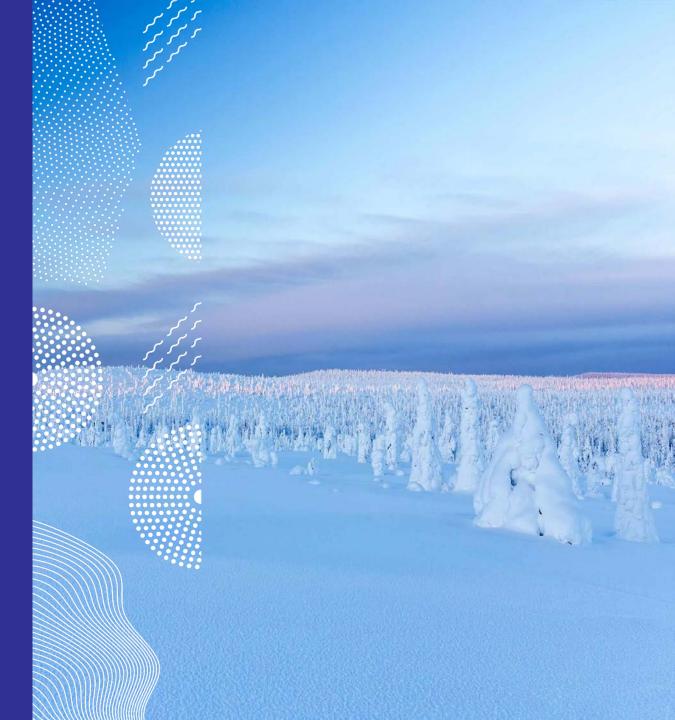


MATIETEEN LAITOS ETEOROLOGISKA INSTITUTET NNISH METEOROLOGICAL INSTITUTE

## Utilizing the value chain from research to services to produce effective services at NMHS



# **Opportunity for Meteorological Services**

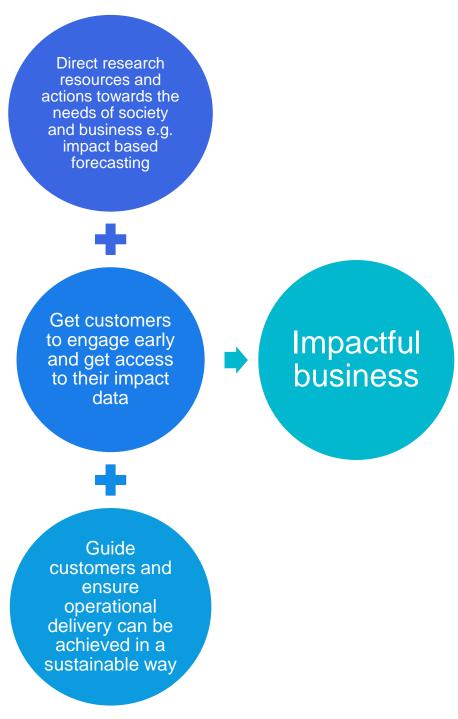
Available research funding based on societal challenges and megatrends

Customers require tailored impact forecasting on their operations Societies becoming increasingly dependent on critical infrastructure to be available 100% of the time



#### a short recipe for success





# **Success factors for NMHSs**

- Understanding customers and changes in the operating environment
- Understanding impacts and trends for various sectors
- Facilitating connections and discussions between research, operations and customer interfaces
- Developing clear communication mechanisms
- Service Design as a tool to assist and guide development
- Ensuring excellent user experience as a target



### New revenue possible! Case Finnish Meteorological Institute

2021

- 676 FTE
- budget 78,1 M€
- Government funding (58%)
- Revenue Co-financed research (24%)
- Revenue Commercial (17%)

Long term commitment is required!



