



# Business models analysis of Construction Consolidation Centres

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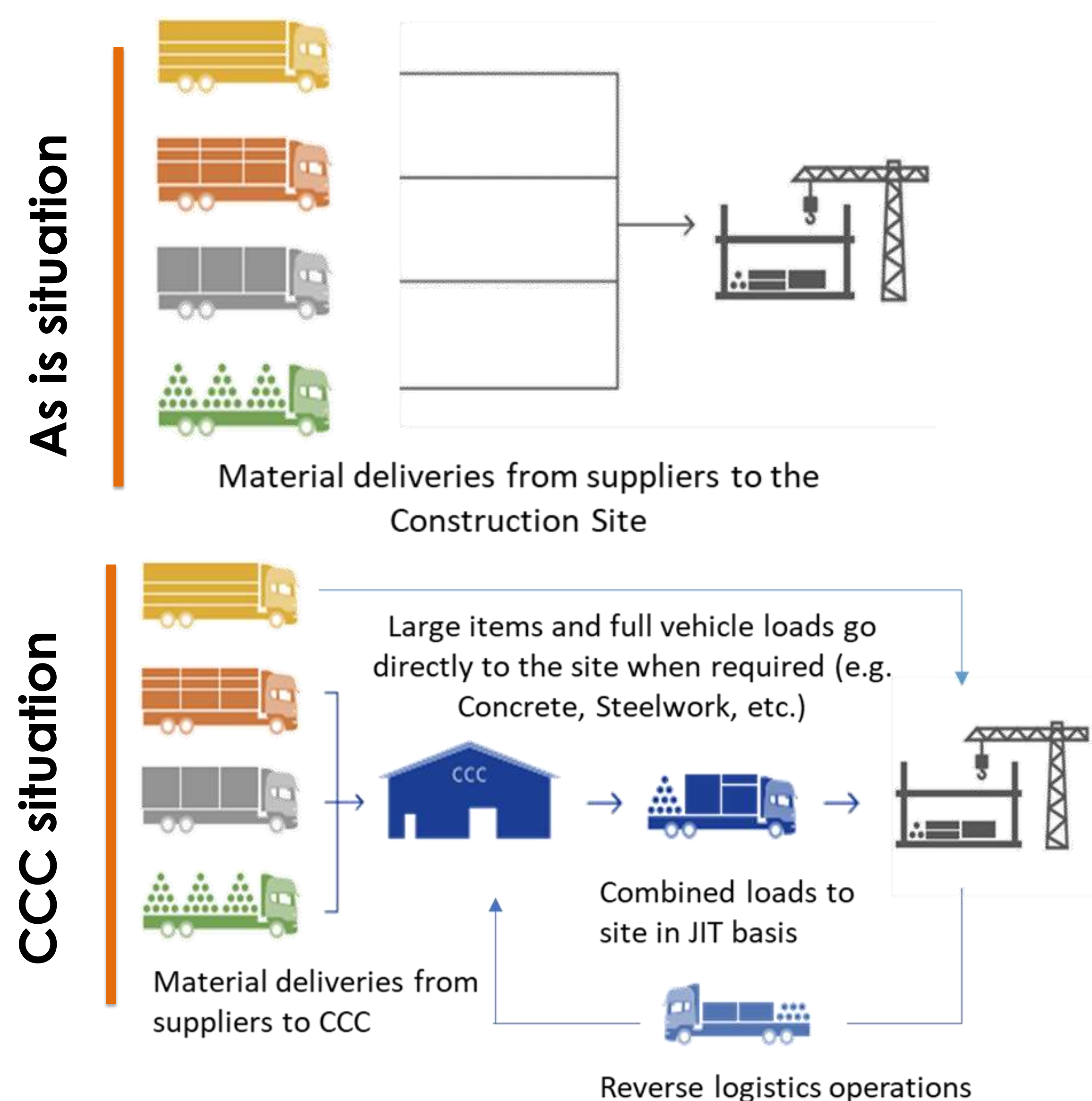
## SUMMARY

This poster includes some of the results obtained in the deliverable "Business models for construction logistics optimisation and CCC introduction", aiming to improve the current understanding of the functioning of the Construction Consolidation Centres (CCCs). For this purpose, the CANVAS Business Model has been used to assess the business models of several alternatives of CCCs. A CANVAS is a structured methodology that considers nine basic building blocks that cover the main areas of any business. The results obtained from the analysis pointed out that, even though several cities face the similar problems regarding the urban logistics, the level of intensity of these problems vary in each of them.

