



# How business can THRIVE

Measuring What Matters Most

© Morris D Fedeli, Jan 15<sup>th</sup> 2020, How business can THRIVE: Measuring what matters most.

# THRIVE Agenda

1. History, why, how, and what
2. Use cases for THRIVE
3. Theoretical underpinnings
4. Test drive THRIVE
5. Involvement with THRIVE project
6. Question & Answer session



# Donella Meadows

*"Fostering a transition to sustainability will not be simple, because unsustainable behavior does not arise simply out of ignorance or irrationality or greed. Often it results from the collective consequences of rational well-intentioned decisions. People and organizations are caught up in systems, and complex social structures ranging from families and communities to corporations, governments and large-scale economies, that make it difficult or even impossible to act in ways that are fully responsible to all who are impacted in the present and the future. Most of us do not have the information, the resources or incentives for the freedom we need to live sustainably."*

# Why our Team?



*We want to know what makes an enterprise successful*



*Passionate to help enterprises achieve sustainability*



*Research and investigate the link between business models and performance*



*Many fragmented approaches including several manual self-referential systems*

# Why THRIVE platform?



Open source THRIVE platform - **The Holistic Regenerative Innovative Value Enterprise**: re-integrates rather than re-invents



Plethora of approaches developed to date, each featuring their own taxonomy, metrics, and methodology: THRIVE is agnostic



Systems thinking perspective, adopting a strong sustainability stance: largely know what is necessary and sufficient as informed by the transdisciplinary field of industrial ecology



Critical realist and quantitative view: norms, goals and (backcast) targets, metrics



We are in the web – like chess – we know the goal but not every move, only the rules of the game and the end game



We seek the holy-grail, what is the next big thing, what strategy or business model is going to lead us to be of value

# How to THRIVE



*Reasoned from first-principles;  
systems approach, strong  
sustainability stance*



*Perform sustainably scale-  
linked across every level*



*Multi-capital, context- and  
science-based, using  
commensurable formula engine*



*Set targets, formulate  
milestones, and backcast*



# What is THRIVE



*Measure and guide enterprises towards sustainability: systemic orchestration*



*Reporting tool come predictive tool and indeed prescriptive*



*Supports first-order and second-order (meta-scale) metrics; on a commensurable scale*



*The best tool for measuring human impacts on the planet may be a dashboard of environmental indicators, not a footprint*

# Use cases



*Encourages enterprises to do good to do well in their pursuit for a competitive advantage*



*Provides business analysts with tools to guide enterprise strategies*



*Assists researchers to analyze trends and effectiveness of business models for sustainability*



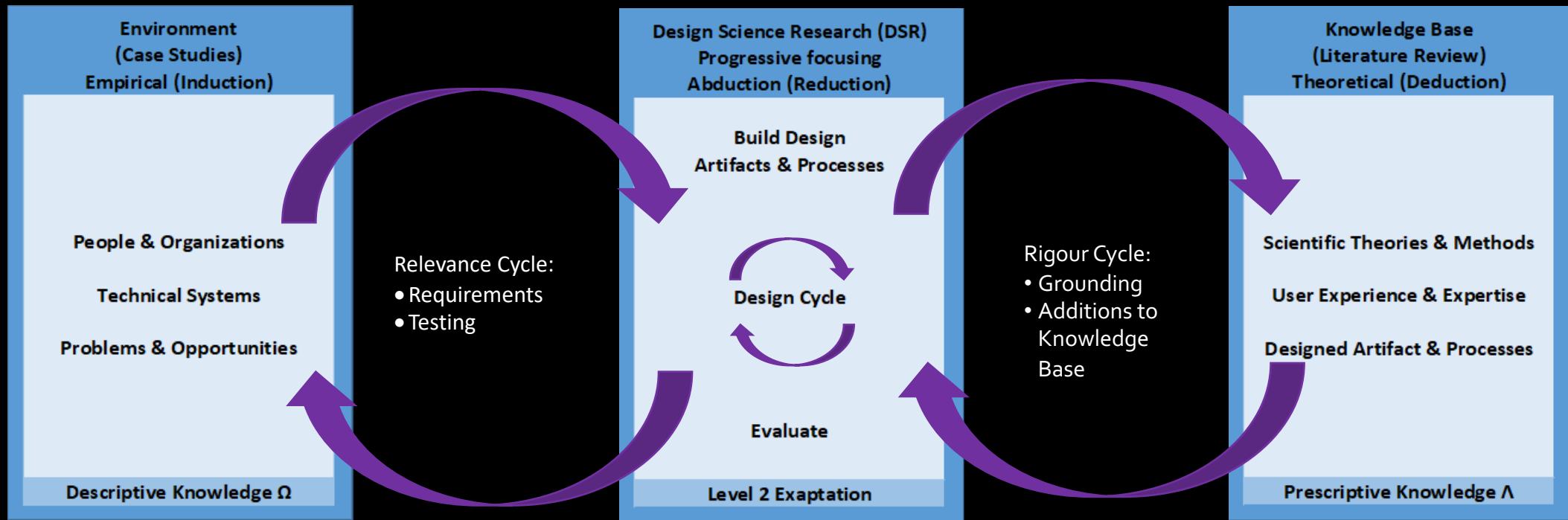
*Allows governments to forecast the effects of regulatory or legislative actions*



