

Business Models – e<sup>3</sup>-value Example Model

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InterOP



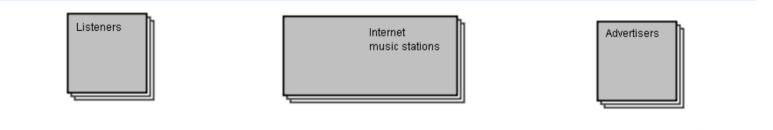
# **Internet Music Station**

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*<sup>3</sup>-*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.

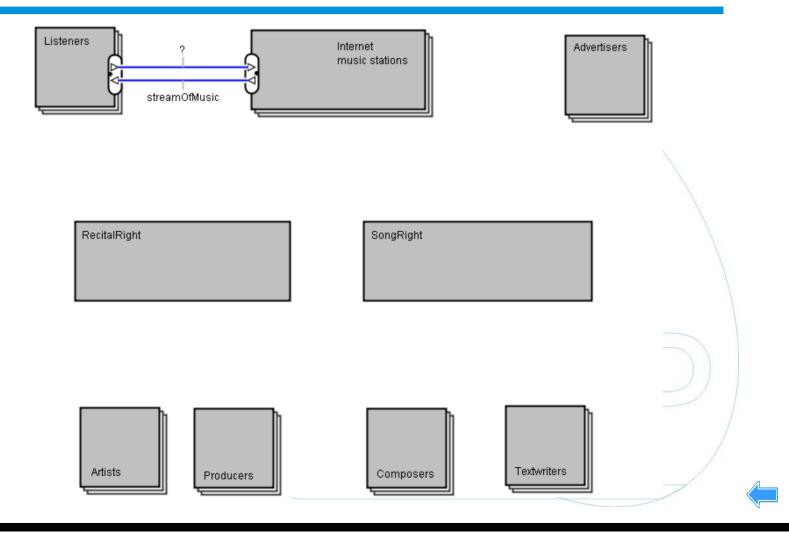


