

Minimum Requirements for a Project Charter

Module 2: Value Proposition

Topic 4: Question 4 & Writing Section 2



What this question asks:

- Connect your Node's unique value to EOSC strategic priorities.
- Show that your contribution isn't just useful for your users, but advances the Federation's mission.

EOSC Strategic Objectives

From the EOSC Strategic Research and Innovation Agenda (SRIA):

Open Science advancement

Reducing barriers to data sharing and reuse

FAIR data implementation

Making data Findable, Accessible, Interoperable, Reusable

European data sovereignty

Keeping research data within European infrastructure

Cross-border collaboration

Enabling researchers to work across national boundaries

Research infrastructure sustainability

Building long-term viable federated infrastructure

Your Node should connect to 2-3 of these objectives with evidence.

Public Value VS Commercial Logic

"Organisations increasingly report on three dimensions:

- Economic performance
- Social contribution
- Environmental impact"

For EOSC Nodes, translate to:

Operational excellence

Efficient, sustainable services

Open Science advancement

Public value creation

European strategic value

Sovereignty, collaboration, capacity

"How does your Node advance EOSC objectives?"

Weak

Commercial framing:
"We will grow our user base by 40% and increase service revenue"

Strong

Public value framing:
"We advance EOSC's FAIR objectives by implementing standardised metadata across 15 repositories, raising data discoverability from 34% baseline to 90% target"

Connecting to EOSC Objectives - Example Connections

For each relevant EOSC objective, specify:

1. Which objective you advance

2. How your Node advances it (Specific mechanism, not generic statement)

3. Evidence of impact (Metrics, commitments, track record)

EOSC Objective: FAIR Data Implementation

EOSC Objective: European Data Sovereignty

Weak

Strong

Weak

Strong

"We support FAIR principles"

"We advance FAIR implementation by deploying standardised ISO 19115 metadata across 15 previously incompatible marine data repositories, enabling machine-actionable discovery and increasing dataset reusability from current 34% to target 90% (measured by metadata completeness score)"

"We support European research infrastructure"

"We strengthen European data sovereignty by providing regional marine data infrastructure that reduces Central European researchers' dependence on non-EU oceanographic platforms, currently used by 67% of researchers (2024 survey), enabling data to remain within European jurisdiction"

EOSC Objective: Cross-Border Collaboration

Weak

"We enable international research"

Strong

"We enable cross-border collaboration by federating AAI across 8 national health data infrastructures, allowing clinical researchers to access multi-country patient datasets for the first time, supporting 12 active cross-border studies (2025 baseline)"

Writing Section 2: The Four-Question Structure

Recommended Structure**Question 1: What Unique Value? (3-4 sentences)**

State your core competency, the EOSC gap it addresses, value created, and why it's unique.

Template:

"Our Node brings [core competency] to address [EOSC gap], enabling [outcome] for [beneficiaries]. This creates value by [specific impact]. This is unique because [differentiation + evidence]."

Question 2: Which Stakeholders Benefit? (1 paragraph, 4-6 sentences)

List 2-3 key stakeholder groups with specific, evidenced benefits.

Template:

"[Stakeholder Group 1] gains [specific benefit with metrics]. [Stakeholder Group 2] benefits from [specific outcome]. The EOSC Federation [ecosystem value]. [Evidence of stakeholder support]."

Writing Section 2: The Four-Question Structure

Recommended Structure**Question 3: What Makes You Different? (1 paragraph, 3-4 sentences)**

Articulate 1-2 differentiation dimensions with concrete distinctions.

Template:

"Our differentiation is [dimension]: [specific distinction with evidence]. This positions us uniquely as [strategic positioning]. [Why this differentiation matters to EOSC]."

Question 4: How Advance EOSC Objectives? (2-3 sentences)

Connect to 2-3 EOSC strategic objectives with evidence.

Template:

"We advance EOSC's [objective 1] by [mechanism and evidence]. Our Node strengthens [objective 2] through [mechanism and evidence]. This contributes to [broader EOSC vision]."

