

Typology Business Model

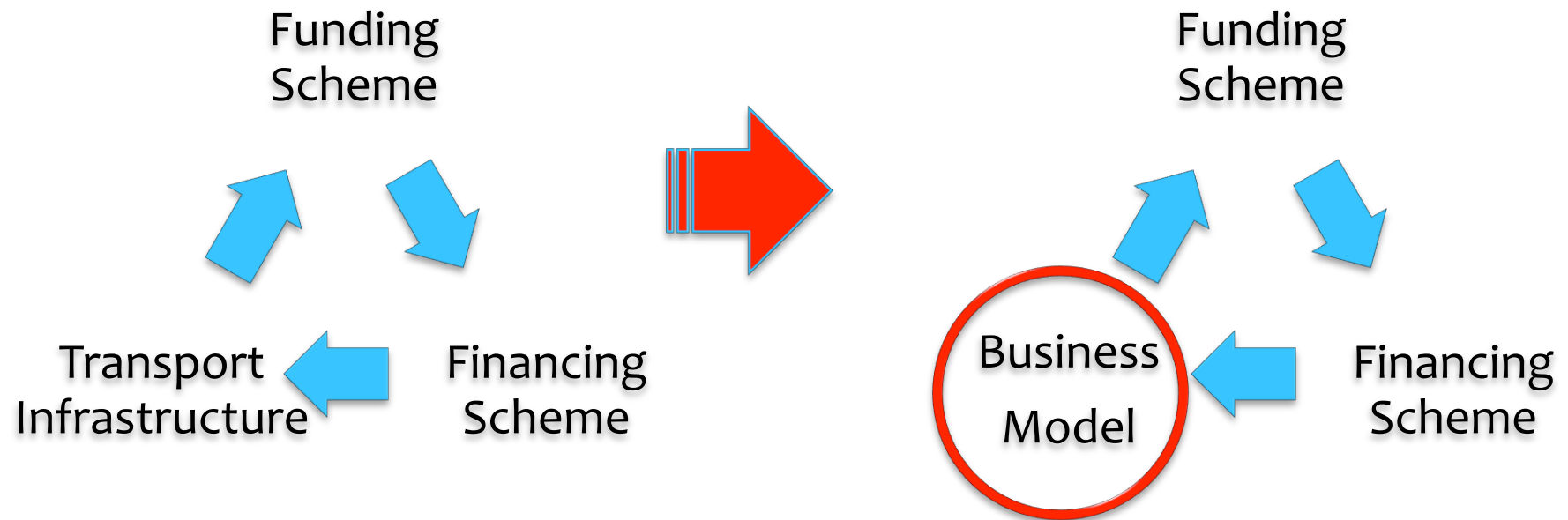
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University of the Aegean, Chios, Greece
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The focus



