
Where partners can discover, offer services and pay for data connections



For use of data assets to fuel personalized product and services



Decentralized Data Servers enable the creation of data pipelines



For scalable, real time, cross border data flows of any data (including PII), fully compliant to all data regulation



Enabling programmable event based actions across a data ecosystem

Where any event that changes data of an originator can trigger an action at a destination in real time

An event on your app (arrival in the city, increase in income or credit score)

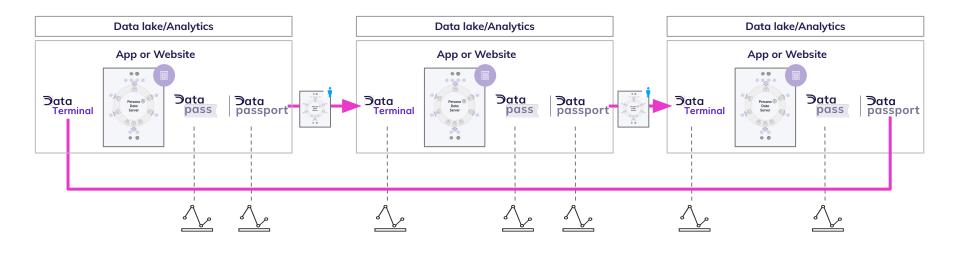
... triggers an update for your partner app

... and recommendations on another partner app

With full customer participation and privacy preservation



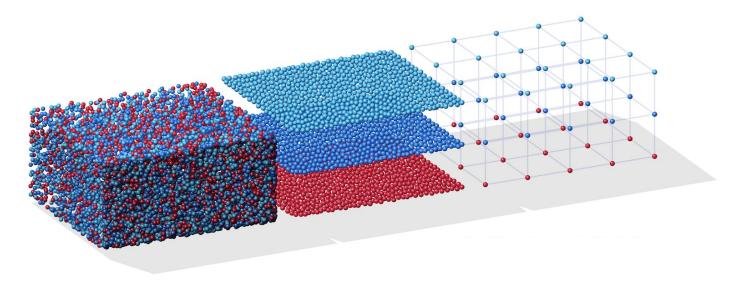
Decentralized Data Servers provide full visibility of asset journeys



Reach, Audience, Impression, Engagement, Transactions and Data Transfers, fully privacy preserving