This poster shows the results obtained where several business models for the implementation of CCCs in urban areas have been assessed in four cities (Valencia, Luxemburg, Paris and Verona) from three different perspectives: financial, commercial and organisational

## THE CONCEPT OF CONSTRUCTION CONSOLIDATION CENTRES

Construction Consolidation Centres (CCC) are distribution facilities for the construction industry through which the material deliveries are sent to construction sites.

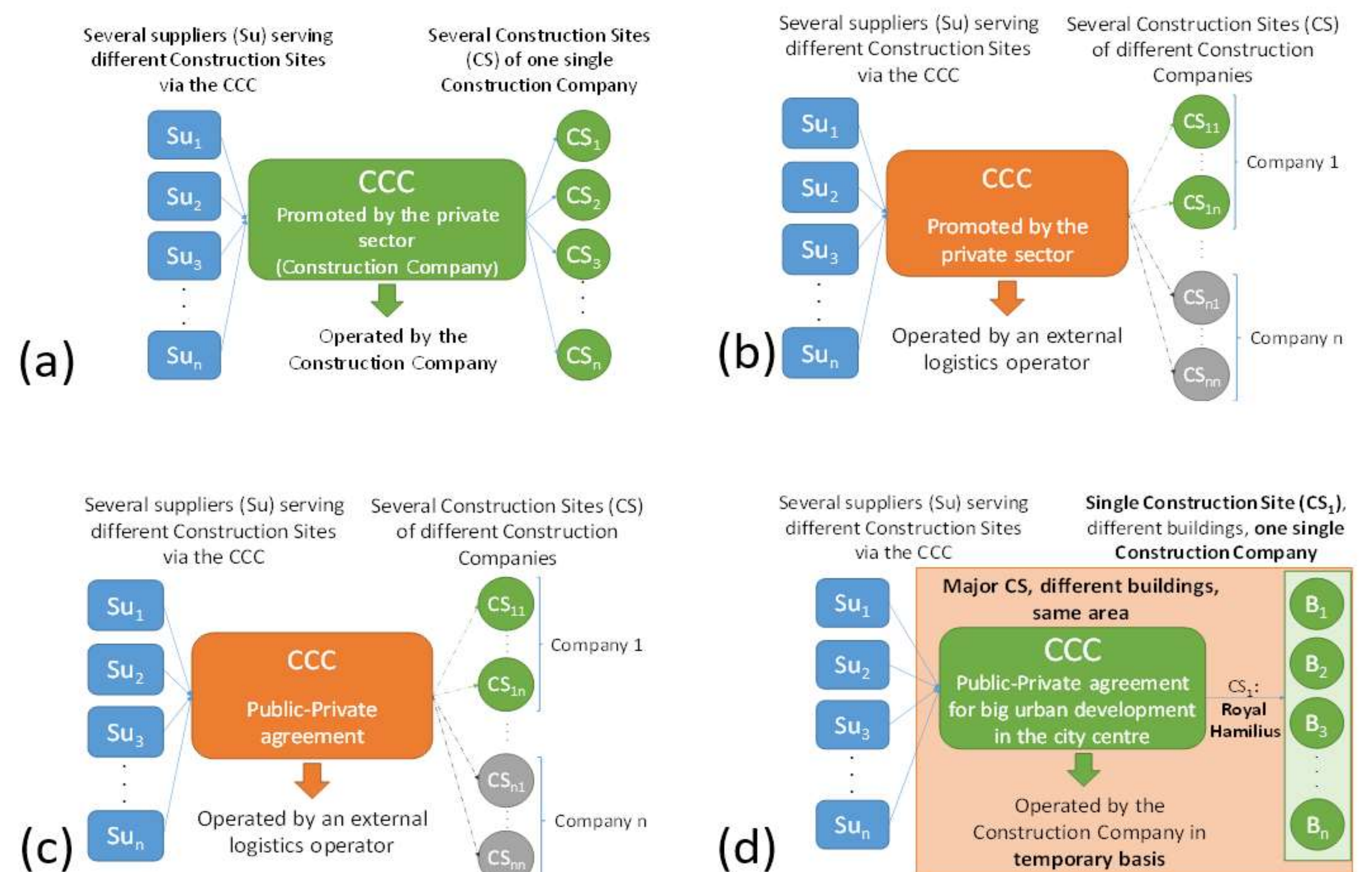


### Benefits of the use of CCCs:

- Material handled with appropriate equipment
- Storage in dry and secure locations
- Possibility to work on Just-In-Time basis
- Transport de-coupling and its potential benefits
- Higher consolidation and load factor
- Integration of the reverse logistics

