



Network Sustainability

Business Model Canvas



Partner Brokerage

- Network acts as an intermediary to ease the communication and transaction between two or more parties
- Also for funding opportunities
- Brokerage fee for successful connections
 - Pros: The network strengthens the cross-border collaboration
 - Cons: payment after work, only for successful connections

Subscription Based Memberships

- Subscription fee for access to network services
- Several options: access to full services, premium model, periodic subscription
 - Pros: recurring revenue, helps annual budgeting
 - Cons: member retention, value and benefit of network needs to be constant

Fee for Offered Services

- Payment for services provided by the network, time or expertise, for example training
 - Pros: expertise easily available through DIHs
 - Cons: competes with services provided by DIH (DIH sustainability)

Fee for Content/Products

- Payment for products or content, for example white papers, webinars or events
 - Pros: Expertise easily available in the network
 - Cons: Up to date content needs to be constantly available for a steady revenue stream

Contributions from Partners

- Donations made freely without receiving anything in exchange
 - Pros: no starting costs
 - Cons: No guarantees of revenue

Pan-European Revolving Fund

- A fund to finance IA networks operations

Hybrid Model

- 70% of revenue from subscribers

- 10% revenue from brokerage fees

- 20% revenue from selling white papers and events