

Business Models – e³-value Example Model

↗ ୶ ≈

InterOP



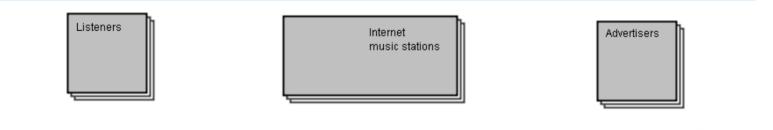
Internet Music Station

There exist a number of Internet music stations, where a listener can choose what music he or she would like to listen to. The listener does not have to pay any fee, instead the Internet music stations get revenue from advertisers. Furthermore, the music stations have to pay for the music they are playing. This is done through two regulatory bodies, called RecitalRight and SongRight (fictitious names). RecitalRight gives rights to play music performed by certain artists and produced by producers and manages the reimbursement to these actors. SongRight does the same but for composers and textwriters.

- a) Create an *e*³-*value* model for the above business case including actors, value objects, and value exchanges.
- b) Complement the model from a) with a scenario path.
- c) Suppose that there is a new actor, an advertisement broker, that helps advertisers to target the right listeners. The adveritsment broker gets information about the listeners from the Internet music stations and uses this information to match listeners with advertisements. In this way, listeners will be exposed to more relevant advertisements. Extend the model from a) to include this actor.