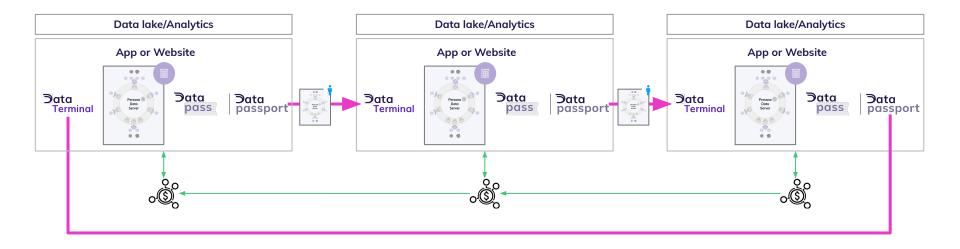
Emerging the demand for the data asset



...when they are matched with the offers



Decentralized Data Servers enable downstream income from the data asset

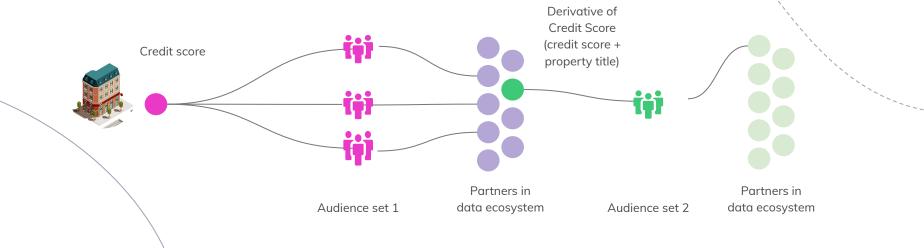




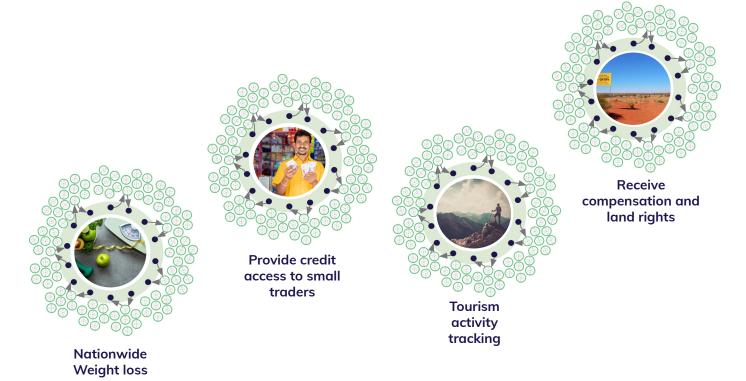
Providing Return of Investment into Data Analytics, AI/ML and other data "spaces"/lakes



Decentralized Data Servers enable data to be recombined, creating new derivatives and increasing its usage and value



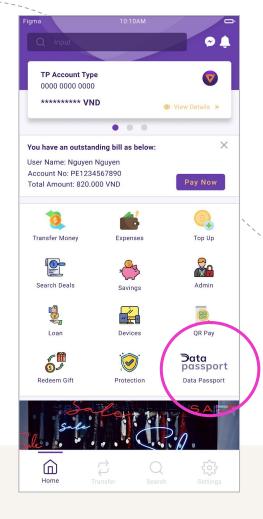
To create marketplaces for the data asset as well as strong and resilient data ecosystems

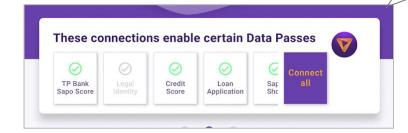


Works with any app, any system, any technology and any data

Enable Data Passport

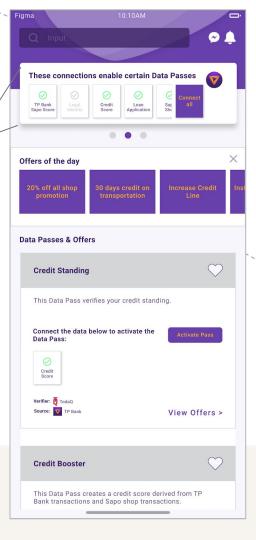
Data Originator issues user a Data Passport from within an app or website, resulting in the provisioning of universal ID and a decentralized data server





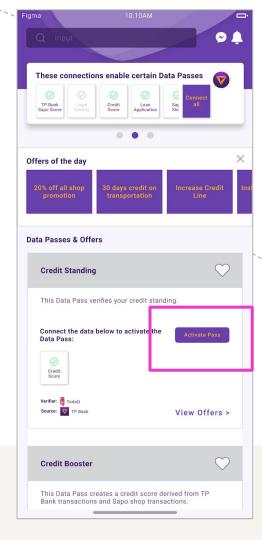
Connect Data

Data is re-homed into the server database to enable a data asset to be created - called a "Data Pass"



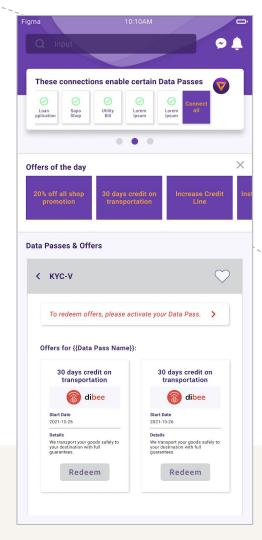
Activate Data Pass

Data Pass activation verifies the credentials of the user and the user's persona



View offers

The data originator decides the partners they choose to invite into their marketplace/network to offer services for their users



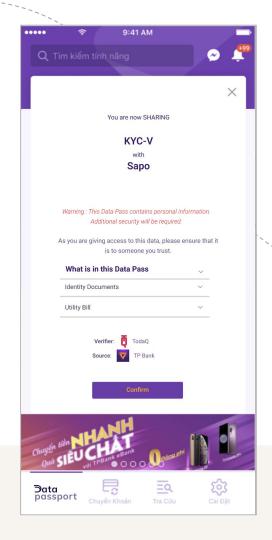
Transact Data Pass

In physical spaces, a Data Pass transaction is a QR code scanned



Share data

Verified data is shared



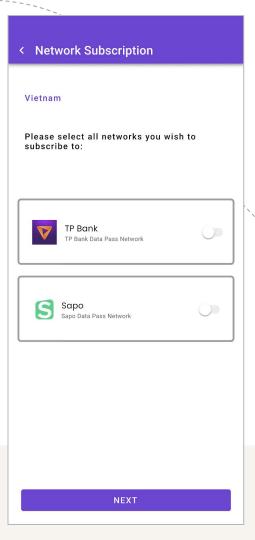
Obtain a data terminal

Partner signs in to a data terminal provided by Dataswift. Also provisioned with a Universal ID and a Decentralized Data Server



