

More sustainable, resilient, and competitive food systems through the development of intermediate food value chains



PRACTICE ABSTRACT No: 11

Business model typology and its implication on the intermediate value chain transition

A business model (BM) typology encapsulates distinctive features of different BMs to classify such models into certain categories. These categories can be formulated to serve as an easy-to-use tool for entrepreneurs to quickly identify the suitable models for their business.

In the FAIRCHAIN project, a BM typology was developed based on literature review and iterative discussions with stakeholders to facilitate the transition to intermediate value chains (IVC). This typology classifies BMs following two main criteria: (1) the involvement of small- and mid-sized actors in the value creation process and (2) the main barriers for the transition to IVC.

The BM typology developed in the FAIRCHAIN project allows entrepreneurs in the food sectors to:

- Position their current BM based on the BM categories provided in the typology,
- Identify appropriate BMs which match their current resources to transition to an intermediate value chain,
- Find real-life examples of each BM category as inspiration for their implementation.

As BM typologies only focus on certain aspects of BMs for the classification purpose, practitioners need to elaborate on the relevant BM categories provided in the typology to formulate their BM based on their context-specific conditions. Similarly, the BM typology developed in the FAIRCHAIN project can be a good starting point for the discussion on how to tailor sufficient BMs to transition to IVCs in the food sector.

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End Users

Agri-food enterprises

Country

Worldwide



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ABOUT FAIRCHAIN

The FAIRCHAIN project launched in 2020 and coordinated by INRAE, is developing intermediate food value chains in the fruits and vegetable and dairy sectors. Through technological, organizational and social innovations and by developing business models FAIRCHAIN will enable small and mid-size stakeholders to scale up to supply fresh, sustainable and high-quality food products to consumers at a regional level.

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