### Actors

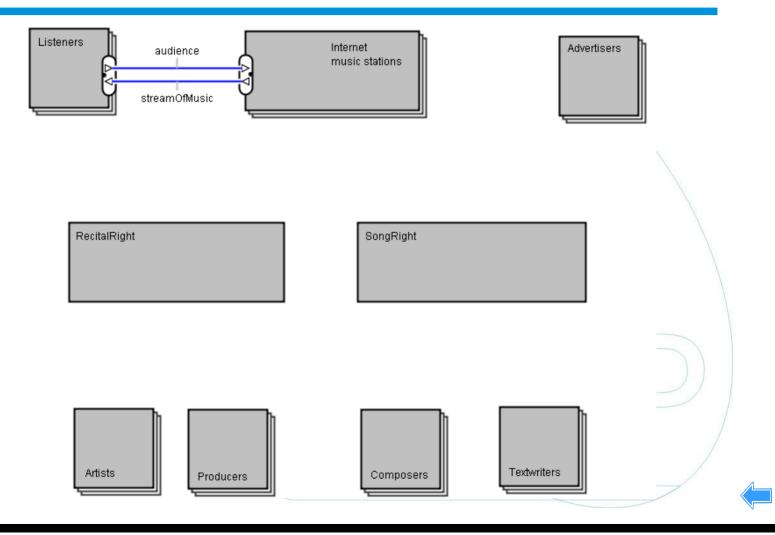




### **Listener – Music Station**

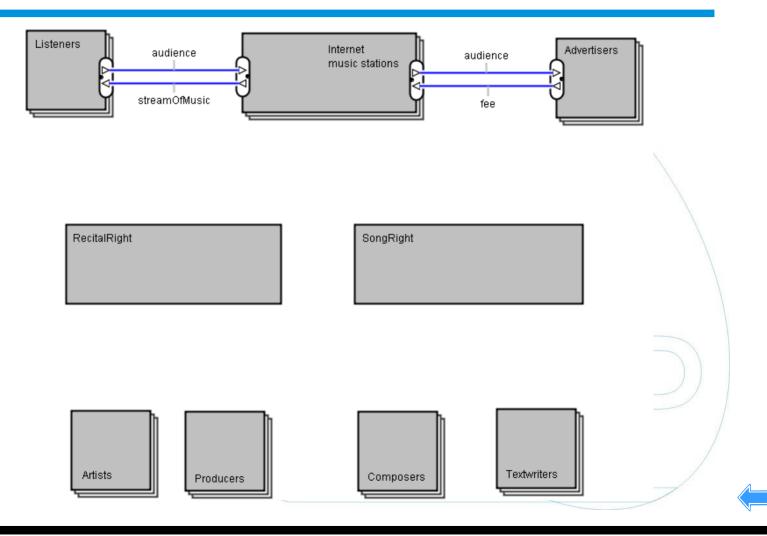


### **Listener – Music Station**



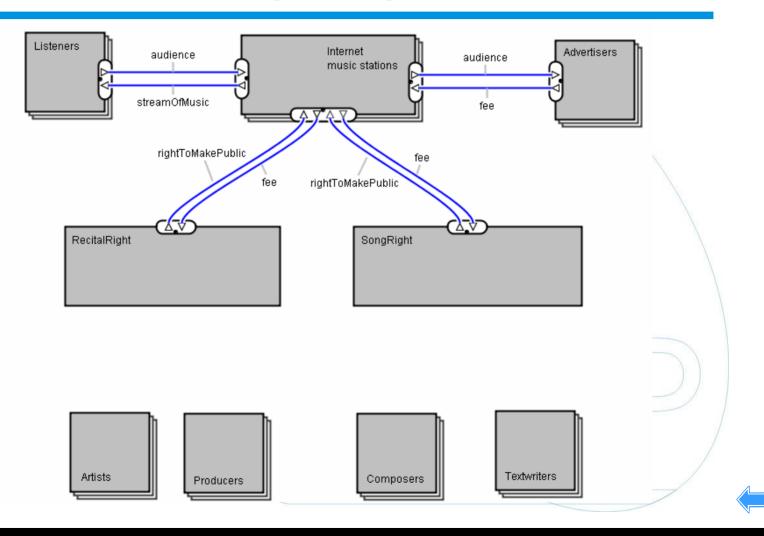


# **Music Station – Advertiser**

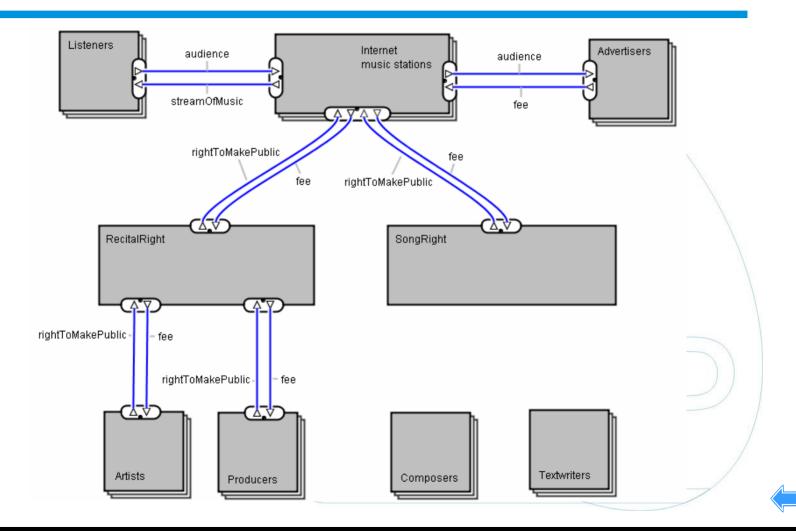




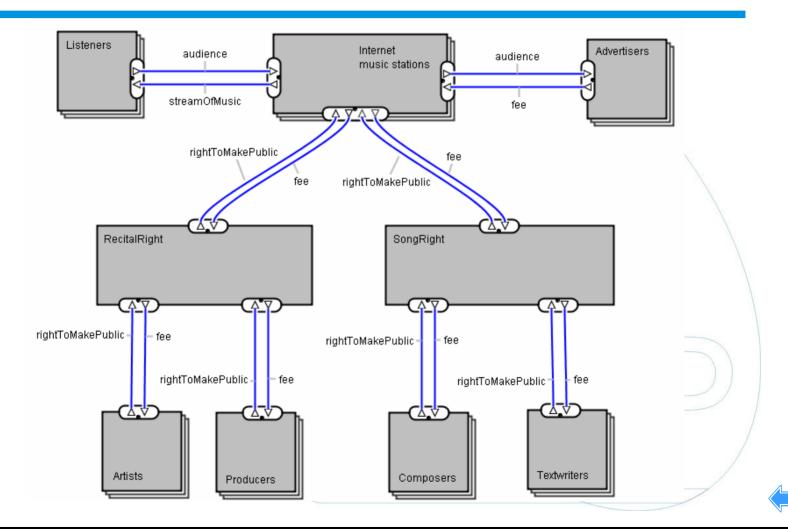
# **Music Station – Right Organisations**



