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PLEASE DESCRIBE HOW YOU USE DATA IN YOUR COMPANY AND THE DATA SOURCES YOU USE.

We don't have our own data. We work with our clients' data and for that reason our sources differ. The data sources depend on the client. We offer the services that they, as users, might need. And we do this with our own resources and also, with external partners. We have a variety of experiences with BI and Big Data tools, both open source and proprietary. Moreover, we have commercial agreements with big vendors such as Microsoft, Oracle and others. And also, we are the funders of a BI suite called KnowAge.

WHAT ARE THE RECURRING PROBLEMS THAT YOUR COMPANY IS EXPERIENCING WHILE WORKING IN THIS FIELD?

The main problem is the availability of different types of data to develop Proofs-of-Concept and sell a specific service or solution to a client. Then, once the client accepts the services we offered, we encounter the problem related to compliance with privacy rules (GDPR included). This affects the way in which we manage data in our company, its limitations and security regulation.

Also, we identify the skills gap as a problem. There are not enough qualified people in practical matters, the common problems and the tools used to solve them.

DOES THIS TREND TOWARDS OPEN DATA AFFECT THE BUSINESS MODELS? DOES IT CREATE RISKS, OPPORTUNITIES, OR BOTH?

As system-integrators and a consultancy company, we think it would be very useful to count on open data to do experiments and tests, but I don't think they are useful per se.

COULD YOU MENTION POTENTIAL OPPORTUNITIES IN WHICH ACADEMIA AND INDUSTRY COULD COLLABORATE IN THEIR MUTUAL BENEFIT?

Industries work according to the needs of paying customers. Maybe, if we consider that many companies do not have the resources (especially human resources) to work in this scenario, it might be useful to have some sort of "Linkedin" of data experts with whom companies could partner and develop specific solutions to their requirements.