Complete Example: Marine Science Node

Section 2: Value Proposition**What unique value does our Node bring to EOSC Federation?**

Our Node brings 20-year ISO 19115-compliant oceanographic metadata expertise combined with established partnerships across 15 Central European marine repositories to address the critical gap in standardised marine data infrastructure. This enables researchers to discover and integrate multi-source ocean datasets in 20 minutes rather than the current 12-hour manual process, validated through pilot deployment with 85 marine scientists across 12 institutions. This is unique because no other Node combines deep marine science domain knowledge (20-year track record), regional coverage (15-repository network), and validated technical standards (ISO 19115 compliance).

Which stakeholder groups benefit from our Node's existence?

Marine biologists and climate modelers gain integrated access to oceanographic observation data from 15 European repositories, reducing data discovery and preparation time by 60% (pilot study, 2024, n=85). The EOSC Federation gains comprehensive marine data infrastructure for Central Europe, filling a geographic and thematic gap, while our reusable ISO 19115 metadata standards provide templates that other environmental science domains can adapt. Oceanographic data providers access curated research communities of 420 active users, increasing data deposit rates from current 23% to projected 65% based on pilot results, while receiving technical support for FAIR metadata compliance. National funders benefit from €380k investment visibility across 12-country research networks, with three national marine research organisations providing institutional backing through letters of commitment.

Complete Example: Marine Science Node

What makes us different from other Nodes?

Our differentiation is both thematic and geographic. Thematically, we're the only Node with comprehensive marine science expertise validated through 19115 metadata curation and established partnerships with European marine institutions. Geographically, we provide an integrated marine data infrastructure for Central Europe, a region where individual institutions couldn't achieve data standardisation independently. This combination - deep oceanographic domain expertise plus regional coverage - is unreplicable by either generic infrastructure Nodes or single-country marine initiatives.

How does our Node advance EOSC strategic objectives?

We advance EOSC's FAIR data objectives by implementing standardised metadata across 15 compatible repositories, raising data metadata completeness from current 34% to target 90%. Our Node promotes European data sovereignty by providing a data infrastructure that reduces Central European researchers' dependence on non-EU oceanographic platforms, currently used by 67% of surveyed researchers (n=420, 2024). We enable cross-disciplinary collaboration at the ocean-climate interface, with reusable metadata standards supporting environmental science integration across EOSC thematic Nodes.

Word count: 398 words
Fits: 1 page requirement ✓

Writing Principles

Principle 1: Evidence-Based, Not Aspirational

Weak

"We will provide excellent services"

Strong

"420 active users across 12 institutions (baseline, 2025)"

Principle 2: Specific, Not Generic

Weak

"We support researchers across Europe"

Strong

"Marine biologists in Central Europe gain 60% time savings on data discovery"

Weak

"Strong community engagement"

Strong

"85 pilot participants, 94% satisfaction (2024 survey)"

Weak

"We have unique capabilities"

Strong

"Only Node with 20-year ISO 19115 metadata expertise + 15-repository partnerships"

Writing Principles

Principle 3: Strategic Positioning, Not Capability Lists

Weak

"We have compute, storage, AAI, and data repositories"

Strong

"Our national AAI infrastructure enables cross-border authentication for 50,000 researchers, addressing EOSC's federated identity gap"

Principle 4: Stakeholder Focus, Not Organisation Focus

Weak

"Our institution has 20 years of experience"

Strong

"Researchers benefit from infrastructure validated through 20-year operational track record with 420 active users"

Use Strategic Positioning Canvas Part 6 and Synthesis section.

Part 1: EOSC Objectives (Canvas Part 6)

Select 2-3 EOSC objectives your Node advances:

EOSC Objective 1:

How we advance it (specific mechanism):

Evidence:

EOSC Strategic Objectives (Select 2-3 Your Node Advances)

1. Open Science advancement

Reducing barriers to data sharing and reuse

2. FAIR data implementation

Making data Findable, Accessible, Interoperable, Reusable

3. European data sovereignty

Keeping research data within European infrastructure

4. Cross-border collaboration

Enabling researchers to work across national boundaries

5. Research infrastructure sustainability

Building long-term viable federated infrastructure

Part 2: Draft Complete Section 2 (Canvas Synthesis)

Draft your complete Section 2 using the four-question structure:

Section 2: Value Proposition

1. What unique value does your Node bring to EOSC Federation?
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. How does your Node advance EOSC strategic objectives?

Word count: _____ (target: 400-500 words)

Thank you!