*Empowers individuals, consumers like you and me, to actively stimulate competition among enterprises by voting with our wallets*

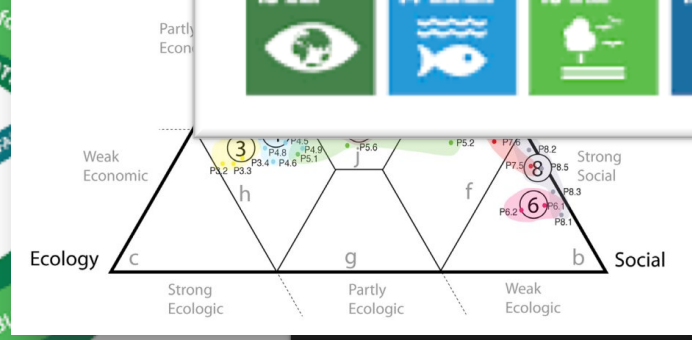
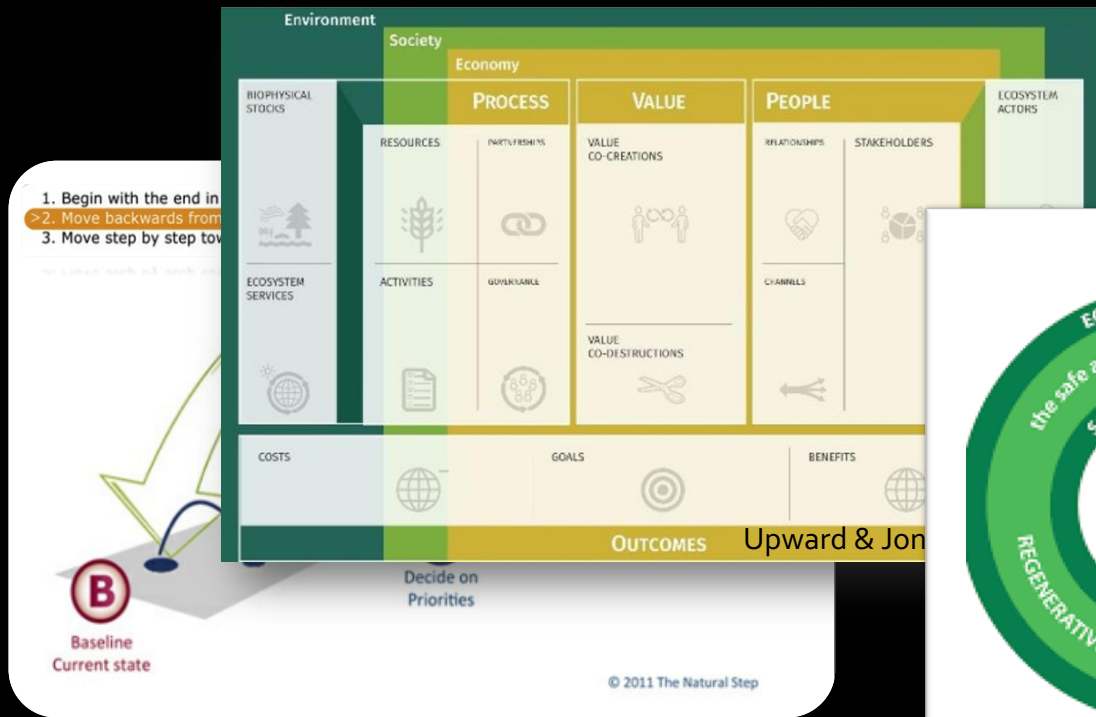


