Towards sustainable land administration systems: Designing for long-term value creation

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VALUE INNOVATION AND STRATEGY
Michel Magis
Jaap Zevenbergen

Towards sustainable land administration systems Designing for long-term value creation

• Land administration projects often run with strong donor support
• Changes to land tenure (esp. individualization) often clash with customary traditions
• Impact on access to credit and formal market often smaller than expected
• After project difficult to sustain equipment and staff
• Cost recovery harder than anticipated

A balancing act between perceived value, affordability and costs

"There is no point in introducing a system of title registration, where the capacity to continuously update the registers does not exist."

(Feder and Noronha 1987:164)
Determinants for use of land administration services

- Awareness
- Perceived value
- Affordability and ease of use

Determinants for costs

- Product quality (recency data, richness data, assortment) & service levels
- Costs related to applied technology, processes, procedures, capacity building
- Number of transactions

Determinants revenues from customers

- Use (penetration)
- Offered product and service assortment
- Economic activity in the area

Need for long term involvement

- Central funding
- Revenue level high
- Revenue level mid
- Revenue level low
- Year 2
- Year 4
- Year 6
- Year 8
- Year 10
- Revenues derived from transactions
Towards a sustainable land administration

“Build a sustainable business”

Marketing strategy

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<th>Outcomes</th>
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<td>Optimized revenues</td>
<td>Effective process design and enablers</td>
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<td>Scale and learning effects</td>
<td>Productivity</td>
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<td>Marketing Distribution</td>
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Developing business model aligned strategies
More focus on effective functioning of the total value chain (run value chain scenarios)

Data collection
Data management
Information services
Distribution channels
Communications
Channels
Use by Citizens
Businesses
Governmental bodies

registration and production creating awareness and value

Costs Revenues

Concluding remarks

- Focus on clear value proposition for customers
- Develop the business model and the business case
- Run value chain scenarios to optimize the outcome
- Define and create all conditions for viable and sustainable land administration
- Arrange long term funding for the development of the business through the life cycle to maturity
- Make sure the business is fully functional, in areas where the initial land registration process has started
- Be able to monitor awareness, service levels, efficiency, use, revenues

Thank You

Michel Magis
Director at MMC value innovation and strategy, Amsterdam, The Netherlands
michel.magis@mmmconsulting.nl
Partner at Acons Governance & Audit, Zurich, Switzerland

Jaap Zevenbergen
Professor land administration and management
University of Twente - ITC
j.a.zevenbergen@utwente.nl

Director UNU School for Land Administration Studies
Member of the International Advisory Board of the Global Land Tool Network

Michel Magis
Director at MMC value innovation and strategy, Amsterdam, The Netherlands
michel.magis@mmmconsulting.nl
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