

Weather
and climate
data for
resilience

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Needs and challenges for engaging the private sector

Business models

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Objective

- Overview of the 4 business models for private/public sector SOFF implementation, to be developed in cooperation with PPs
- SOFF Peer advisors **recommend** models based on specific **technical, political**, and **legal preconditions** needed to be **suitable** and **sustainable** for the country
- Discussing views on lessons learned, challenges and opportunities of private sector engagements from both sides

Models for SOFF implementation

1. Fully State / NHMS owned & operated
2. State/NHMS owned – Private sector operated
3. State / NHMS – Private sector concession
4. Fully Private / Private sector owned & operated

1. Fully State / NHMS owned & operated

- Corresponds to “business as usual”
- NHMS has full ownership - control - responsibility of the generation of observations

➤ Pro: Full “control” by state

➤ Cons: Know-how/people not be available at NHMS on long-term
Missing data: Result-based approach could result in funding discontinuation

2. State/NHMS owned - PP operated

BOT (Build – Operate – Transfer)

- Data ownership by NHMS/Public Sector
 - State contracts (and funds upfront) a private partner to (co)design, construct and operate the SOFF observations infrastructure
 - Data usage option: by contractor for further commercial activities
 - NHMS has control over the setup, operation and data delivery
- Pro: Co-Design can bring advantages to both parties
- Cons: Upfront investments have to be secured

2. State/NHMS owned - PP operated



Senegal - British Petroleum

Customer:

- British Petroleum
- ANACIM will receive data

Project:

- Meteopress designs, builds and operates
- BP & ANACIM receive data

Deliverables:

- C-band 2.4m 5kW Solid State DP
- AI-REN Package Full
- Solar & Battery Package
- 7 meter Tower
- Public website
- Training Package



3. State / NHMS – PPP

BOOT (Build – Own - Operate – (Transfer)) - Concession model

- Private investments to built the observation system
- Maintenance is duty of contractor
- Data ownership by contractor
- License/concession from contractor to public for data usage
- Further services for both sides possible

➤ Pro: Flexibility, clear responsibilities

➤ Cons: Transfer conditions need to be clearly defined

3. State / NHMS – PPP



Andreas Schaffhauser

Acting director of ZAMG, the Austrian Meteorological Office

We are very happy with the radar project results so far and there are plans to continue and expand on it in the near future.

ZAMG / Geosphere

- co-owns the data
- co-designs the network

Meteopress

- Builds, Co-owns, Operates



4. Fully private / PP owned & operated

BOOT (Built – Own - Operate – Transfer data) contract with NHMS
(NZ / SPIRE / Panasonic / NETATMO solution . . .)

- Design – Built - Maintenance: duty of contractor
- Data ownership by contractor (concession for NHMS and public)
- Further services included and foreseen
- Country tailored agreements necessary

- Pro: Result based funding implemented in a straightforward way
- Con: Data form and format might be different, need for adaptation

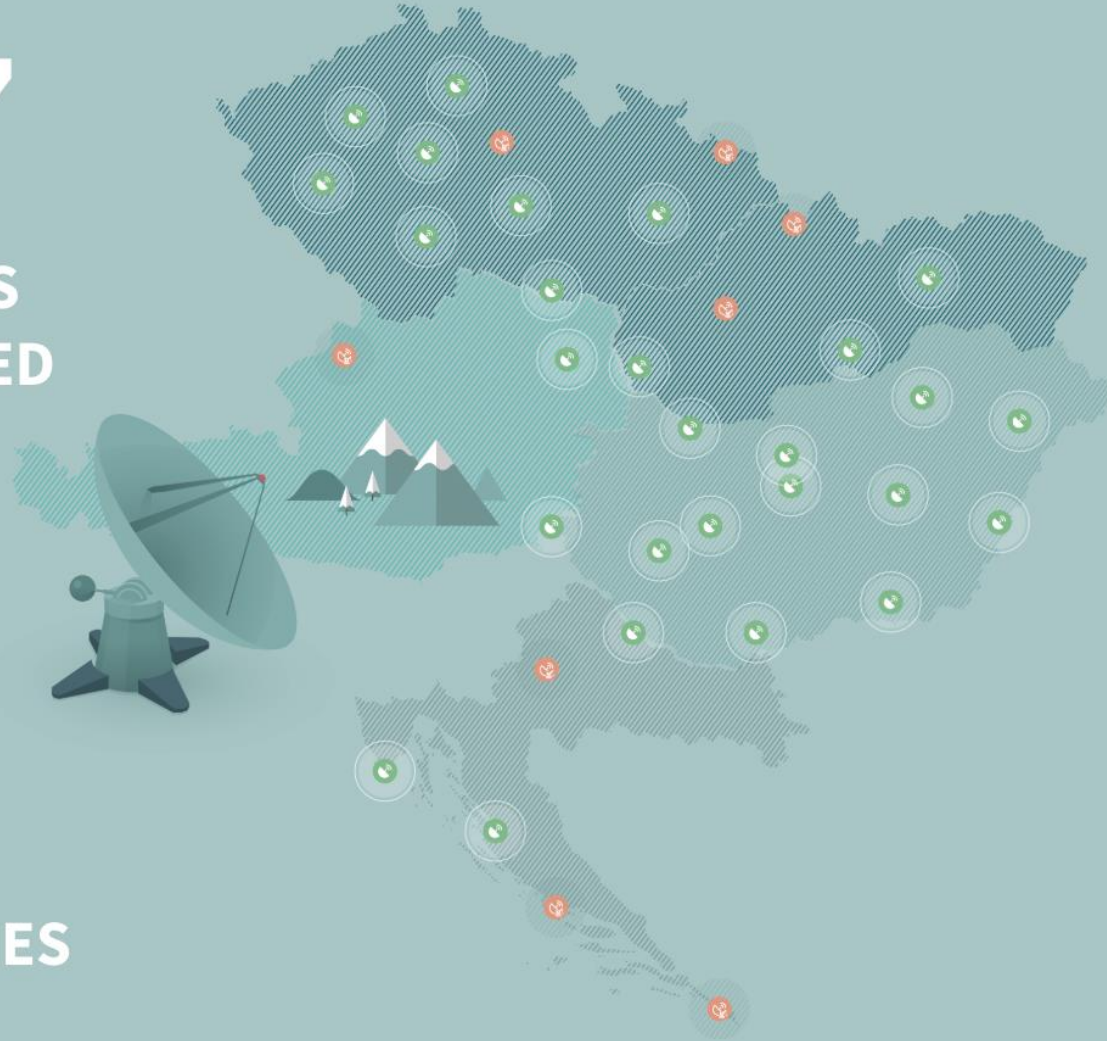
MeteoSense Radar Network Project - 27 Radars Deployed

27

RADARS
DEPLOYED

5

COUNTRIES



METEOSENSE

 meteopress

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 ZAMG
Zentralanstalt für
Meteorologie und
Geodynamik

Selection criteria for business models

(for country specific tenders by SOFF)

- Concept of weather/climate data as public good
- Data ownership
- Incentives to commercial industry for further cooperation
- Financial conditions (private equity)
- Managing possible market distortion by single partner (public or private)