

Types of B2B models are:

◆*E-distributor*

◆*E-procurement*

◆*Exchange*

◆*Industry Consortia*

◆*Private Industrial Networks*

○*Single firm networks*

○*Industry wide networks*

E-DISTRIBUTOR

These are companies that supply products and services directly to individual businesses and make their money through this activity. These firms are owned by one company seeking to serve many customers.

E-PROCUREMENT

These firms create and sell access to digital electronic markets. They make their money through transaction fees, fees based on the number of workstations using the service or annual licensing fees and are usually referred to as application service providers (ASPs).

EXCHANGES

This is a digital electronic market place where suppliers and commercial purchasers can conduct transactions. They make their money by charging a commission fee based on the size of the transaction conducted among trading parties.

INDUSTRY CONSORTIA

They are industry owned vertical market places that serves specific industries such as automobiles, aerospace, chemical, floral or logging industries.

PRIVATE INDUSTRIAL NETWORKS

They are digital networks designed to coordinate the flow of communication among firms engaged in business together. There are two types of private industrial networks:

- ◆ *Single firm networks*

- ◆ *Industry wide networks*

Single Firm Networks They are the most common and are owned wholly by a single large purchasing firm. Participation is by invitation only to a long term supplier of direct inputs. These evolve from a firm's own enterprise resource planning (ERP)

Industry Wide Networks These are networks owned by a consortium of large firms in an industry and their goals are:

- ◆ Provide a neutral set of standards for commercial communication

- ◆ Shared and open technology platforms for solving industry problems.

- ◆ Collaborative activities