Focus

Implementation
Context

Transport Mode
Context

Governance,
Procurement,
Contractual
Arrangement

Transport Infrastructure



Financing
Scheme

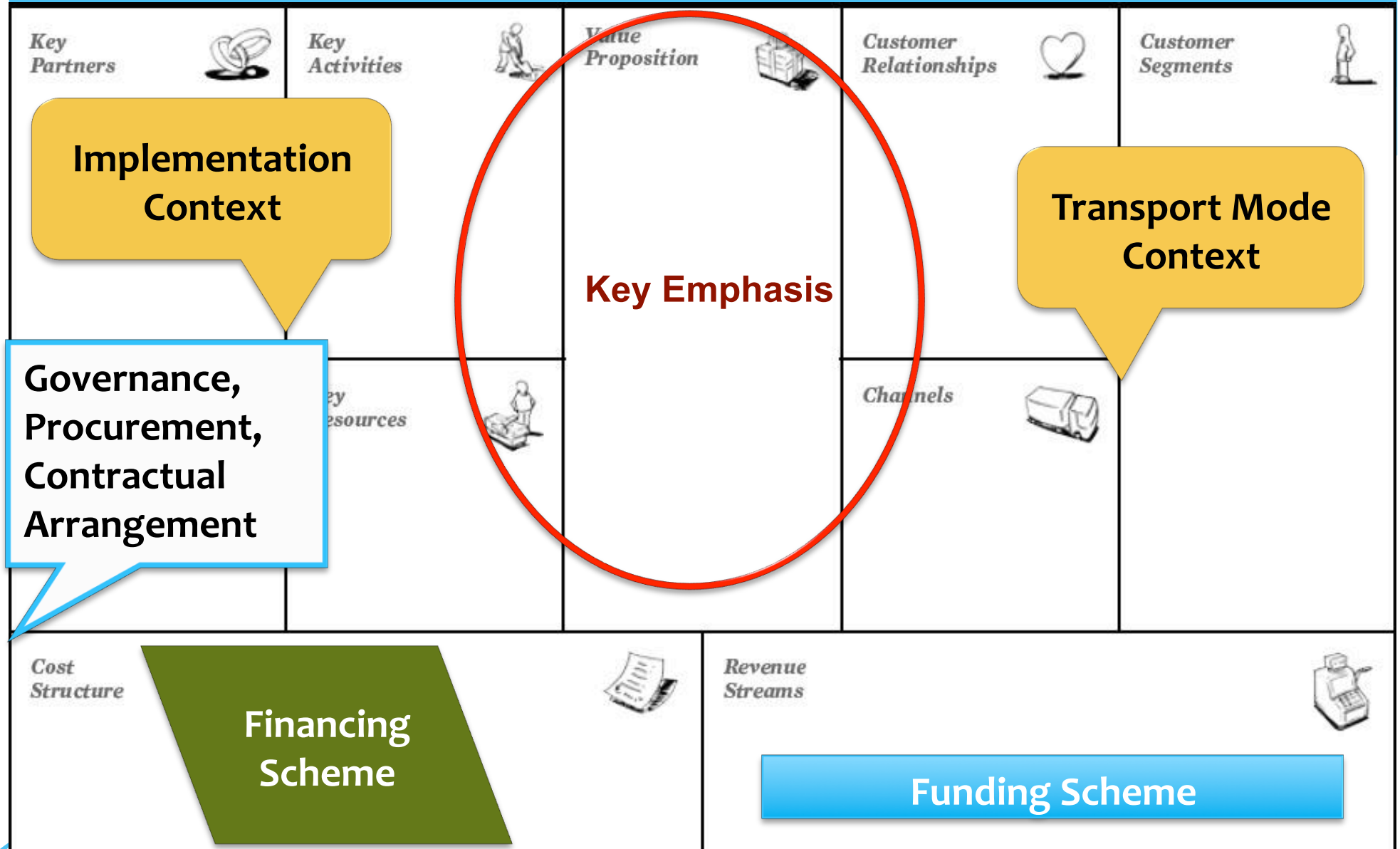
Funding Scheme



BENEFIT

Business Models for Enhancing Funding
& Enabling Financing for Infrastructure in Transport

Osterwalder Business Model Generator



Proposed Dimensions

- * General Business Model Dimensions
- * Transport Service Dimensions
- * Project Dimensions
- * User Dimensions

General Business Model Dimensions

#	Dimension	Indicators	Template Yes/No	Impact
1	Network integration (physical, operational, etc.)	Use of scale (?)	Yes	Economic (saving in time) Environmental (saving in energy) Social ? Institutional (support to transport policies)
2.	Synthesis of infrastructure	Core investment/ overall investment	Yes (new)	Economic (saving in construction interfaces) Environmental (land planning issues)
3.	Synthesis of revenues	Revenues from core transport services / overall revenues	Yes	Economic (added value) Social (employment)
4.	Innovation uptake ?	Efficiency from innovation / overall investment	No	Economic (reduce cost) Environmental (reduce energy consumption – possible) Social (capacity building) Institutional (acceptance of “newness” ?)

Transport Service Dimensions

#	Dimension	Indicators	Template Yes/No	Impact
1	Travel time reduction	% of time saved	Yes in some cases (KPI)	Economic (savings in time)
				Environmental (savings in energy)
				Institutional (support to transport policies)
2.	Reliability	% of breakdowns of time in operation	Yes in some cases (KPI)	Economic
				Environmental
3.	Availability	% of availability (days in year)	Yes in some cases (KPI)	Economic
				Environmental
4.	Maintenability	% not available due to maintenance	Yes in some cases (KPI)	Economic
				Environmental
5.	Safety	% reduction in accidents	Yes in some cases (KPI)	Economic
6.	Security	% reduction in security incidents	Yes in some cases (KPI)	Economic
				Social
				Institutional

Project Dimensions (1)

#	Dimension	Indicators	Template Yes/No	Impact
1.	Cost	Budget / Final cost	Yes	Economic
				Environmental (savings in energy)
				Institutional (support for contract / procurement type)
	Time	Initial/ total development duration	Yes	Economic
				Environmental (savings in energy)
				Institutional (support for contract / procurement type)
2.	Quality	Cost of defects / Budget	?	Social (provision of service)
				Economic
				Environmental
				Institutional (support for contract / procurement type)

Project Dimensions (2)

#	Dimension	Indicators	Template Yes/No	Impact
3.	Level of cooperation between “partners”	Duration of negotiations (for claims – traditional procurement and/ or contract) / contract duration	?	Economic Institutional
4.	Level of transaction costs	Duration of procurement / development duration	yes	Economic Environmental Institutional Social

User Dimensions

#	Dimension	Indicators	Template Yes/No	Impact
1.	Alternative Business proposal	Non-transport users/ all users	?	Economic
				Environmental
				Institutional
				Social
2.	Integrated transport model	Core transport service users/ all transport users		Economic
				Environmental
				Institutional
				Social

We thank you