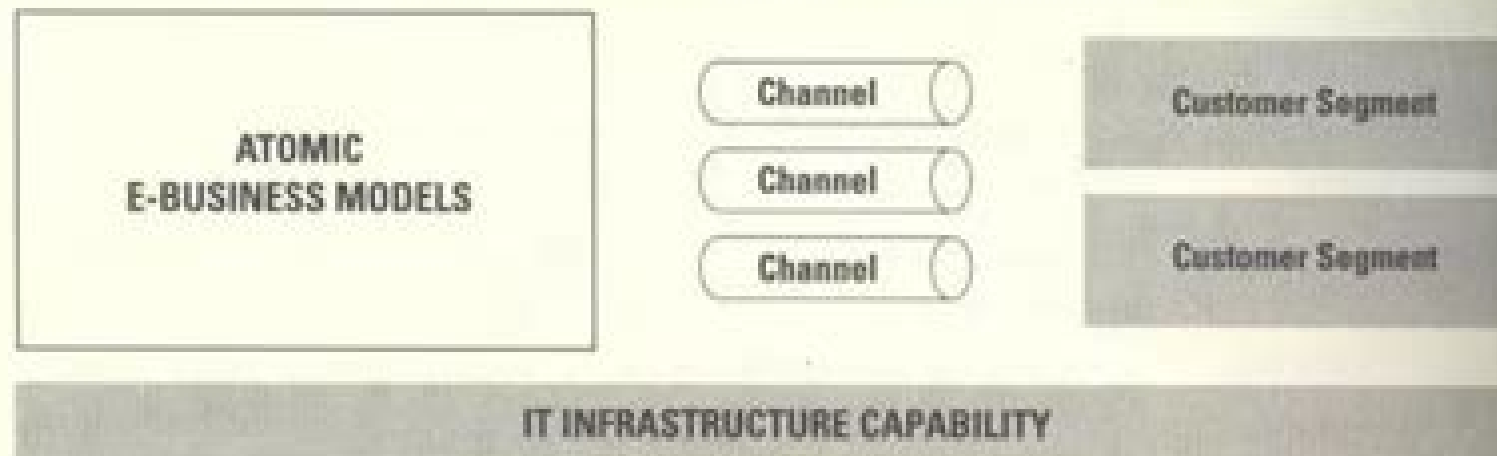


PLACE TO SPACE:

migrating to e-business models

E-Commerce Initiatives and Atomic Business Models of E-Commerce



Place To Space Migrating To Ebusiness Models

Peter Weill, Michael Vitale



Place To Space Migrating To Ebusiness Models:

Place to Space Peter Weill, Michael R. Vitale, 2001 As the second wave of the e business revolution plays out traditional firms not ephemeral dot coms will do the hard work of making e business both viable and profitable But while established companies no longer question why they must migrate from traditional marketplace businesses to a combination of offline and online presence most still struggle with how to do so An indispensable e business guidebook for established firms in all industries Place to Space provides a simple but powerful strategic framework for analyzing choosing and implementing successful e business enterprises Based on several years of research and a detailed study of fifty online initiatives in a variety of traditional firms authors Peter Weill and Michael R Vitale describe eight atomic business models that they argue represent the core building blocks of all e business ventures Using powerful real world case studies of international companies including Lonely Planet GE Supply Company Cisco Reuters and others the authors illustrate each atomic business model direct to customer full service provider whole of enterprise government intermediary shared infrastructure virtual community value net integrator and content provider in practice and reveal the strategic objectives sources of revenue core competencies critical success factors and necessary IT infrastructures required for implementation The authors also introduce a new diagnostic tool the business model schematic and show how leaders can create company specific schematics that empower them to assess their current business models identify the atomic e business models that best suit their organizations and combine those models to create powerful and customized value propositions for customers The first book to provide a structured practical approach for traditional firms migrating to the Web this hands on book will give leaders in all industries from CEOs and senior managers to marketing and IT executives the insight and confidence they need to operate successfully in both place and space *Place to Space* Peter Weill, Michael Vitale, 2001-05-28 Place to Space is the essential e business playbook that will give leaders the insight and confidence they need to operate successfully in both place and space The book explains how traditional companies can adapt their bricks and mortar legacies to complement and bolster their online ventures Based on extensive research into dozens of e business initiatives this book provides the first systematic practical analysis of eight viable e business models an adaptable hybrid model for competing against online pure plays and revolutionary schematic tools for analyzing current business models and evaluating promising new web initiatives Through illuminating case studies of Lonely Planet General Electric CDNow Reuters and others the authors show how each model works in practice from how it makes money to the core competencies and critical factors required to implement it