# Systemic Design Science Research approach



Research cycles adapted from Hevner (2007)

# 281 frameworks, methodologies, approaches and cumulative studies reviewed



Kate Raworth, Donut Economics (2012)

# Framework for Strategic Sustainable Development



*Based on design science approach, engineering the future we aspire towards*



*Guided by the social and natural sciences; as identified by 50+ prominent experts worldwide*



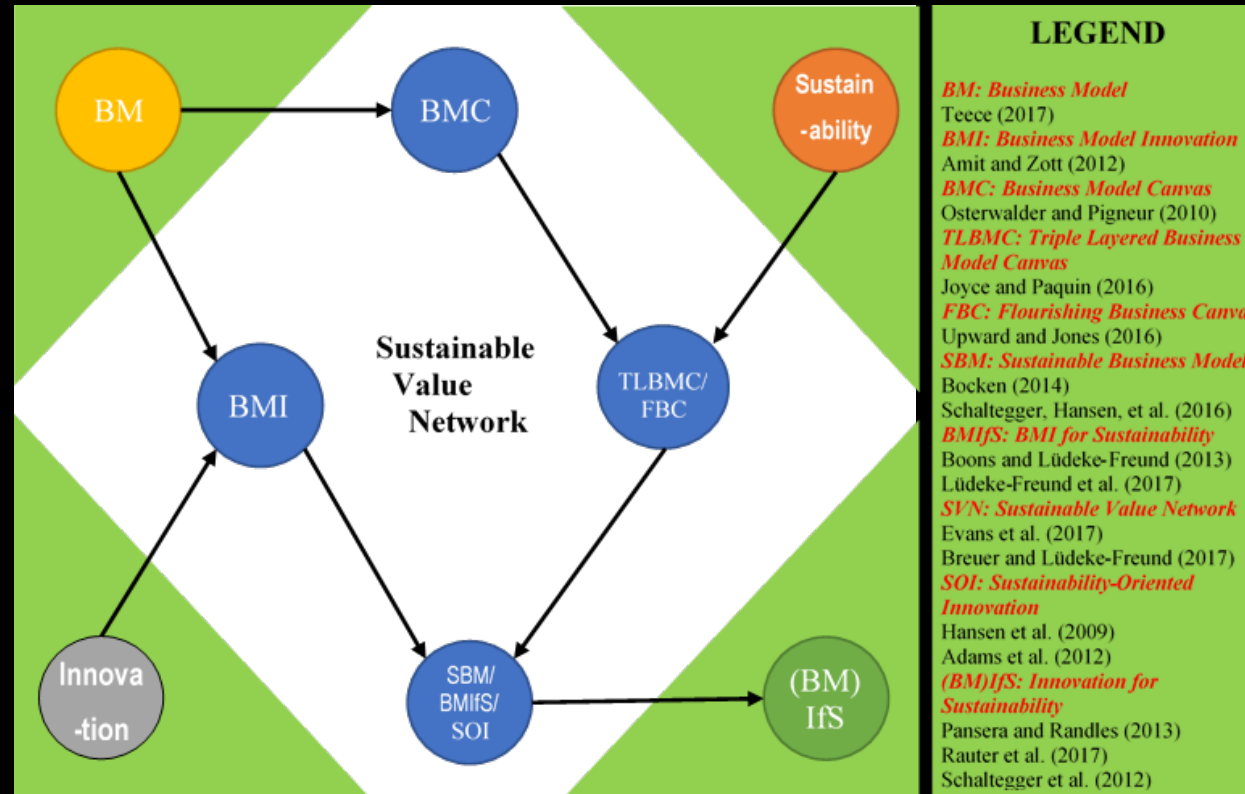
*System conditions; design constraints; KPIs*



