

Business Model Canvas of the Regional Value Chain Capacity Building Network

Key partners	Key activities	Value proposition	Customer relationships	Customer segments		
<ul style="list-style-type: none"> Members within the network Farmer producer organisations Private sector companies (Micro-) finance institutions Universities and research institutes Government agencies National and international NGOs National and international donors (IFAD, WB, ACIAR, ICIMOD, IFC, DAC, ADB) External consultants Other similar networks (BEAM exchange, DCED, E+I, MDF) 	<ul style="list-style-type: none"> Maintain a database of members and experts and share those with existing and potential clients Maintain the previous work track records and promote that to clients Continuously tracks and identify opportunities Broker/liaise between clients and members) by proactively promoting the services of members Regularly undertake capacity building activities (ToTs, regional workshops) for members to ensure service quality Develop tools, modules, procedures for service offering that needs to be adhered to by all members (quality seal) Organize thematic regional and international conferences 	<ul style="list-style-type: none"> Provide access to the largest network of consultants / experts working on VC in the Asia Pacific Offer 360 degree VC solution support to donors, development organizations, government agencies (training, research, project design, implementation support, evaluation) Offer services to farmer producer organizations (access to new markets, increased sales and income, assuring representation of women and youth) and companies (adherence to standards and certification, new markets, increases sales and income) Facilitate exchange of knowledge and experience among professionals and organizations working in the Asia Pacific 	<ul style="list-style-type: none"> Collaboration among members (and increased revenue) Service quality assurance for the clients Increased trust on the services provided by the members 	<ul style="list-style-type: none"> Members within the network Donors, development organizations Farmer producer organizations Private companies Government agencies Development community in general 		
<th data-bbox="479 779 1225 815">Key resources</th> <td colspan="3" data-bbox="1666 665 2068 1062"> <th data-bbox="1666 665 2068 701">Channels</th> <ul style="list-style-type: none"> Database of human resources Local representation (direct contact with clients) Trainings and workshops Information events / seminars / publications Dedicated intranet for members (access to information / funding calls / consultants, etc.) Website </td>		Key resources	<th data-bbox="1666 665 2068 701">Channels</th> <ul style="list-style-type: none"> Database of human resources Local representation (direct contact with clients) Trainings and workshops Information events / seminars / publications Dedicated intranet for members (access to information / funding calls / consultants, etc.) Website 			Channels
<th data-bbox="61 1062 1284 1098">Cost structure</th> <td colspan="3" data-bbox="1284 1062 2491 1370"> <th data-bbox="1284 1062 2491 1098">Revenue streams</th> <ul style="list-style-type: none"> Membership fee from members Lead fee/success fee from services provided by the members Management fee from mandates/grant projects acquired from international donors Revenue from international events (sponsorship and participation fee) </td>		Cost structure	<th data-bbox="1284 1062 2491 1098">Revenue streams</th> <ul style="list-style-type: none"> Membership fee from members Lead fee/success fee from services provided by the members Management fee from mandates/grant projects acquired from international donors Revenue from international events (sponsorship and participation fee) 			Revenue streams
<ul style="list-style-type: none"> Salary Cost Operations Cost Marketing and communication Steering committee and network meeting Tools, module development Research, publication cost Training, capacity building for members Insurance, taxes 						