# **Right Organisations – Content Creators**

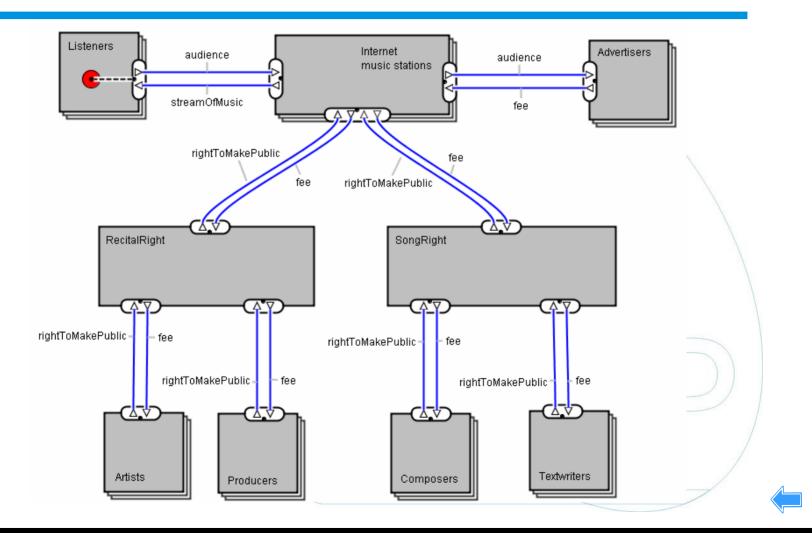


# **Right Organisations – Content Creators**



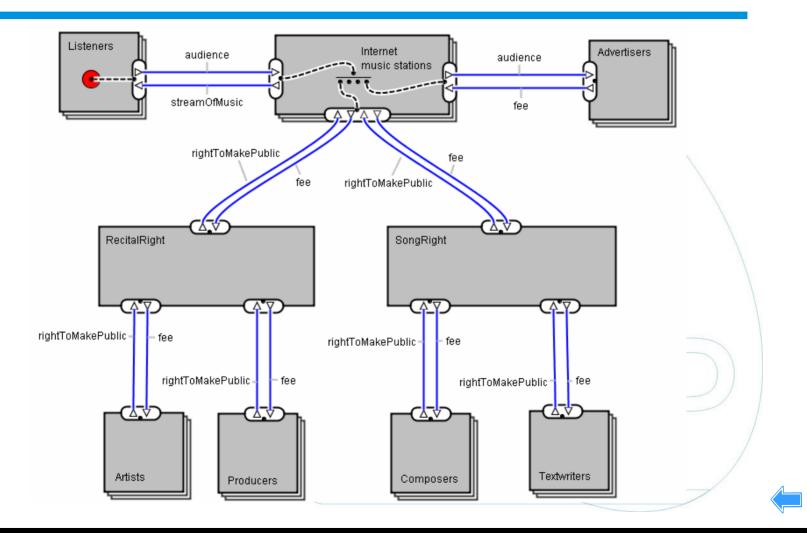


# **Start Stimulus**



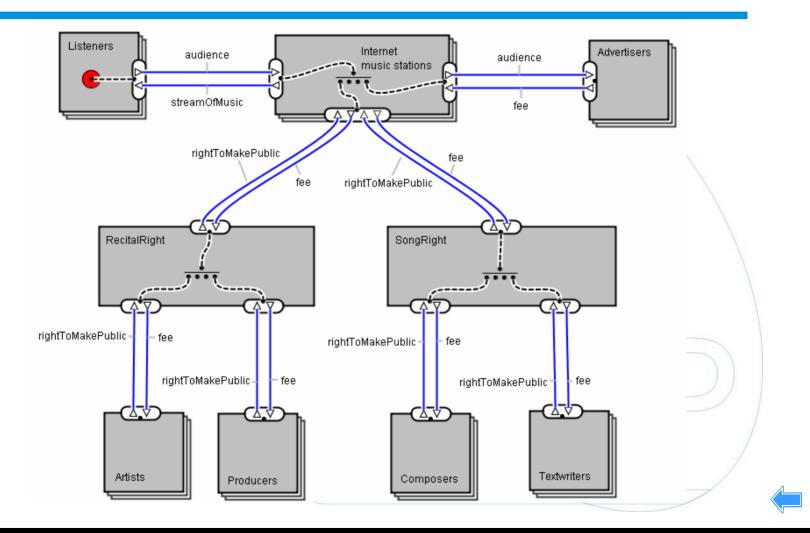