*Backcast from Sustainability Principles*

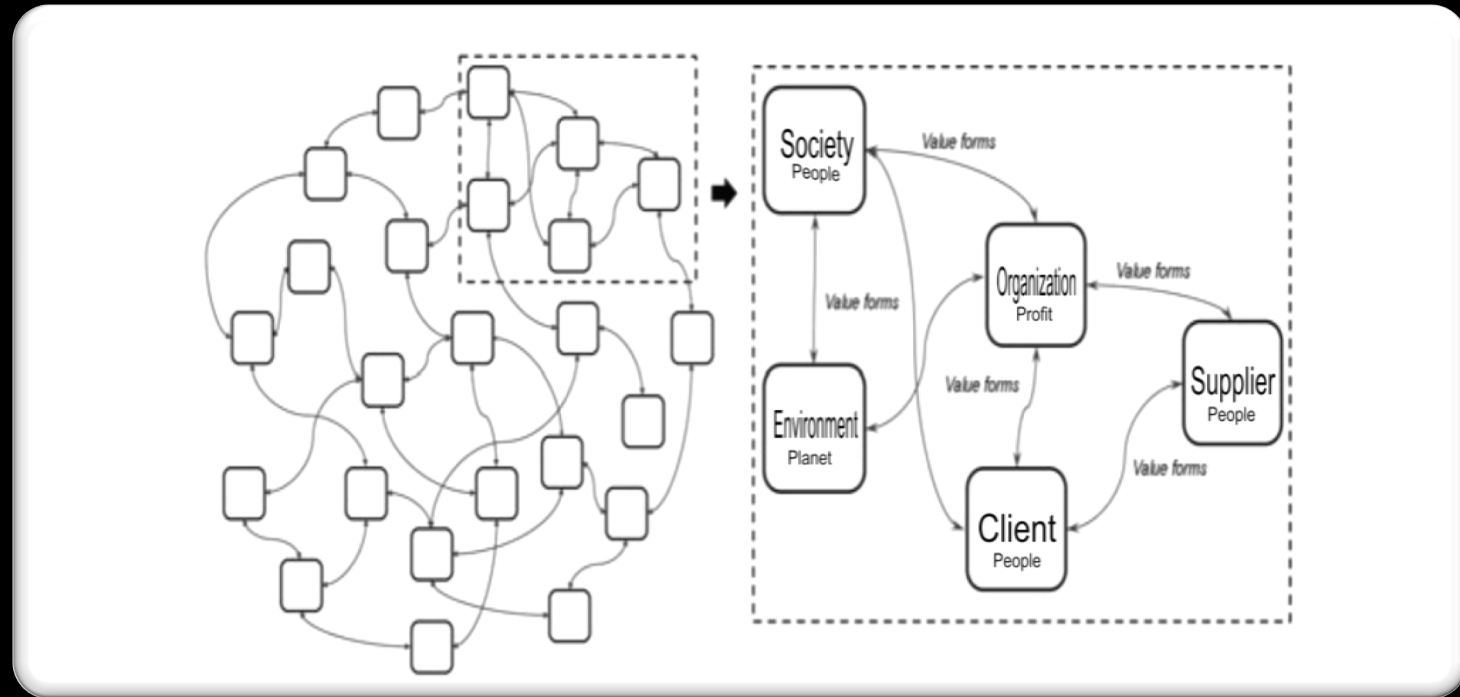
# Evolution of the BM concept

Business Model  
Theoretical  
frameworks  
Appendix C,  
Towards a Unified  
Theory for a  
Sustainable Business  
Innovation Strategy,  
Fedeli (2017)



# Sustainable Value Network

**Source:** Business Model Innovation for Sustainability: Towards a Unified Perspective for Creation of Sustainable Business Models, Evans et al. (2017).