Integrating E-Business Models for Government Solutions: Citizen-Centric Service Oriented Methodologies and Processes Chhabra, Susheel, Kumar, Muneesh, 2009-02-28 The objective of this book is to examine issues and promote research initiatives in the area of effectiveness in e government by suggesting integrated e business models for government solutions through citizen centric service oriented methodologies and processes Provided by publisher *Value Creation*

from *E-Business Models* Wendy Currie, 2004-08-21 Value Creation from E Business Models provides a thorough analysis of what constitutes an e business model Unlike many e business books available this text draws together theoretical and empirical contributions from leading academic scholars in the field of management information systems Divided into four parts E Business Models and Taxonomies E Business Markets E Business Customer Performance Measurement and E Business Vendor Applications and Services this book is the critical dissection of E Business that today s academic community needs World class academic contributors brought together in one volume Demonstrates that there are e business models which create value for customers and vendors alike Learn from the lessons of the past five years in developing and implementing e business models

Business Models in the Area of Logistics Regina Neubauer, 2011-04-11 The significance of managing end to end supply chains from one hand has been the subject of discussion for over ten years Regina M Neubauer provides an answer on how such a scenario might work by studying enterprises in the European logistics industry

Geschäftsmodelle entwickeln Oliver Gassmann, Karolin Frankenberger, Michaela Choudury, 2020-12-07 Für Unternehmen existenziell Immer am Ball bleiben und das eigene Geschäftsmodell proaktiv an Veränderungen anpassen Dieses Buch zeigt wie es geht Geniale Methode um das eigene Geschäftsmodell weiterzuentwickeln oder neue Geschäftsmodelle zu entwickeln Unverzichtbares Werk für alle die über das Geschäftsmodell Wettbewerbsvorteile erzielen wollen und auf der Suche nach einem Feuerwerk der Ideen sind Begleitmaterial zum Download Oliver Gassmann Karolin Frankenberger und Michaela Choudury sind herausragende Experten der Innovation Mit diesem Werk ist ihnen ein international viel beachteter Meilenstein zur Entwicklung von Geschäftsmodellen gelungen Der St Galler Business Model Navigator ermöglicht aus der eigenen Branchenlogik auszubrechen und macht damit den Weg frei für ein Feuerwerk neuer Ideen Wolfgang Rieder Managing Partner Head of Advisory Switzerland PricewaterhouseCoopers Mit dem Business Model Navigator sind wir in der Lage das Geschäftsmodell als Ganzes zu begreifen und am kompletten System zu arbeiten Die St Galler Methodik bringt nicht nur Ergebnisse sondern erweitert auch den Mindset Daniel Sennheiser President Strategy and Finance Sennheiser The St Gallen Business Model Navigator offers a great opportunity to challenge our habitual thinking concerning business models and revenue generation Dr Ian Roberts CTO Bühler An aspiring field such as New Space really benefits from the St Gallen Business Model Navigator because the market will be defined by a variety of innovative business models going through all the possibilities is a real competitive advantage Dr Henning Roedel NASA Ames Research Center