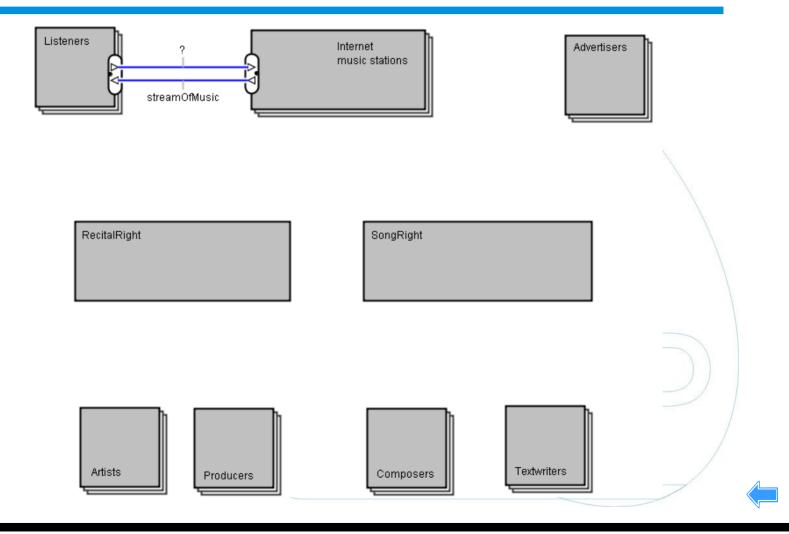


Actors

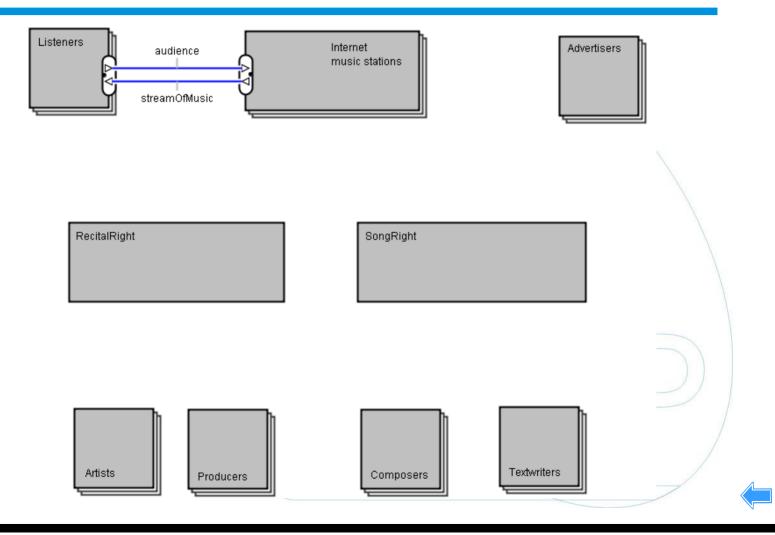




Listener – Music Station

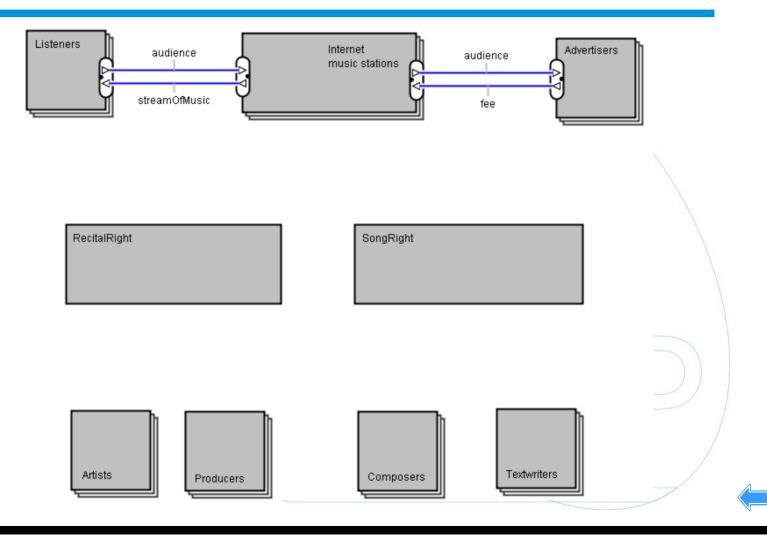


Listener – Music Station



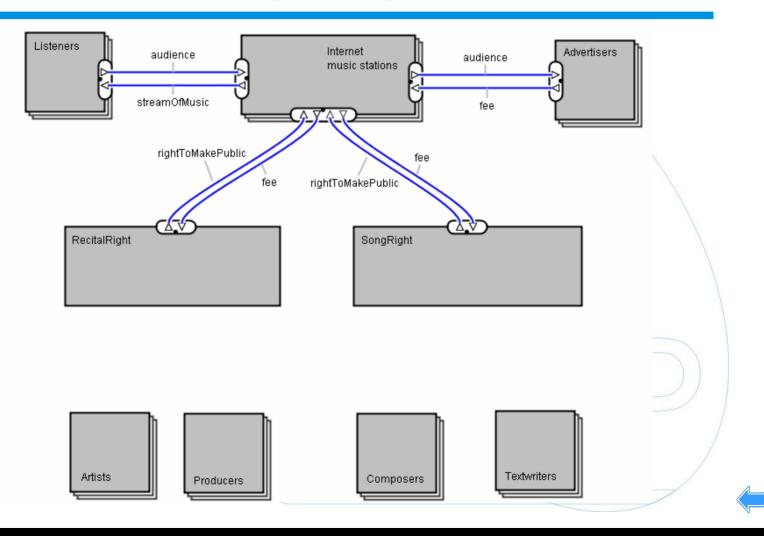


Music Station – Advertiser

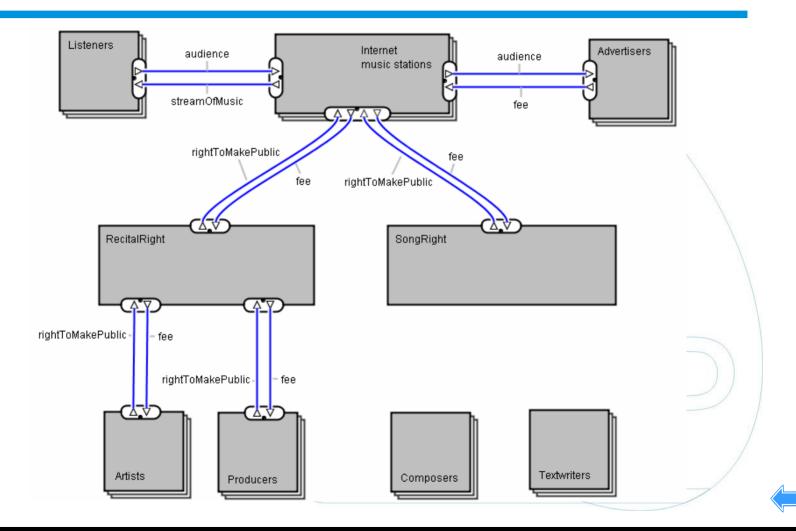




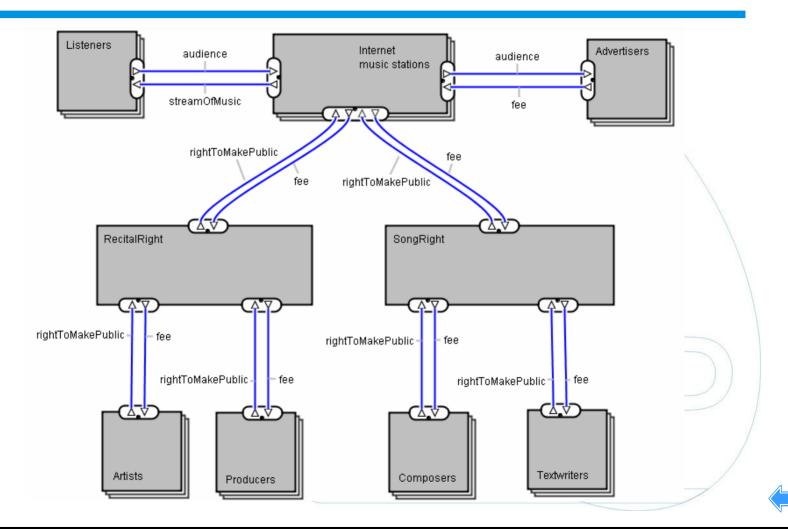
Music Station – Right Organisations



Right Organisations – Content Creators