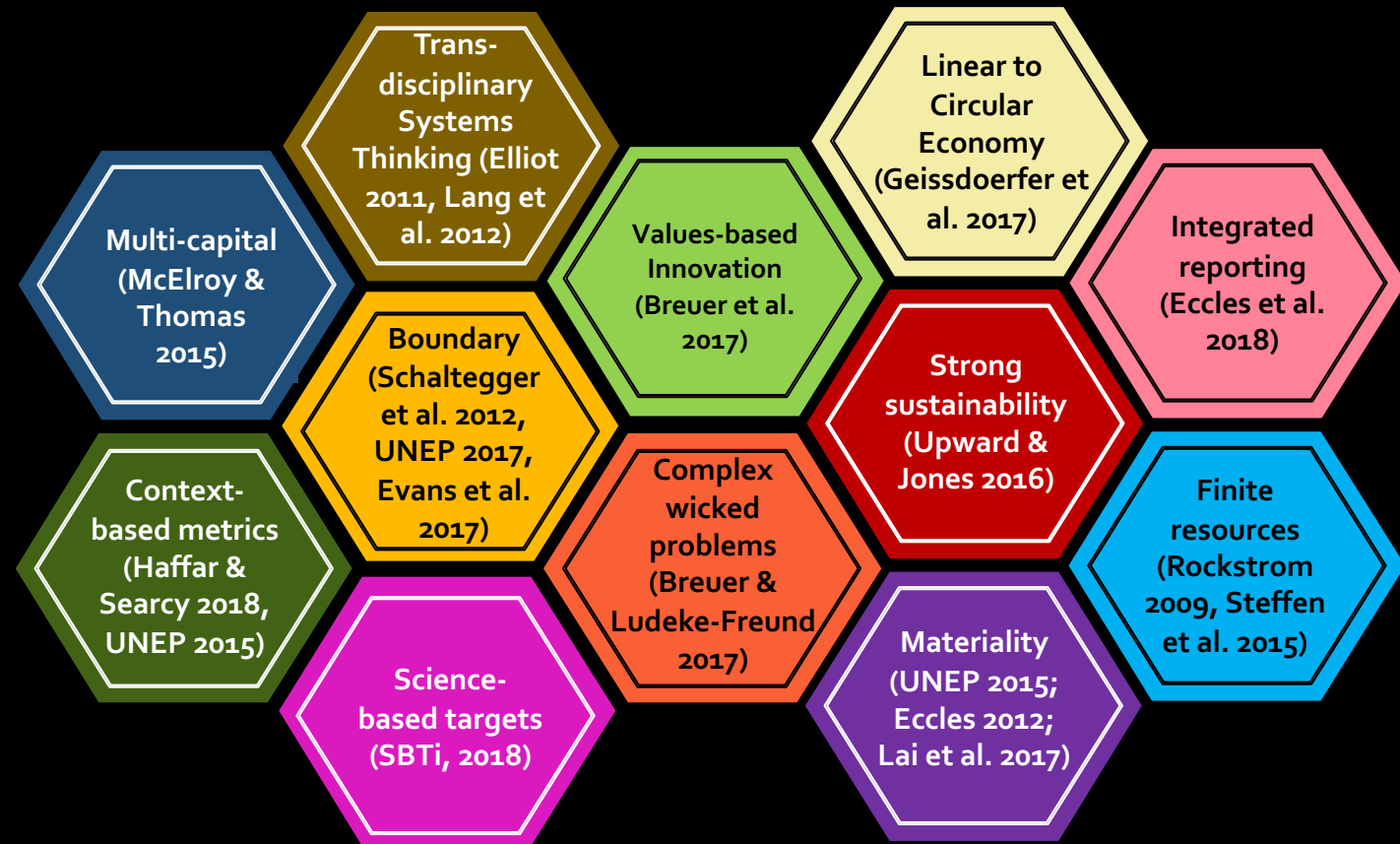




# Foundational Focus Factors

**Source:** Assessing Corporate Sustainability Performance of Business Models. How business model innovation drives a successful sustainable business strategy? Fedeli (2018).

