



FedSM Business Model Canvas

Additional document

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Abstract

The FedSM project (www.fedsm.eu) is committed to implementing service management in federated e-Infrastructures such as Grid Infrastructures and federated clouds. One key problem in this area is defining business models that support the informal collaboration in various federated e-Infrastructures. The business model canvas presented here is intended to allow the business models of various types of federated service provider to be described. It differs quite minimally from the original Business Model Canvas - but allows for non-financial consideration of costs/required resources and revenue streams/contributions.

This adapted canvas was developed for a report on business models for federated e-Infrastructures, which will be available on www.fedsm.eu once finalised.

Blank business model

Name:

General description: [General features in prose terms]

Real world possible or actual example:

[Entity Name]

Key partners (Input)

[Who do you work with, who supplies you with what you need to provide your service, what do they provide]

Text

Key activities

[What key activities do you need in order to provide the service]

Text

Value proposition (what do you offer)

[What value do you deliver to the customer? What problems do you solve? What needs are you satisfying? What bundles are you offering]

Text

Consumer relationships

[What relationship do you have with your user communities – both current and expected future relationships]

Text

Consumer segments (Output)

[Who do we create value for? What kind of group are they (mass, niche, etc)]

Text

Key resources

[What resources do we need to provide the service]

Text

Channels

[How do you reach your customers? How effective and costly are they?]

Text

Cost and resource use models

[What costs do you have to provide the service (real financial or effort, use of existing hardware etc)? How predictable are they? Do your models scale?]

Text

Support (revenue streams or other support)

[How do you fund the provision of this service (direct usage fee, state support)? How will this change in future? Who will provide funding? How do you demonstrate value for national/EU funding?]

Text