	DE	DK	FR	NL	UK	SE
1. Finance model basics	Fully budget (governmental) finance by Ministry of Transportation, Housing and Urban Development for survey and nautical charting. No relation between revenues and work program.	Hybrid finance: categories of database and products for 100% budget financing and others with 100% cost recovery. Infrastructural frames and management 100% budget financing. Maritime data maintenance 100% cost recovery, nautical charts excluded from cost recovery.	Hybrid finance with budget finance and cost recovery. Prices are set so that costs of reproduction and distribution are recovered.	Fully budget financed by MOD, no relation between sales revenues and work program. This includes operating costs survey ships and staff bureau. Budget subject to corporate Defence developments.	Trade fund: freedom to trade commercially with the intention to cover running costs with a return on capital at 9%. 10% of turnover related to sales and services to UK-government; otherwise no budget finance by government. Maritime and Coastguard Agency funds national surveys.	The financial objective is to cover the costs fully; mainly by dues and tariffs on merchant shipping.
2. Influence PSI INSPIRE	German legislation conform with EU directive: BSH charges customers for use and re-use (e.g. royalty basis). Free use by other governmental departments	Still under consideration but at least maintaining the freedom to charge a certain degree of end-user financing. This contributes to the continuous financing of the geo infrastructure. Thoughts for free viewing services for private use, but fees for download with commercial purposes. Nautical charts are still excluded for free viewing and download.	Strong pressure in EC towards free licensing but the directives do allow charging for some services. Only discovery and view services are free.	NL legislation conform with EU directive. New views for free licensing has lead to prepare amendments of law. This applies to source data and SOLAS publications. Majority of public authorities gives support to these amendments. MOD reluctant to adapt to these new views.	No direct influence on current finance model. Developments to make UK bathymetry source data available free of charge and very limited restrictions. UKHO makes clear distinction between this data and the SOLAS products, where UKHO has significantly added value to the data and thus other conditions for re-use.	There is no significant influence on present finance model. INSPIRE has lead to interdepartmental agreed allowances model for the access of data.
3. Wholesale and retail pricing	Fixed retail (market) prices for paper products; allow for 20-35% margin for distributors. Extra discount for distributors who correct for weekly updates. Unknown basis for level of retail and wholesale pricing of paper products. Fixed wholesale price for ENC.	Recommended retail prices for main chart distributor for paper products which are considered not suitable for value-adding by others. Unknown basis for level of retail and wholesale pricing of paper products. For ENC there is a fixed wholesale price to allow value adding and integrated services by distributors.	Prices for paper products are set so that costs of reproduction and distribution are recovered. Uncertain if there is a fixed retail or wholesale price for paper products. Fixed wholesale price for ENC	Fixed wholesale price for paper products and ENC. Distributors set retail price paper products and ENC. Wholesale price has no relation with operating costs. Pricing should make SOLAS-products available for a reasonable price taking into account 30-50% margin for distributors for paper products.	UKHO sets fixed wholesale price with annual correction for inflation with the intention to charge a fair market price. Also publication of recommended retail prices, but there is no obligation for distributors.	The wholesale price is calculated to reach full cost recovery. However surveying is financed by dues and tariffs on merchant shipping.
4. NL free licensing effects: Threats	Unilateral NL move could trigger domino effect in EU hydro community with much discussion and negative energy because national legislation has been adjusted recently.	Unilateral NL move could trigger domino effect in EU hydro community with much discussion and negative energy because national legislation has been adjusted recently.	Concern that NL free licensing affects FR licensing policy. This could also threaten the viability of other FR public bodies providing environ-mental data.	Free licensing of source data and SOLAS-products for private and commercial re-use will undermine the regulated SOLAS-market.	Unilateral NL move could trigger domino effect in EU hydro community with much discussion and negative energy because national legislation has been adjusted recently.	Not against free licensing but present finance model does not allow such an initiative.
	More rigid governmental supervision to guarantee use of officially issued products, with extra workload in type approval process.	End-users not willing to pay for present retail prices if added value is doubtful or disproportionate with price. This will accordingly hamper investments and innovation by third parties.		Consequently the business case for the chain of distributors and value adding resellers will change dramatically. Possible claims by industry.	Change of business case of RENC if NL products have to be passed for free to distributors and value adding resellers.	
	Struggle with neighbouring HO's and third parties on intellectual property rights if NL products are licensed for free.			Loss of revenues without compensation, lack of incentive for innovation.	Struggle with neighbouring HO's and third parties on intellectual property rights if NL products are licensed for free.	
	Less incentives for HO's to innovate, if revenues are zero.			Struggle with neighbouring HO's and third parties on intellectual property rights if NL products are licensed for free.		
5. NL free licensing effects: Opportunities	Some positive effects for research and development, but no new business cases in SOLAS domain.	Free access and use of ENCs may increase safety but at least for the leisure craft market then the ECS systems should adopt S63 or SENC-formats.		Free and easy interdepartmental exchange of data.	Limited opportunities since re-use for non-navigational purposes is not core business. Also the present low cost for re-use has not been an inhibitor to innovation.	
6. Other remarks	Present pricing and licensing are commonly accepted and appreciated by academia and industry. SOLAS and leisure market accept to pay for quality in safety products.	ENC retail price is almost 10 times higher than wholesale price. The SOLAS market is accusing HO for too high retail pricing, while the chain of distributors is responsible for the retail price.	SOLAS products are more than data: these are value added services beyond the databases managed by HO's.	Present pricing and licensing are commonly accepted and appreciated by academia and industry. Present royalty scheme with favourable conditions sufficiently contributed to innovation by industry. SOLAS and leisure market accept to pay for quality in safety products.	Free SOLAS-products is a much greater step than just licensing its products for free re-use. Who will pay for printing, distribution and updating of stock.	PSI and INSPIRE do not imply free licensing.
		Distributors strongly argued not to make the HO wholesale price public.	Address this matter to the NSHC EU Marine and Maritime Policies WG based on these questionnaires and considerations.	Value adding and reselling will be done mainly by companies abroad; there are no tax revenues for NL economy at all.		