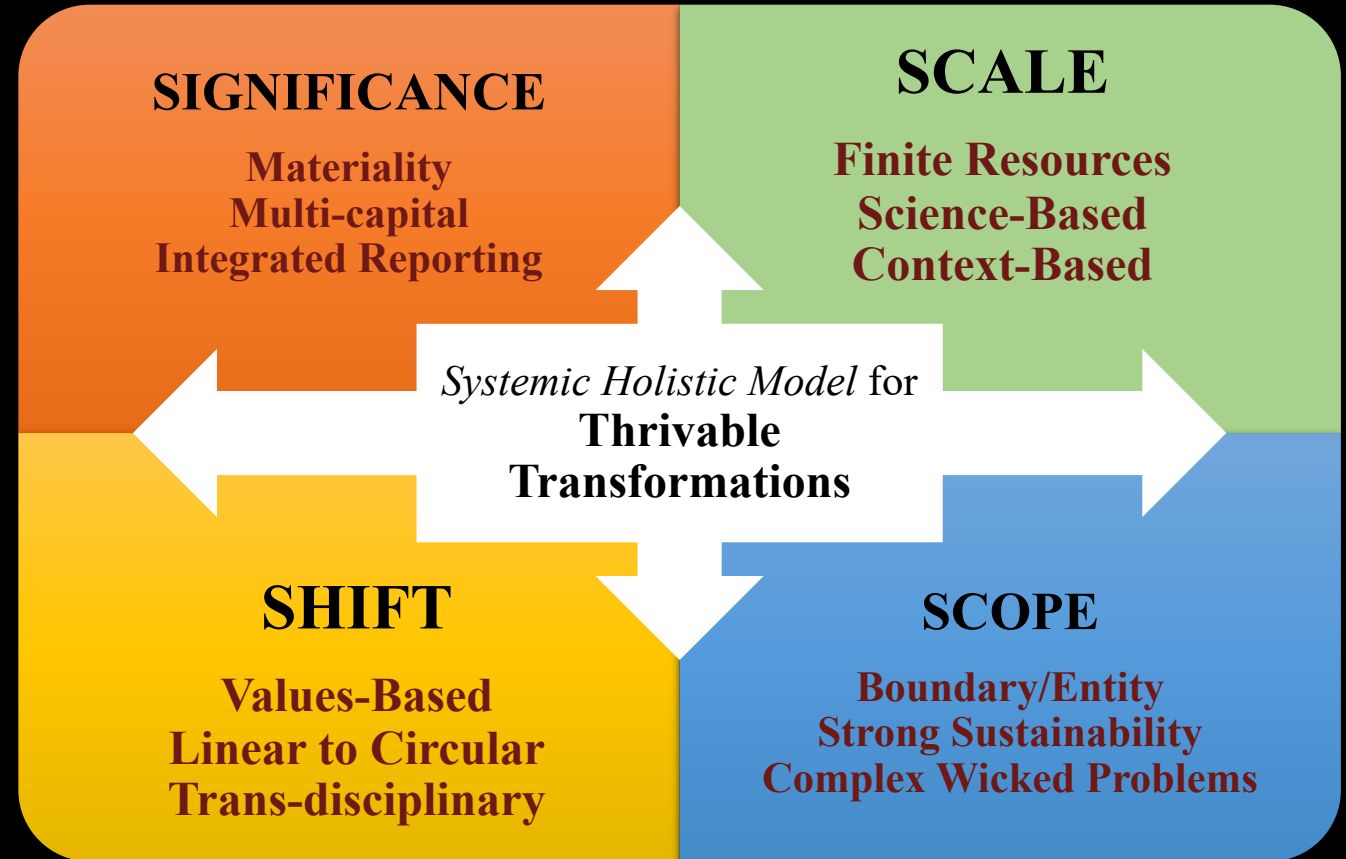
Presented at the 3<sup>rd</sup> New Business Model Conference in Sofia, Bulgaria in (2018).





# Systemic Holistic Model

**Source:** Foundational Focus Factors For Strong Sustainability Using Information Systems: The Trajectory Towards Thrivable Transformations, Fedeli & Shrestha (2020).



# THRIVE Platform

## THRIVE Platform



### Sustainability Performance Scorecard

THRIVE Sustainability Performance Scorecard is a tool which allows enterprises to identify their performance relative to their peers. It allows consumers to evaluate which enterprises perform best. Through the SPS Dashboard, engine weights and controls may be manipulated and resulting effects visualized in [ciambella](#) charts. For more information visit <http://strive2thrive.earth>



#### Contextualized

Supports global thresholds, ceilings and floors, and allocations.



#### Reports

Report dissections include by material topic, enterprise, region, industry or year-on-year.