Cloud- und Open Source-basierte Integrationsplattformen Theilig, Max-Marcel, Pröhl, Thorsten, Felfeli, Jonas, Holz, Julia, 2019-12-19 Die Digitalisierung des deutschen Mittelstands schreitet kontinuierlich voran wenngleich bei noch vielen Unternehmen grundlegende Komponenten einer Digitalinfrastruktur fehlen oder nicht im vollen gewünschten Umfang vorhanden sind Wie eine eigene Website CRM oder ERP Systeme Im Zuge des Fortschritts sind in den Unternehmen in den letzten Jahren mehr und mehr unterschiedliche IT Systeme entstanden die oft noch nicht miteinander kommunizieren können und Isoliertungen

darstellen Gerade das Cloud Computing ermöglicht die einfache und schnelle Nutzung neuer Softwarelösungen was wiederum die Vielfalt der genutzten IT Systeme positiv beeinflusst Die Anbindung von Cloud Diensten und die Verbindung bestehender On Premise IT Systeme stellt eine zentrale Herausforderung für kleine und mittelständische Unternehmen KMU dar Das vom BMWi geförderte Projekt Open Integration OIH nimmt sich der Herausforderung an Im Rahmen des vorliegenden Beitrags werden die Ergebnisse von zwei Abschlussarbeiten präsentiert die sowohl die Governancestrukturen als auch die Geschäftsmodelle von existierenden Cloud und Open Source basierten Integrationsplattformen IPaaS anhand von abgeleiteten Kriterien untersucht haben Die Ergebnisse der Analysen werden in Form des Business Model Canvas Steckbriefen Vergleichstabellen und Business Blueprints dargestellt Damit wird die Frage beantwortet wie die Governancestruktur und das Geschäftsmodell eines IPaaS Anbieters z B des OIHs aussehen kann The digitalization of the German Mittelstand has been on the move regardless of whether companies lack the basic components of the modern infrastructure or are not able to utilize them to their necessary extent e g an own web page CRM or ERP systems As a result of these evolving companies various IT systems have been obtained which are often not able to intercommunicate and are ultimately represent as isolated solutions In parallel the coming about of Cloud Computing facilitated the quick and simple usage of new solutions and in turn resulted in benefiting the entire IT landscape However the integration of Cloud Services in conjunction with existing on premise solutions constitutes a central challenge for small and medium enterprises SME Consequently the Open Integration Hub OIH a BMWi funded project has actively tackled this challenge Based on the scope of research article at hand this paper will present the results of two theses that draw on the topic of governance as well as business models for existing Open Source Integration Platforms as a Service IPaaS and its representation in current literature In order to answer the question of how best practices for governance and business model for an IPaaS vendors such as the OIH could look like the results will be exhibited through means of business model canvases briefings comparison tables and business blue prints In the scope of the research article in hand the results of 2 theses will be summarized that draws on the topic of governance as well as business models for existing Open Source Integration Platforms as a Service IPaaS and its representation in current literature The results will be presented in the mean of business model canvases briefings comparison tables and business blue prints That answers the question how the best practice governance and business model of an IPaaS vendors like the OIH could look like

Analyse und Simulation von Geschäftsmodellen für Elektrizitätsvertriebsunternehmen Zeller, Michael, 2015-01-09 Mit der Energiewende müssen mehr als sechshundert Elektrizitätsvertriebsunternehmen in Deutschland ihre Geschäftsmodelle bedenken und den Rahmenbedingungen anpassen Ein wichtiger Aspekt ist die Anpassung des Verbrauchs der privaten Haushalte an die fluktuierende Einspeisung aus Erneuerbaren Energien mittels der Wertangebote durch Smart Meter In dieser Arbeit erfolgt eine Geschäftsmodellanalyse zur Bewertung der Handlungsoptionen Damit wird ein Beitrag zur Geschäftsmodellforschung geleistet denn trotz Uneinigkeit mangelt es nicht an Definitionen strukturierte