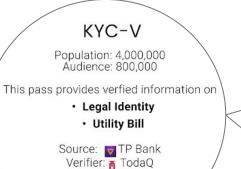
Subscribe to data originator's network

Data originator is also called the Data Passport issuer with their own Data Pass Network



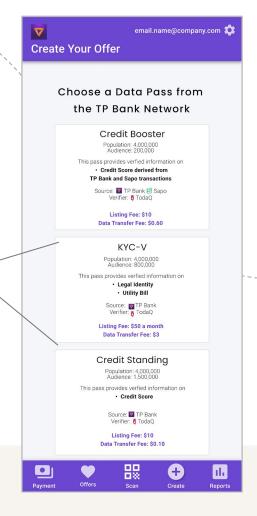
View the Data Passes available

Data Pass represent a persona offered by the data originator. Audience size for the persona is shown as well as how much the data transfer fee would be.

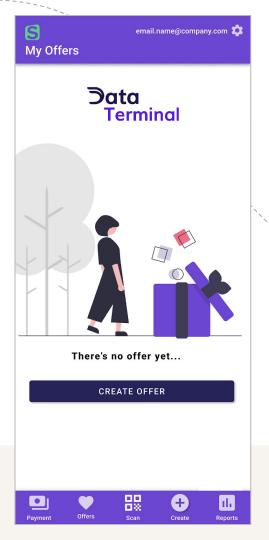


Listing Fee: \$50 a month

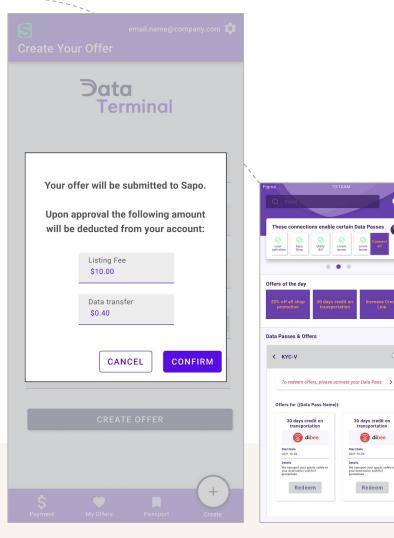
Data Transfer Fee: \$3



Offer services to the audience that the Data Pass represent



Submit services for approval and when approved, the offer will be visible in the data originator's app



Redeem

Receive data into their own data servers when shared by customers



How does it work? (partner-side)

