



Report

WP 4.5.

Sustainable business model for Leather centres - SVU

Author: CIAPE, SVU

March 2021



SVU, CIAPE	Deliverable: WP4.5.
INNOLEA	Version: final
Sustainable business model for Leather centres – SVU	Issue Date: 09/03/2021

Revision History

Version	Date	Author	Description	Action	Pages
1.0	24/02/21	SVU	Creation of the document	C	14
1.1.	09/03/2021	CIAPE	Update of the document	U	16

(*) Action: C = Creation, I = Insert, U = Update, R = Replace, D = Delete

Disclaimer

This project has been funded by the Erasmus+ Programme of the European Union.

The information and views set out in this publication are those of the author(s) and do not necessarily reflect the official opinion of the European Union. Neither the European Union institutions and bodies nor any person acting on their behalf may be held responsible for the use which may be made of the information contained therein.

Reproduction is authorized provided the source is acknowledged.

All rights reserved

Copyright ©INNOLEA Consortium, 2017-2021



SVU, CIAPE	Deliverable: WP4.5.
INNOLEA	Version: final
Sustainable business model for Leather centres – SVU	Issue Date: 09/03/2021

Table of Contents

1 Introduction 4

 1.1 Description of the deliverable 4

 1.2 Proposed structure of the document 4

2 Sustainable business model of the leather center at SVU 5



SVU, CIAPE	Deliverable: WP4.5.
INNOLEA	Version: final
Sustainable business model for Leather centres – SVU	Issue Date: 09/03/2021

1 Introduction

1.1 Description of the deliverable

Built on Canvas business model, CIAPE, the German Arabic Chamber from Egypt, Al-Balqa Applied University, Arab Academy for Science Technology and Maritime Transport will create a sustainable business model for leather centres. The graphic representation will be accompanied by a descriptive text and will be available in an electronic format. It will be disseminated to relevant stakeholders. The business model elaborated will be further presented through its inclusion/mentioning in the guidelines.

1.2 Proposed structure of the document

The document represents the Canvas Business Model for the leather center developed at SVU university. It was build based on the guidelines provided by CIAPE, prepared in spring/summer 2020, updated based on the feedbacks collected during the piloting of the leather center and finalised after the roundtable with inputs from relevant stakeholders.



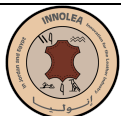
2 Sustainable business model of the leather center at SVU

KEY PARTNERS	KEY ACTIVITIES	VALUE PROPOSITION	COSTUMERS RELATIONSHIPS	COSTUMERS SEGMENTS
<p>Egyptian government</p> <p>Egyptian universities and research centres</p> <p>Partner universities from outside Egypt</p>	<p>Updating the specifications issued by the Standards and Quality Authority</p> <p>Testing services</p> <p>Determination of PH Leather - Tests for color fastness – Color fastness to perspiration</p> <p>The Center offers the following tests:</p> <p>Leather -- Physical and mechanical tests</p> <p>Determination of thickness</p> <p>Determination of tensile strength and percentage</p> <p>Determination of water vapour permeability</p> <p>Determination of the static absorption of water</p> <p>Colour fastness to Artificial Light, Xenon Arofading Lamp Test</p> <p>Leather - Methods of Sampling and chemical testing of leather</p> <p>Leather - Tests for colour fastness - Colour fastness to water</p> <p>Leather Flexing Resistance Test</p>	<p>Contact with the EU industry</p> <p>Participation in workshops and conferences in the field of leather at world-wide level to promote the center</p> <p>Services offered are not available in the area</p> <p>Workshops and reception of stakeholders at the center for meeting with European partners</p>	<p>Researchers and small business owners in the field of leather</p> <p>Students of the Faculties of Agriculture, Veterinary, Science, Administration and Business</p> <p>Banks and business incubators</p> <p>Leather products dealers</p>	<p>Students</p> <p>Researchers</p> <p>Government institutions</p> <p>Founders and business incubators</p>



SVU, CIAPE	Deliverable: WP4.5.
INNOLEA	Version: final
Sustainable business model for Leather centres – SVU	Issue Date: 09/03/2021

	<p>Measure the thickness of leather</p> <p>Water Vapour Absorption Test</p> <p>Water vapour permeability Test</p> <p>Tanning services</p> <p>Training services</p> <p>Organization of events/ seminars and workshops</p> <p>Consultancy services</p>			
	<p>KEY RESOURCES</p> <p>Scandalization and quality sheets</p> <p>Test devices according to Scandalization and quality</p> <p>A network of international relations and a European house of expertise</p> <p>Trained staff</p>		<p>CHANNELS</p> <p>Clients can be reached through the university website and the INNOLEA website</p> <p>Brochures and worksheets</p> <p>Presentation at conferences</p> <p>Workshops and exhibitions</p>	



SVU, CIAPE	Deliverable: WP4.5.
INNOLEA	Version: final
Sustainable business model for Leather centres – SVU	Issue Date: 09/03/2021

COSTS			REVENUES	
Overhead costs			EU funds	
Costs to set up and run the center			University funds	
Staff				



"The European Commission's support for the production of this presentation does not constitute an endorsement of the contents, which reflect the views only of the authors, and the Commission cannot be held responsible for any use which may be made of the information contained therein."