### **Dependencies**



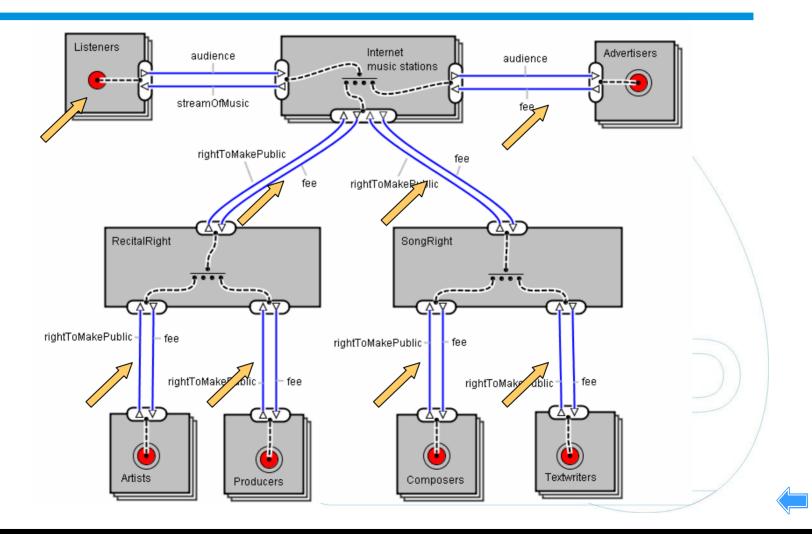


### **Dependencies**



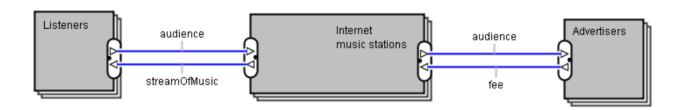


# **End Stimulus**



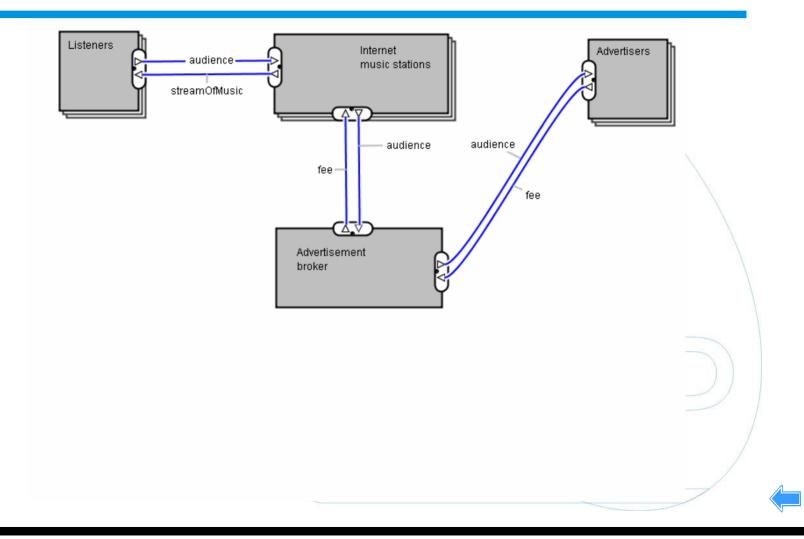


### **An Extension**



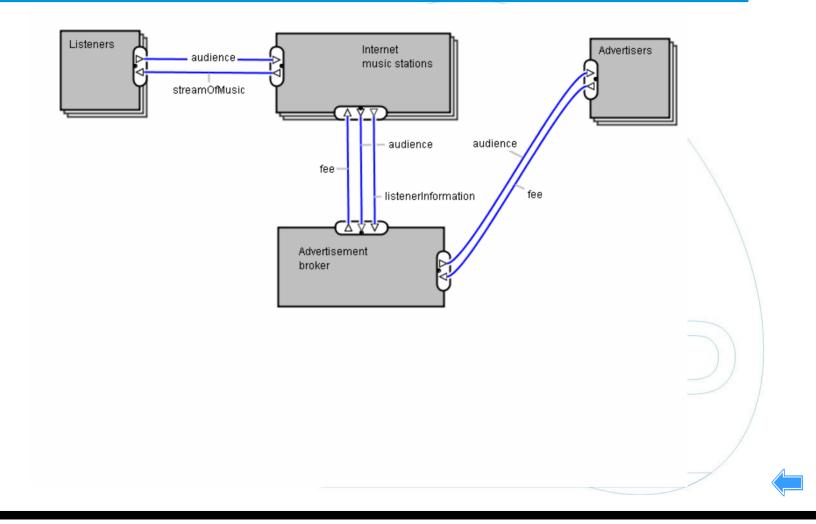