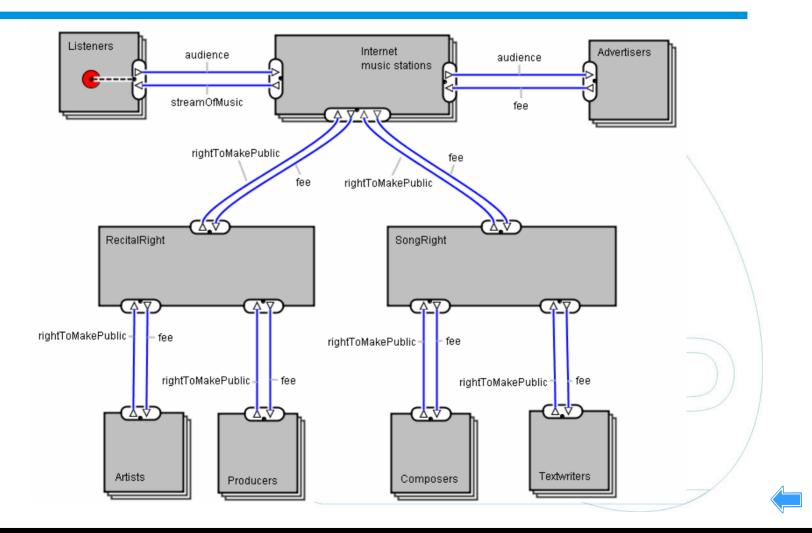


Right Organisations – Content Creators



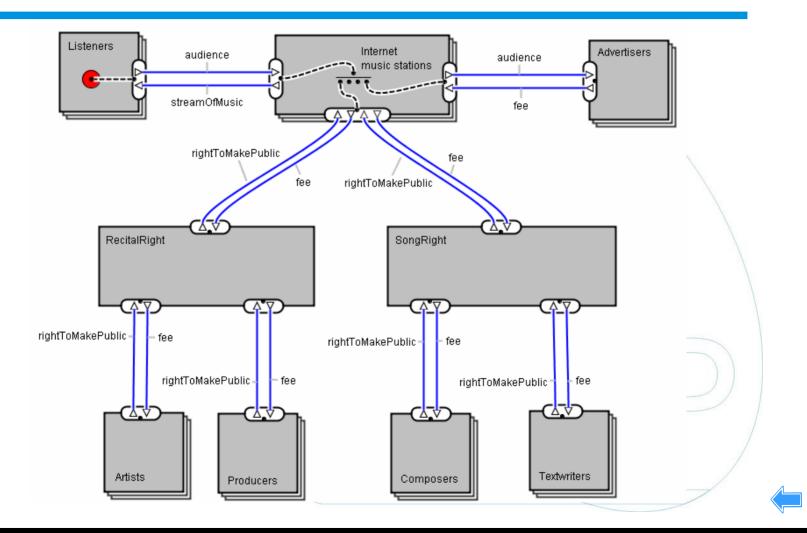


Start Stimulus



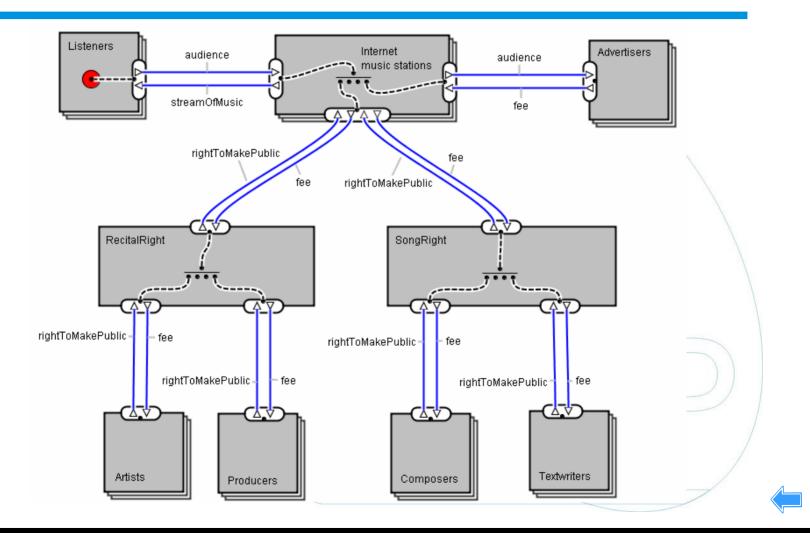


Dependencies



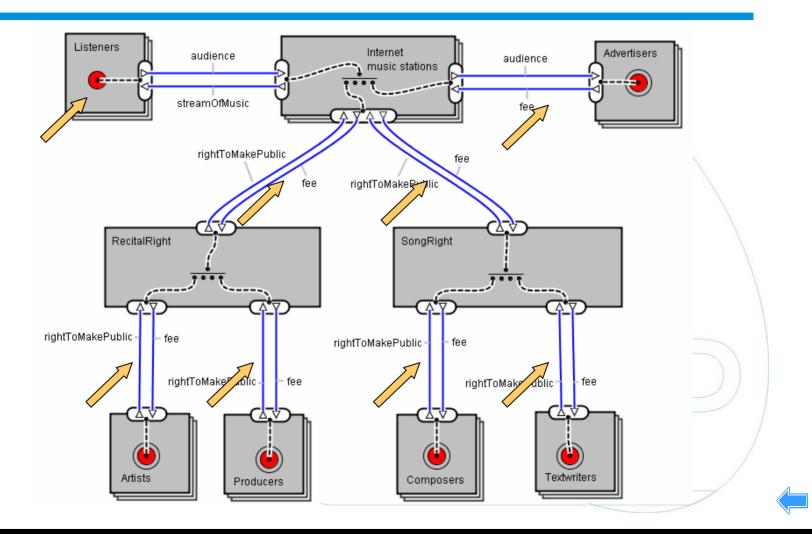


Dependencies



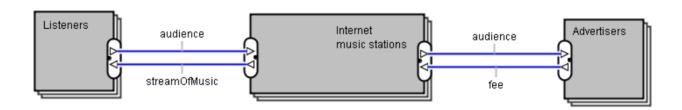


End Stimulus



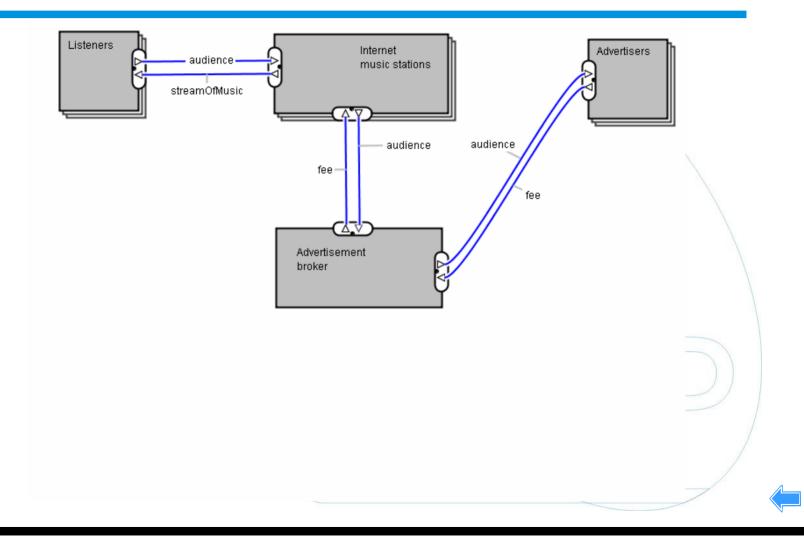


An Extension



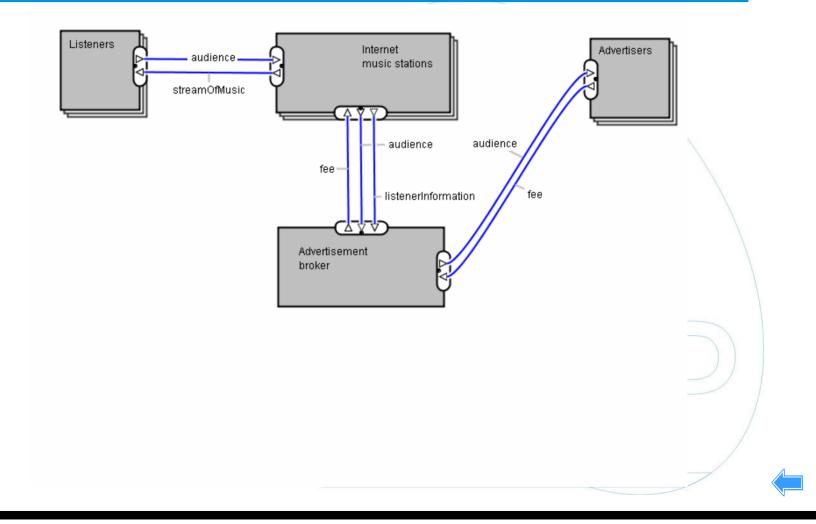


Advertisement Broker