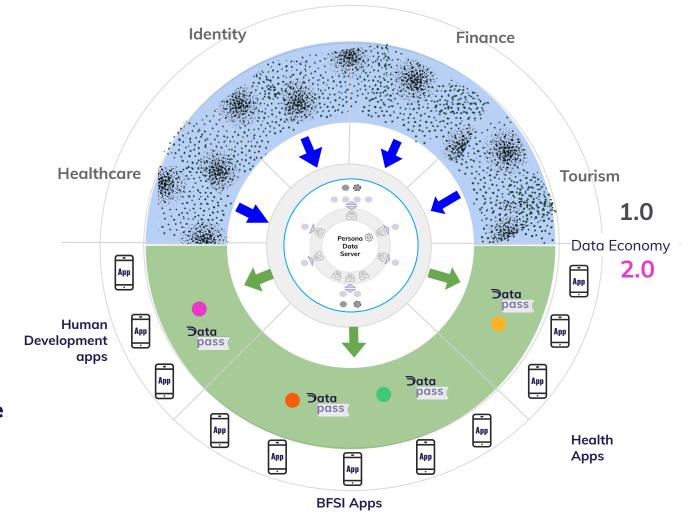
View the effectiveness of the offer



Re-homing Data

From messy,
high-variant, high
friction, uncertain
value of data as a
commodity

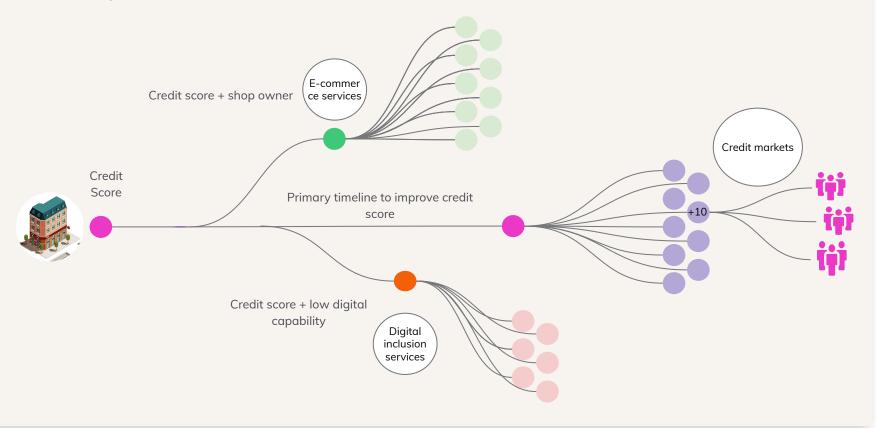
...to well formed, safe-to-transact, mobile and high value decentralized data assets



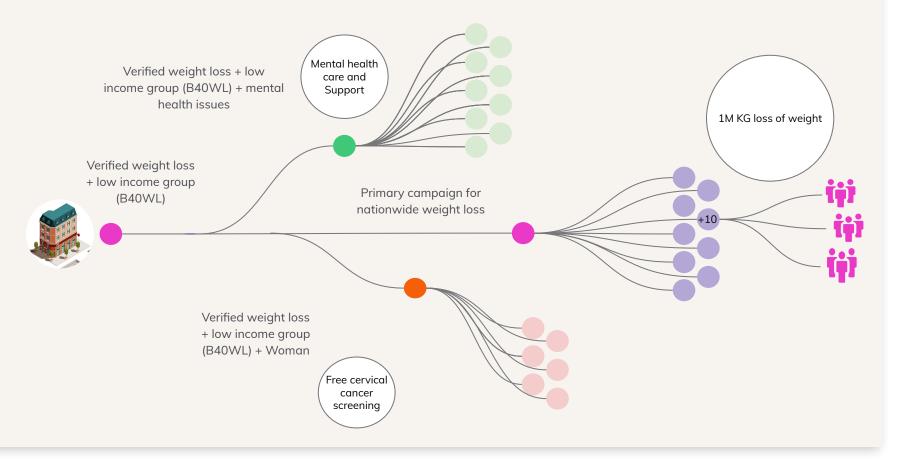
Meet some of the decentralized data assets under our management

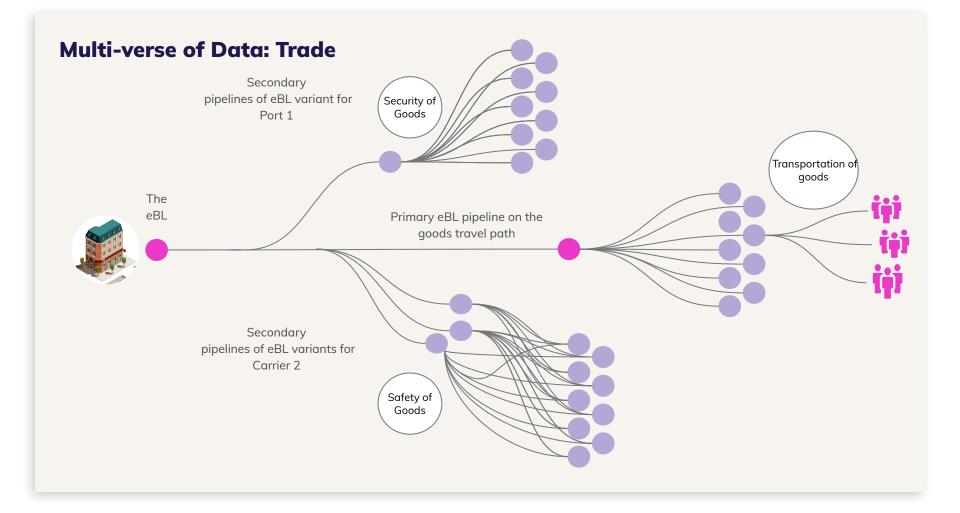
Data Asset		Demand for Persona				Apps
	Mobility	Demand for data	Demand for Person	Network size	Price	
Credit score	Medium	Medium	High	High	High	Finance
KYC (Identity)	Low	Low	High	Low	High	Finance
Verified Graduate	Low	Low	High	High	Low	Human Development
Verified behavior (weight loss)	High	High	High	High	Low	Health
Verified location	High	Low	High	High	Low	Tourism

