

Minimum Requirements for a Project Charter

Module 2: Value Proposition

Topic 1: Understanding Section 2 Requirements



Length

Up to 1 page (~400-500 words)

Purpose

Strategic positioning and differentiation

Evaluation focus

Unique contribution, stakeholder value, clear differentiation, EOSC alignment

The Four Charter Questions

- 1. What unique value does your Node bring to EOSC Federation, and how does it advance EOSC strategic objectives?**
- 2. Which stakeholder groups benefit from your Node's existence?**
- 3. What makes you different from other Nodes?
(across four dimensions: geographic, thematic, technical, community)**
- 4. What links does your Node have to other European Common Data Spaces?**

Why These Questions Require Strategic Analysis

Descriptive questions

"What do you do?"

vs

Strategic positioning questions

"What unique value do you create and for whom?"

- NO strategic analysis = Generic answers**
"We provide excellent services to researchers"

- WITH strategic analysis = Positioned answers**
"We address X gap through Y capability, creating Z value for W stakeholders"

Answering them requires:

Environmental analysis

Understanding EOSC ecosystem gaps and opportunities

Capability assessment

Identifying your distinctive organisational strengths

Strategic fit

Mapping where your capabilities address ecosystem needs

Stakeholder analysis

Determining who benefits and how

Differentiation analysis

Positioning relative to other Nodes

The Translation Challenge

Your organisation already has:

- **Institutional mission:** What you do, who you serve, how you operate
- **Organisational vision:** Where you want to be in the future
- **Core values:** Principles guiding your work

Examples:

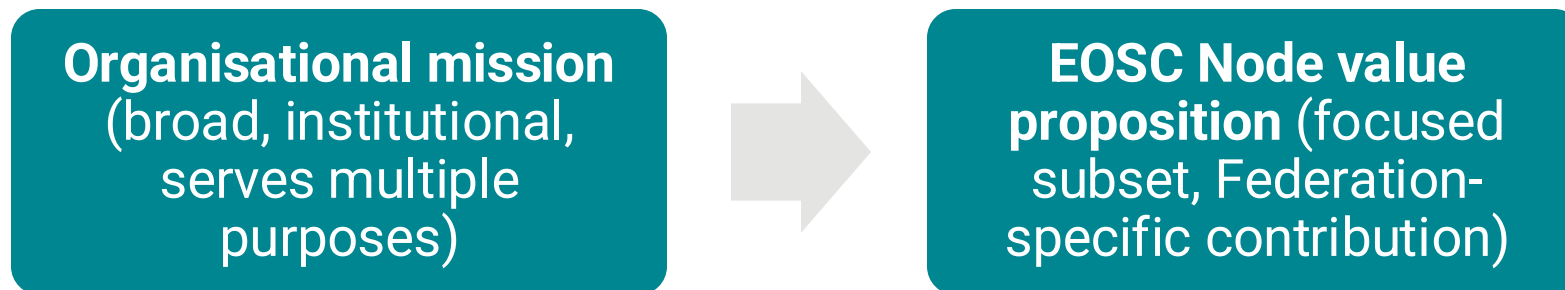
SURF's mission: "IT cooperative serving education and research in the Netherlands"

ELIXIR's mission: "Manage and safeguard life science data across Europe"

Section 2 :

Is NOT asking you to rewrite your institutional mission. Given your organisational mission, explain what is your specific value proposition as an EOSC Node?

Understanding the Translation

**Why translation is needed:**

Your organisation likely serves many purposes:

- National research infrastructure
- Education support
- Industry collaboration
- Policy implementation
- Commercial services

