

# Negotiating voluntary access to privately held data – success stories and challenges

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# Outline

- Where do we stand?
- How did we get there?
- Conclusions – does the new 223 help us?
- The Future

# Where do we stand?

- No legal obligations to provide PHD in national legislation
- EU act on HICPs provides an article on access to price data
- -> negotiations with data providers
- Currently in production:
  - 46 distinct data flows
  - most of the flows are free of charge for us,
  - for the rest, the cost is ~60 000 €/year
  - for some of the flows StatFi provides payment in kind (free statistical services)
  - 60 per cent of data flows are micro-data,
  - rest is aggregates, designed together with data providers to suit StatFi needs

# Data providers and subject areas

- Types of data providers

- Enterprise group                      few
- Franchise owner                      few
- Digital service provider              few
- Industrial/trade association        many
- Data service provider                few
- Other single enterprises            none

- Statistical areas where used

- Price statistics (CPI, house prices, real estate...)
- Wage and labour cost statistics
- Household budgets, private consumption
- Tourism
- Energy and environment
- National accounts...
- Typically substituting direct data collection, also for quality control or estimation

# How did we get there?

- Lobbying for support
  - Government support for new legislation – not successful
  - Ministry support for new legislation – not successful
  - Top management (DG, Deputies) "roadshow", bilateral meetings with important actors – moderate success
- Negotiation tactics
  - Top management engagement from both parties to kick off the proces
  - Service orientation (we could help you...), win-win, well prepared argumentation and presentations
  - Adapting to data providers tech and processes, not requesting too much
- Organization
  - Centralised data acquisition departement
  - Top and middle management engagement
  - AI and other methodological work

# Conclusions – does the new 223 help us?

- Data ownership
  - Unclear legal status of our PHD requests – 223 brings clarity
  - Use of intermediaries – 223 assumes direct contact with data holders
- Legal framework
  - Multiple legal frameworks, e.g. ePrivacy for mobile positioning data – 223 does not help?
- Other arguments we encountered
  - You (Stats) have no need for additional data, already good enough – 223 specifies the process for negotiations
  - We only give you data when it is obligatory, why us? – 223 might help in getting better coverage (all data holders do not co-operate)

# The Future

- Entirely digital business processes
- Joint B to G data hubs
  - already in production in Finland
- New negotiating partners and strategies