Case study of the decentralized data asset "multiverse": Finance



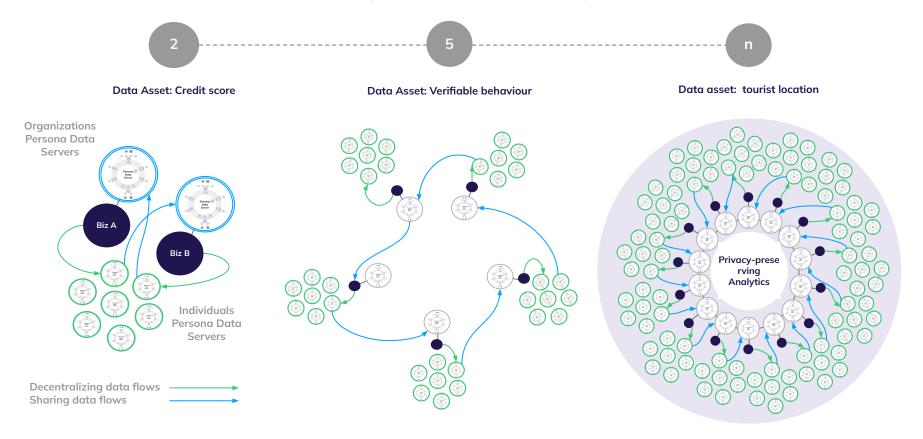
Case study of the decentralized data asset "multiverse": health





We create and manage our clients' decentralized data assets and their marketplaces

Marketplaces can be closed or open depending on the assets under management



We assess the economic value of data

Talk to us if you:

Have data and want to unlock its value

Have invested in data lakes/ data science AI/ML and want returns on investment

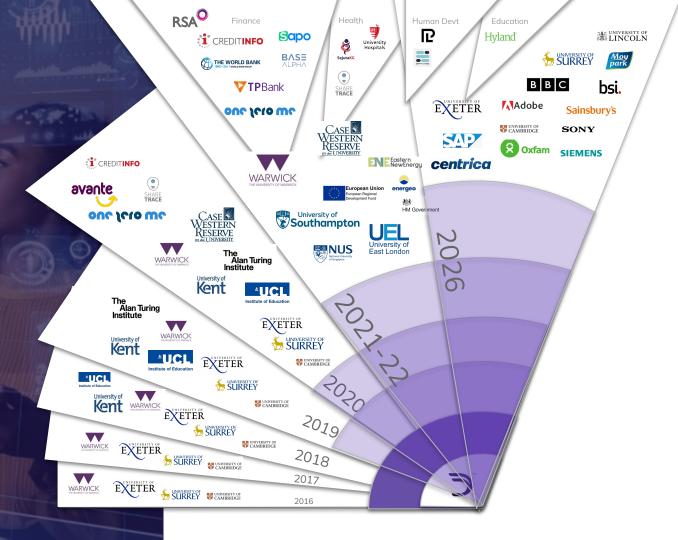
Need more data!



Created from a collaboration of universities and businesses

More than £33M of grants by 9 U.K. universities on legal, economic, governance and technical infrastructure of data

Visit our Open Sourced Projects



Decentralized Data Servers...

Unlock
\$11.7 trillion
opportunity for the
use of data as an
asset

Build trust and give control to data subjects

Provide privacy, permissions and participation by default Design for inclusivity and address power imbalance in ownership of data

We keep our data in data accounts.

We transact freely with whomever we choose. Frictionless, instant transactions.

That's how we drive economic growth





The Data Economy 2.0 Join us.