# **Advertisement Broker**



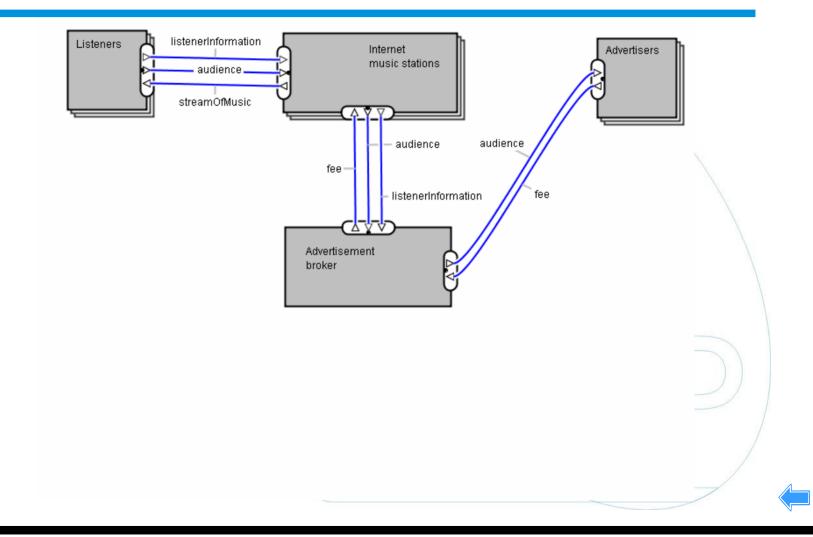


# **A New Value Exchange**





# **One More Value Exchange**



# **Examples of e3-value**

# Developed by KTH for INTEROP Project

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