Methoden zur Anwendung gibt es kaum In dieser Dissertation wird eine strukturierte Vorgehensweise zur Bewertung von Smart Metern in reifen Industrien vorgeschlagen Eine Besonderheit dieser Arbeit ist die Weiterf hrung des Modellgedankens mittels einer Simulation Hierzu wird ein Verfahren zur Modellierung der Gro handelspreise und Einspeisung der Erneuerbaren Energien entwickelt Neuartig ist auch die Modellierung der Lastverlagerung welche als Funktion der Lebensgewohnheiten und dynamischen Pr ferenzen dargestellt wird und nicht ber die geringe Preiselastizit t F r die Handlungsoptionen werden zuk nftige Szenarien untersucht Ein Ergebnis ist der Widerspruch zwischen den Werttreibern der Tarife und den Kundenpr ferenzen Dynamisierung und Automatisierung steigern die Vorteilhaftigkeit die Endkunden stehen diesen Aspekten eher ablehnend gegen ber Ein zweites Ergebnis ist dass trotz geringer Einsparungen bei den Beschaffungskosten hohe Netzentlastungen geschaffen werden k nnen Ein drittes Ergebnis ist dass nach der Modellbewertung Tarife mit statischen Zeitzonen in Zukunft keine Beschaffungskostenvorteile mehr versprechen More than six hundred power distributors in Germany have to adapt their business models to the changed regulatory framework and business environment due to the Energiewende An important issue is the need to align domestic power consumption with the fluctuating power generation of renewable energies using smart meters This dissertation evaluates the options for implementing smart meters in existing business models The method used contributes to the growing field of business model research While there is no lack of business model definitions there are few validated methods to analyse business models This dissertation proposes a structured approach to evaluate business models in mature industries A distinctive feature of this research is the application of a simulation to the modelling concept A procedure to reflect wholesale power prices and the introduction of renewable energies in light of power demands is developed A new approach in the modelling of the load shift is shown which reflects a function of consumer habits and their dynamic preferences rather than the minimal price elasticity Different scenarios for the implementation of smart meters are analyzed One finding is the discrepancy between the value drivers and customer preferences Dynamic prices and a high degree of automation raise the potential profit while customers see these aspects negatively Furthermore the simulation results show that minimal savings in wholesale costs can achieve notable savings in grid usage Finally the results have shown that tariffs with static time of use pricing won t provide savings on the wholesale market in the future

Exploring Cybernetics Sabina Jeschke,Robert Schmitt,Alicia Dröge,2015-12-04 Die Beitr ge des Sammelbandes befassen sich mit zentralen Themen der Kybernetik Was ist Kybernetik überhaupt Wie k nnen wir sie nutzen und wo k nnen wir sie einsetzen Die Autoren zeigen dass unser Digitalzeitalter von umfassenden technologischen Neuerungen komplexer Vernetzung und schnellen Innovationszyklen gekennzeichnet ist die sich klassischen Beschreibungsmodellen und traditionellen Regelungsmechanismen entziehen Immer vielf ltiger interagierende Strukturen erfordern neue Methoden um diese Komplexit t zu beschreiben und zu gestalten Hochkar tige WissenschaftlerInnen verschiedenster Fachgebiete erl utern die Kybernetik aus Sicht ihrer jeweiligen Disziplin **Business**

Model Generation Alexander Osterwalder, Yves Pigneur, 2011-08-08 Wir leben im Zeitalter umwälzender neuer Geschäftsmodelle. Obwohl sie unsere Wirtschaftswelt über alle Branchengrenzen hinweg verändern, verstehen wir kaum, woher diese Kraft kommt. Business Model Generation präsentiert einfache aber wirkungsvolle Tools, mit denen Sie innovative Geschäftsmodelle entwickeln, erneuern und in die Tat umsetzen können. Es ist so einfach, ein Spielveränderer zu sein. Business Model Generation: Das inspirierende Handbuch für Visionäre, Spielveränderer und Herausforderer, die Geschäftsmodelle verbessern oder völlig neu gestalten wollen. Perspektivwechsel: Business Model Generation erlaubt den Einblick in die geheimnisumwitterten Innovationstechniken weltweiter Spitzenunternehmen. Erfahren Sie, wie Sie Geschäftsmodelle von Grund auf neu entwickeln und in die Tat umsetzen oder alte Geschäftsmodelle aufpolieren. So verdrehen Sie der Konkurrenz den Kopf. Von 470 Strategie-Experten entwickelt. Business Model Generation heißt, was es verspricht. 470 Autoren aus 45 Ländern verfassten, finanzierten und produzierten das Buch gemeinsam. Die enge Verknüpfung von Inhalt und visueller Gestaltung erleichtert das Eintauchen in den Kosmos der Geschäftsmodellinnovation. So gelingt der Sprung in neue Geschäftswelten. Für Tatendurstige. Business Model Generation ist unverzichtbar für alle, die Schluss machen wollen mit business as usual. Es ist wie geschaffen für Führungskräfte, Berater und Unternehmer, die neue und ungewöhnliche Wege der Wertschöpfung gehen möchten. Worauf warten Sie noch?