## SCENARIOS FOR THE IMPLEMENTATION OF CCC's

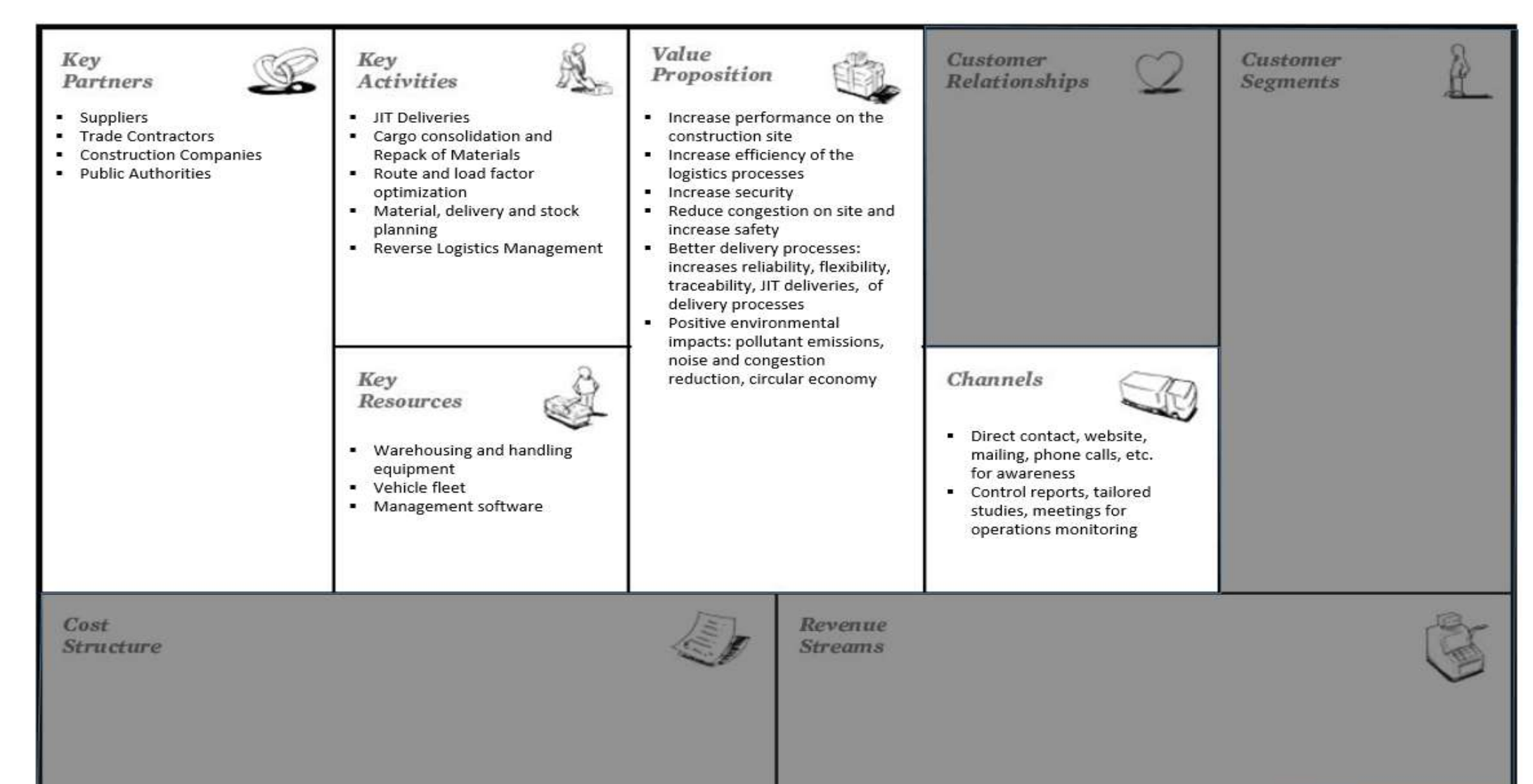
The city pilots of the SUCCESS project selected the following scenarios for the implementation of CCC's:



## RESULTS - BUSINESS MODEL CANVAS

The scenarios analysed include the use of a CCC managed by the construction company (as a cost centre) and where the CCC managed by an external company (as a profit centre).

### Common features:



### Differences:

	Business Model 1 (CCC operated by a construction company)	Business Model 2 (CCC operated by an external company)
<b>Customer Segment</b>	Construction Companies	Construction Companies Trade contractors Suppliers Transport Companies Public Authorities
<b>Customer Relationship</b>	The Construction Company is the owner and customer of the CCC. Relation between different departments of the same company.	The CCC operator is the service provider meanwhile the construction companies or trade contractors are the clients.
<b>Cost Structure</b>	Facility Labor Force Equipment Vehicle Fleet Others...	Cost of the contracted services : Storage Repack of materials Reverse logistics Others...

