

Critical risks and risk management strategy			
<p>Describe critical risks, uncertainties or difficulties related to the implementation of your project, and your measures/strategy for addressing them.</p> <p>Indicate for each risk (in the description) the impact and the likelihood that the risk will materialise (high, medium, low), even after taking into account the mitigating measures.</p> <p>Note: Uncertainties and unexpected events occur in all organisations, even if very well-run. The risk analysis will help you to predict issues that could delay or hinder project activities. A good risk management strategy is essential for good project management.</p>			
Risk No	Description	Work package No	Proposed risk-mitigation measures
	New Marketplaces need to be aligned to European initiatives like Gaia-X. These initiatives are unfortunately still moving targets.		The project will adapt iteratively the concepts to validate their feasibility
	Many Marketplaces will be developed within the next year out of different initiatives.		Our initiative needs alignment to generate impact
	Large consortium...	WP1	
	Some risks inherent to the development of features from T3.1 to T3.5...	WP3	
	Challenging integration of diverse type of marketplaces, platforms and cloud infrastructures	WP3	<p>Rely on commonly adopted open standards for APIs definition and compliant with GAIA-X architecture requirements.</p> <p>Set up several iterations in the integration to validate incrementally the interoperability.</p> <p>Involve the marketplaces, platforms and cloud infrastructures providers in the collection of the requirements process to guarantee the consideration of their specificities.</p>
	Tough agreement around the DOME business model. Many types of organisations and business interests need to converge into an overall business model to make sustainable the federated marketplace, and the process and negotiations to find a common point of agreement may be	WP5	<p>Establish several phases in the generation of the business model to allow a progressive deployment of the business.</p> <p>Explore all the possible revenue models for all the businesses and stakeholders.</p>

	costly in time and effort, and even not being finally reached.		Liaison in the process all relevant stakeholders and allow them to provide their inputs through several design-thinking workshops.
	Slow roll-out of the marketplace and difficulties to get the critical mass to reach the road for the breaking even point at estimated time. The initial roll-out of the marketplace is not like was expected and this may impact in the trust of newcomers to the ecosystem to bring their services and marketplaces to the catalogue. The critical mass of players expected to reach the breaking even point is growing slower than expected.	WP4, WP5	<p>Friendly testing mechanism has been introduced both in T3.6 and T4.1 to minimise the failures in the deployment phase.</p> <p>Training activities have been planned to favour the easy adoption of the features in the integrated marketplaces and platforms.</p> <p>Choose revenue models in early stages of the business model that incentivize the adoption and reduce the barriers for being engaged in the marketplace.</p>
	Delay in the rapid development of the DOME ecosystem, which must include not only partners in the project, but all relevant stakeholders and DEP projects related to the cloud marketplace deployment. This delay may affect other activities like the governance establishment, creation of the business model and collection of requirements for the technical development.	WP2	<p>Identification in the proposal of the key stakeholders, initiatives and projects that need to be at least considered during the project.</p> <p>Establish easy but effective mechanisms to engage them and allow their participation.</p> <p>Dedicated team to participate in the activities of these stakeholders to closely monitor their actions and deliverables.</p>
	Impact of marketing activities...	WP2	
	There is a delay on the publication of the EUCS which will cause a low uptake of EUCS. This may cause that the initial cloud services to be included in the DOME marketplace are not certified.	WP4	In the methodology define a transition period in which not-certified services will be allowed to be part of the marketplace. In addition, extend the tools for the conformity verification to respond to this situation.
	Drawbacks in the decision on the legal form for the governance of the marketplace. Depending on the business model and the adopted	WP5	Empowerment of the Steering Committee to decide the best strategy, structure and rule for

	<p>strategy for the marketplace, the Steering Committee may have some difficulties in coming up with an acceptable proposal for the legal entity which will have to support the operation of the marketplace and ensure long-term sustainability.</p>		<p>the governance of the marketplace.</p> <p>Regular meetings for the consensus of the group, consideration of the stakeholders feedback and alignment with the business model task.</p> <p>Flexibility in the final approach to find a trade-off solution which satisfies the majority of the stakeholders and be realistic and effective in the cloud market.</p>
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