Zukunftsorientierte Geschäftsmodelle für die klassische Bäckerei in Österreich Johannes Eigner, 2024-07-01 Im Zeitraum von 2005 bis 2020 verschwanden in Österreich 507 Bäckereiunternehmen. Bei einer Anzahl von 1091 2020 bestehenden Bäckereien erscheint diese Erosion besorgniserregend. Der Blick auf die statistischen Zahlen macht deutlich, dass mittlere und große Bäckereiunternehmen weiterhin wachsen und vor allem kleingeführte klassische Bäckereien auf Grund von strukturellen Nachteilen im selbstzerstörenden Wettbewerb verschwinden. Die strategische Managementforschung hat bereits viele Ansätze hervorgebracht, um derartige Herausforderungen zu lösen. Dennoch gibt es bei der Anwendung Schwierigkeiten, wenn es um die Sicherung der Unternehmensexistenz geht, denn der Brotbackwarenmarkt wird zunehmend komplexer, unsicherer und mehrdeutiger. Die Orientierung an der Customer Experience liefert einen Ausweg in eine differenzierte Positionierung, indem das gegenwärtige Geschäftsmodell kundengerecht weiterentwickelt wird. Der Weg zu einer nachhaltigen und gesunden Unternehmensexistenz besteht in der konsequenten Abgrenzung des selbstzerstörenden Wettbewerbs, welcher von großen Unternehmen bestimmt wird. Dies soll durch die Umsetzung von inkrementellen, radikalen oder disruptiven Geschäftsmodellinnovationen gelingen, die sich auf die Herstellungs- oder Marketingkomponente des bestehenden Geschäftsmodells auswirken und damit eine differenzierte Positionierung gegenüber der Konkurrenz versprechen. *Digital Communities in a Networked Society* Manuel J.

Mendes, Reima, Suomi, Carlos Passos, 2006-04-11 *Digital Communities in a Networked Society* e-Commerce und e-Business und e-Government deals with the accelerating evolution in the computerization of society. This evolution or should we call it a revolution is dominantly driven by the Internet and documented by the novelties introduced year by year by Information and

Communication Technologies The book contains recent results of research and development in the areas of E government Business models of e applications Innovative structures in the internet Auctions and e payment Future aspects of communication Internet and the web Advanced platforms and grid computing Cooperation and integration Modeling and construction of e services Strategy and Business Models in the Digital Age Guy Parmentier,Romain Gandia,2025-01-09 This innovative book dissects the transitions and technologies that are appearing in our new digital age Authors Guy Parmentier and Romain Gandia expand on how this modern industrial revolution is profoundly transforming not just our society as a whole but is also challenging traditional approaches to strategic management Managing Technology Entrepreneurship and Innovation Paul Trott,Dap Hartmann,Patrick van der Duin,Victor Scholten,J. Roland Ortt,2015-12-14 Managing Technology Entrepreneurship and Innovation is the first textbook for non business based entrepreneurship courses focussed on students with a background in science and technology Its comprehensive rigorous and yet accessible approach originates from the authors considerable experience mentoring students as they turn their technological ideas into real life business ventures The text is separated into three parts providing a roadmap for successful entrepreneurial projects Part I focusses on how to create your venture turning technology into businesses and how to link together entrepreneurship and innovation Part II shows you how to grow your venture and make it profitable looking at the early development of academic spin outs and how to adapt your technology to the customers needs Part III takes you through the day to day running on your business whether to adopt a contingency or contextual approach how to develop new products and services and alternative options for growth With a wide range of practical steps lists of things to consider and guidelines on how to turn your technology based ideas into a successful business this text will be essential for all non business students who need to understand entrepreneurship management and innovation It will also prove a useful introduction to all Masters level students taking these subjects in business schools **MKWI 2012** Dirk C. Mattfeld,Susanne Robra-Bissantz,2012