#### Integrated

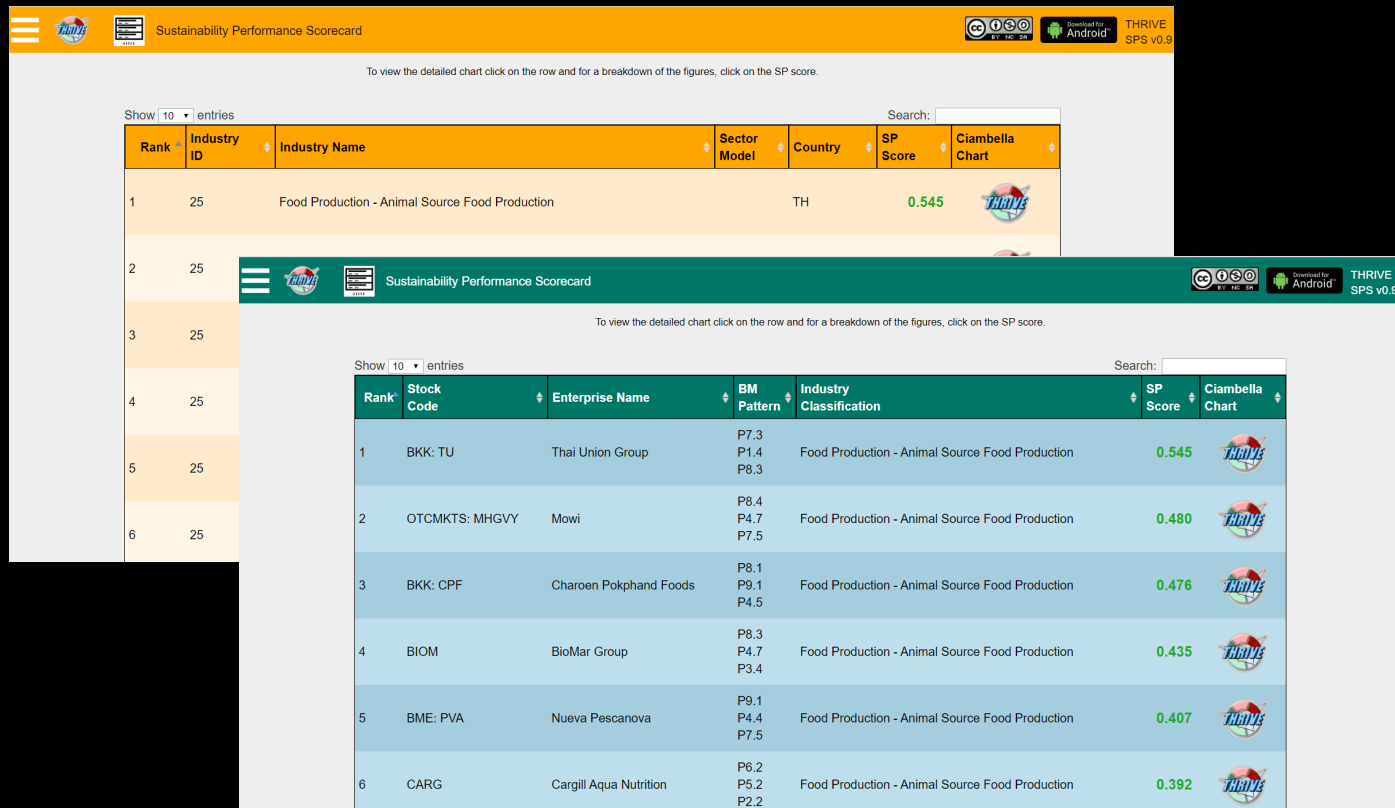
Integrates with public corporate sustainability reports, CDP reports and GFN databases.




#### Visualizations

Instant visuals dissected by chosen category displayed in [Ciambella](#) Charts.






# Sustainability Performance Scorecard (SPS)



The screenshot displays the SPS interface. The top section shows a summary table with columns: Rank, Industry ID, Industry Name, Sector Model, Country, SP Score, and Ciambella Chart. The bottom section provides a detailed view of the top performer, including columns for Rank, Stock Code, Enterprise Name, BM Pattern, Industry Classification, SP Score, and Ciambella Chart.

Rank	Industry ID	Industry Name	Sector Model	Country	SP Score	Ciambella Chart
1	25	Food Production - Animal Source Food Production		TH	0.545	
2	25					
3	25					
4	25					
5	25					
6	25					