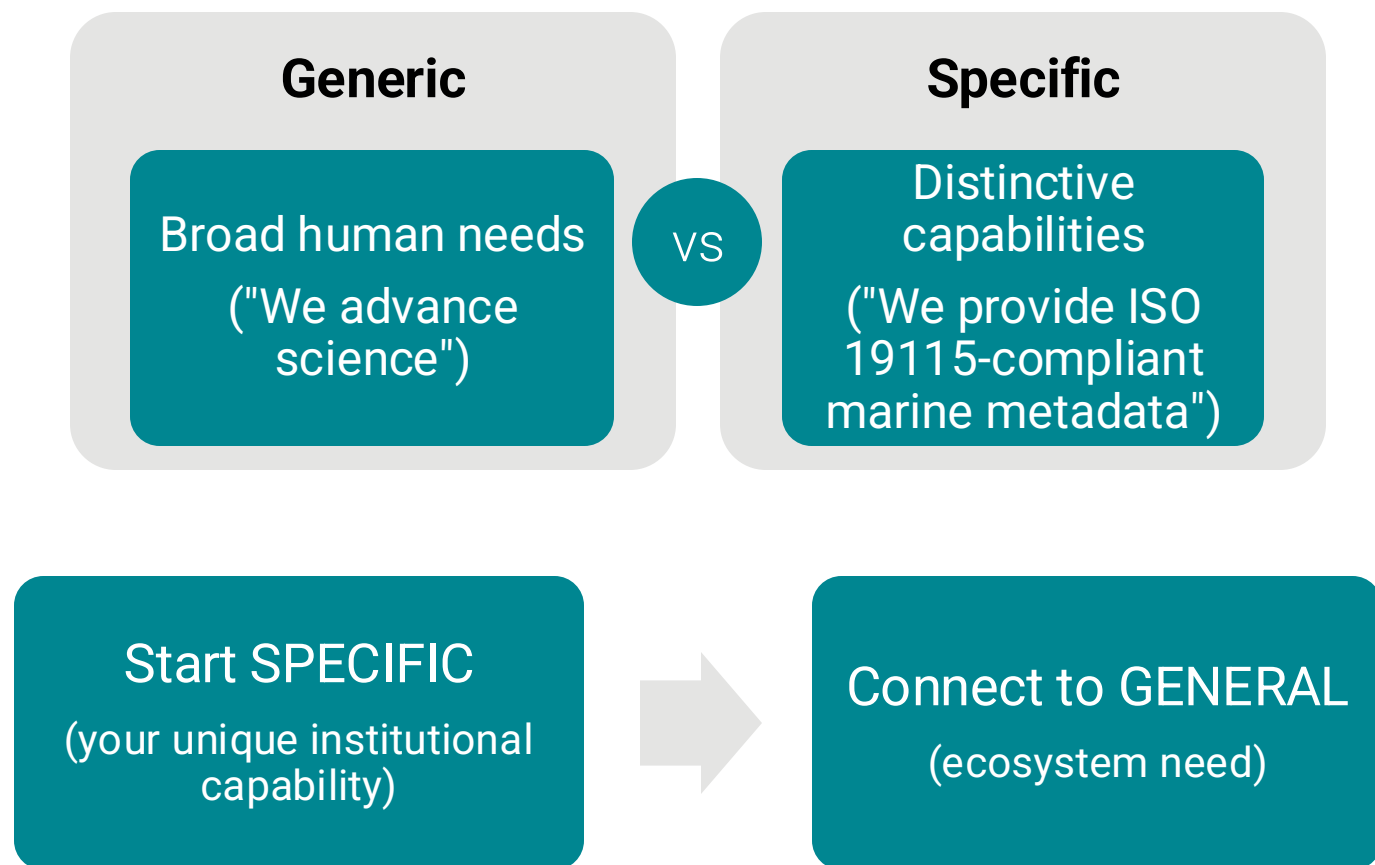
Your EOSC Node focuses on one specific aspect:

Contribution to federated European research infrastructure

Section 2 articulates this focused contribution within EOSC Federation context.

Translation Framework

Organisations face a fundamental tension when defining their purpose:



Example:

- **Generic** (weak positioning):
"We support Open Science in Europe"
- **Specific** → **General** (strong positioning):
"We leverage our national AAI infrastructure [specific capability] to enable Dutch researchers' seamless cross-border data access [specific outcome], addressing EOSC's authentication gap for federated services [general ecosystem need]"

In Topics 2-4, you will do the translation from institutional mission to EOSC Node value proposition using the Strategic Positioning Canvas.

What SURF does (broad):

- National IT infrastructure
- Education technology support
- Research computing services
- Industry collaboration
- Policy development

Institutional mission:

"SURF is an IT cooperative serving education and research in the Netherlands"

• EOSC-relevant subset (focused):

National AAI infrastructure + EFSS (Enterprise File Sync and Share) federation expertise

• EOSC Node value proposition (translated):

"As an EOSC Node, SURF leverages its national AAI infrastructure to enable Dutch researchers' seamless access to European services with single sign-on, while providing federated identity management solutions other Nodes can adopt."

Notice the translation:

Broad institutional scope
(education + research + industry)



Specific EOSC contribution
(AAI for federated access and EFSS)

What ELIXIR does (broad):

- Data management training
- Policy advocacy
- National node coordination
- Infrastructure development
- Community engagement

Institutional mission:

"Manage and safeguard life science data across Europe"

Notice the translation:

Broad life science data
stewardship



Specific federation of four
RIs providing interoperable
services

• EOSC-relevant subset:

Integration of four existing RIs (ELIXIR, EMBL, Euro-BioImaging, Instruct) into federated life science infrastructure

• EOSC Node value proposition:

"As an EOSC Node, we integrate four established life science research infrastructures to provide researchers with interoperable access to biological data, imaging facilities, and analysis tools across modalities and sources, while enabling domain-agnostic solutions (sensitive data handling, provenance management) that benefit all EOSC researchers."

Just answer these questions conceptually - you will do the detailed analysis in Topics 2-4:

1. What is your institutional mission (in one sentence)?
2. What does your organisation do that could be EOOSC-relevant?
(Quick brainstorm - don't analyse deeply yet)
3. What might be your focused EOOSC contribution?
(Rough idea - you will refine this through strategic analysis)

Thank you!