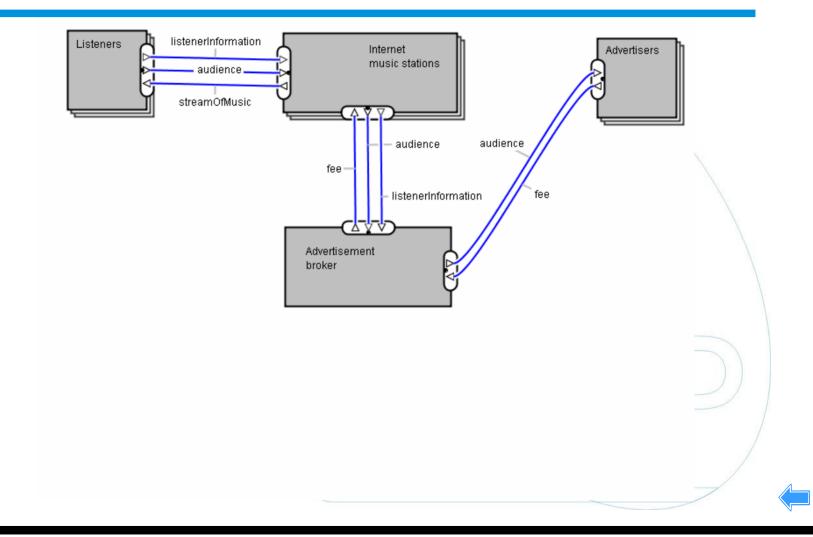


A New Value Exchange





One More Value Exchange



Examples of e3-value

Developed by KTH for INTEROP Project

www.interop-noe.org

Authors:

Paul Johannesson pajo@dsv.su.se

Stockholm University and Royal Institute of Technology Sweden

Published: December, 4th 2006

Disclaimer and Copyright Notice: Permission is granted without fee for personal or educational (non-profit) use. In other cases contact with INTEROP Project Coordinator <u>interop coordinator@listes.u-bordeaux1.fr</u> for use conditions. Some of the figures presented in this tutorial are freely inspired by others reported in referenced works/sources. For such figures copyright and all rights therein are maintained by the original authors or by other copyright holders. It is understood that all persons copying these figures will adhere to the terms and constraints invoked by each copyright holder.