Encyclopedia of Information Science and Technology, First Edition Khosrow-Pour, D.B.A., Mehdi,2005-01-31

Comprehensive coverage of critical issues related to information science and technology *Digitale Geschäftsmodelle - Band 1* Stefan Meinhardt,Alexander Pflaum,2019-11-07 Digitale Geschäftsmodelle und die damit verbundenen Änderungen stellen Unternehmen vor vielfältige Herausforderungen Daher geht das zweibändige Herausgeberwerk zentralen Fragen nach Wie kann die Transformation im Unternehmen hin zu digitalen Geschäftsmodellen erfolgreich gelingen Wie müssen digitale Geschäftsmodelle in die Unternehmensstrategie eingebettet sein Was bedeutet eine Transformation hin zu digitalen Geschäftsmodellen für die IT Systeme und Prozesse im Unternehmen Welche Chancen und Risiken gibt es bei Digitalisierungsprojekten Wie sehen praktische Anwendungsszenarien für digitale Geschäftsmodelle aus und wie werden diese umgesetzt Diesen Herausforderungen haben sich die Autoren aus Wissenschaft und Praxis des vorliegenden Werkes in der Fachbuchreihe Edition HMD facettenreich gewidmet Sie liefern mit ihren Beiträgen entsprechende Antworten gepaart mit

Konzepten Lösungsvorschlägen und Fallbeispielen aus der Praxis Denn Eine ganzheitliche Digitalstrategie eröffnet nicht nur Chancen für neue digitale Erlösquellen sondern verfolgt in erster Linie die digitale Transformation des bisherigen Geschäfts

Proceedings of Sixth International Congress on Information and Communication Technology Xin-She Yang, Simon Sherratt, Nilanjan Dey, Amit Joshi, 2021-09-23 This book gathers selected high quality research papers presented at the Sixth International Congress on Information and Communication Technology held at Brunel University London on February 25-26, 2021. It discusses emerging topics pertaining to information and communication technology (ICT) for managerial applications e.g. governance e-agriculture e-education and computing technologies the Internet of things (IoT) and e-mining. Written by respected experts and researchers working on ICT, the book offers a valuable asset for young researchers involved in advanced studies. The book is presented in four volumes.

Software Business Michael A. Cusumano, Bala Iyer, N. Venkatraman, 2014-07-08 This book contains the refereed proceedings of the Third International Conference on Software Business (ICSOB) held in Cambridge MA USA in June 2012. The software business refers to commercial activities in the software industry aimed at generating revenues from the design, delivery and maintenance of software products and IT services to enterprises and individual customers as well as from digital content. Although this business shares common features with other knowledge intensive markets, it carries many inherent features making it a challenging domain for research. The 20 full and 10 short papers accepted for ICSOB were selected from 60 submissions and are organized in sections on software product management, organizational transformation, industry transformation, software platforms and ecosystems and emerging trends.

Business Models Christian Nielsen, Morten Lund, Marco Montemari, Francesco Paolone, Maurizio Massaro, John Dumay, 2018-11-01 The growing body of research on business models draws upon a range of sub-disciplines including strategic management, entrepreneurship, organization studies and management accounting. *Business Models: A Research Overview* provides a research map for business scholars incorporating theoretical and applied perspectives. It develops the field of business model research by offering a critique of the field as it has developed to date and provides a guide for future research and theorization. The research performed as a basis for this book improves and extends prior subjective and less documented work by using a scientific approach to identifying impactful research. The book argues that business model research is a mature field and that future research should focus on performative and ecosystem based contributions with the timely identification of four distinct stages of business model research. The study here provokes a new set of research questions which are addressed in the concluding passages of Chapters 5-8 as a point of departure for those researching business models. This book is essential primary reading for scholars and practitioners of business models who are looking to seek out new knowledge and build new perspectives.

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