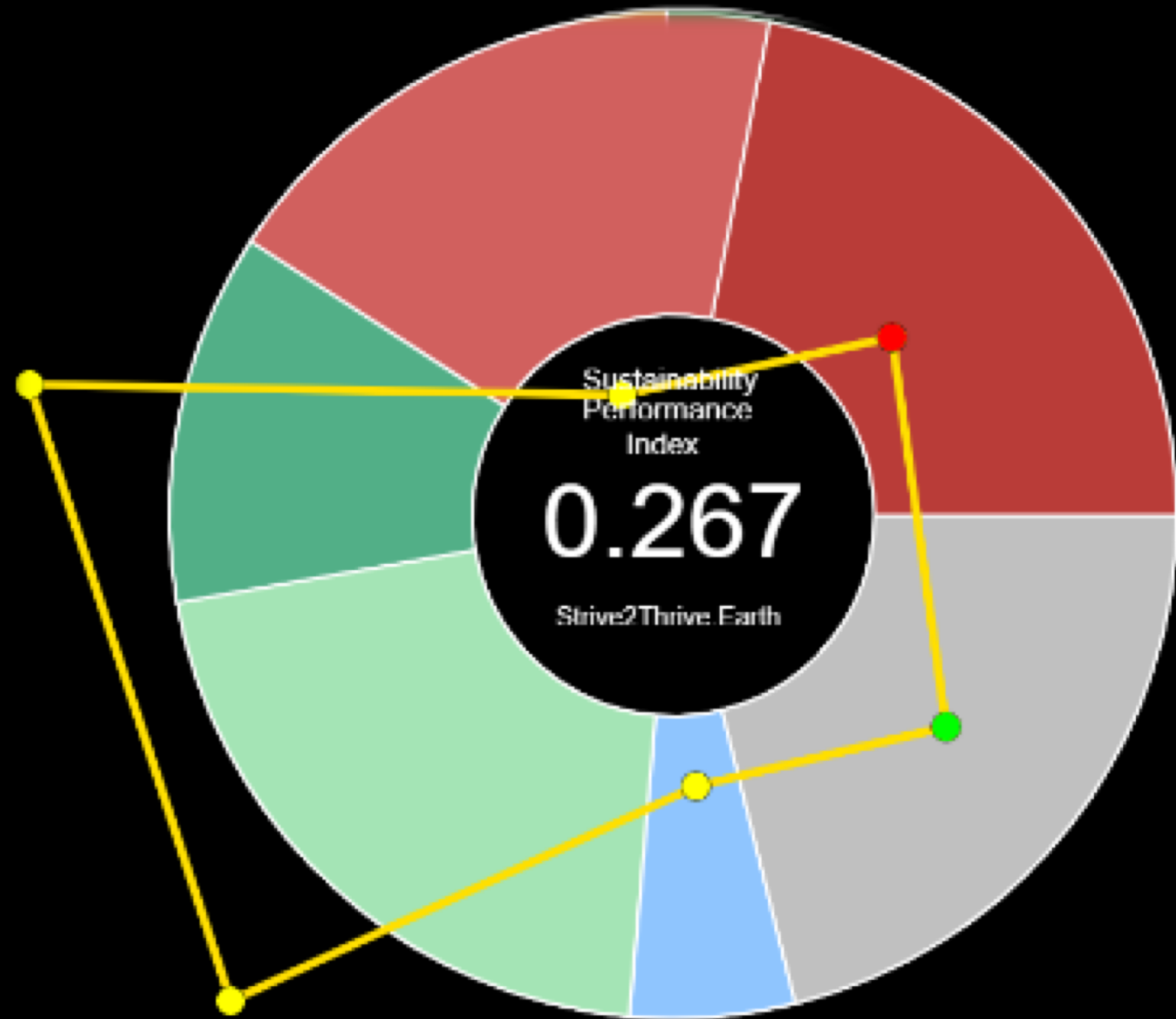
Rank	Stock Code	Enterprise Name	BM Pattern	Industry Classification	SP Score	Ciambella Chart
1	BKK: TU	Thai Union Group	P7.3 P1.4 P8.3	Food Production - Animal Source Food Production	0.545	
2	OTCMKTS: MHGVY	Mowi	P8.4 P4.7 P7.5	Food Production - Animal Source Food Production	0.480	
3	BKK: CPF	Charoen Pokphand Foods	P8.1 P9.1 P4.5	Food Production - Animal Source Food Production	0.476	
4	BIOM	BioMar Group	P8.3 P4.7 P3.4	Food Production - Animal Source Food Production	0.435	
5	BME: PVA	Nueva Pescanova	P9.1 P4.4 P7.5	Food Production - Animal Source Food Production	0.407	
6	CARG	Cargill Aqua Nutrition	P6.2 P5.2 P2.2	Food Production - Animal Source Food Production	0.392	

- Ranked performance scorecard
- Showing performance over time
- Choice of formula engine
- Choice of classification
- Supports multiple entity levels
- Shows contextualized values
- Shows associated entity model

# Ciambella Charts

*Instant visual representation:*

- *Thresholds (inner & outer)*
- *Impact*
- *Allocation*
- *Performance*
- *Drill down for details*
- *Ciambella Chart Infographic*



# FORMULA ENGINE



*User-selectable, measuring strong sustainability, a.k.a. well-being enforcing non-complementarity*



*Implements scale-linking at each stratified level, with individually defined formula at each level*

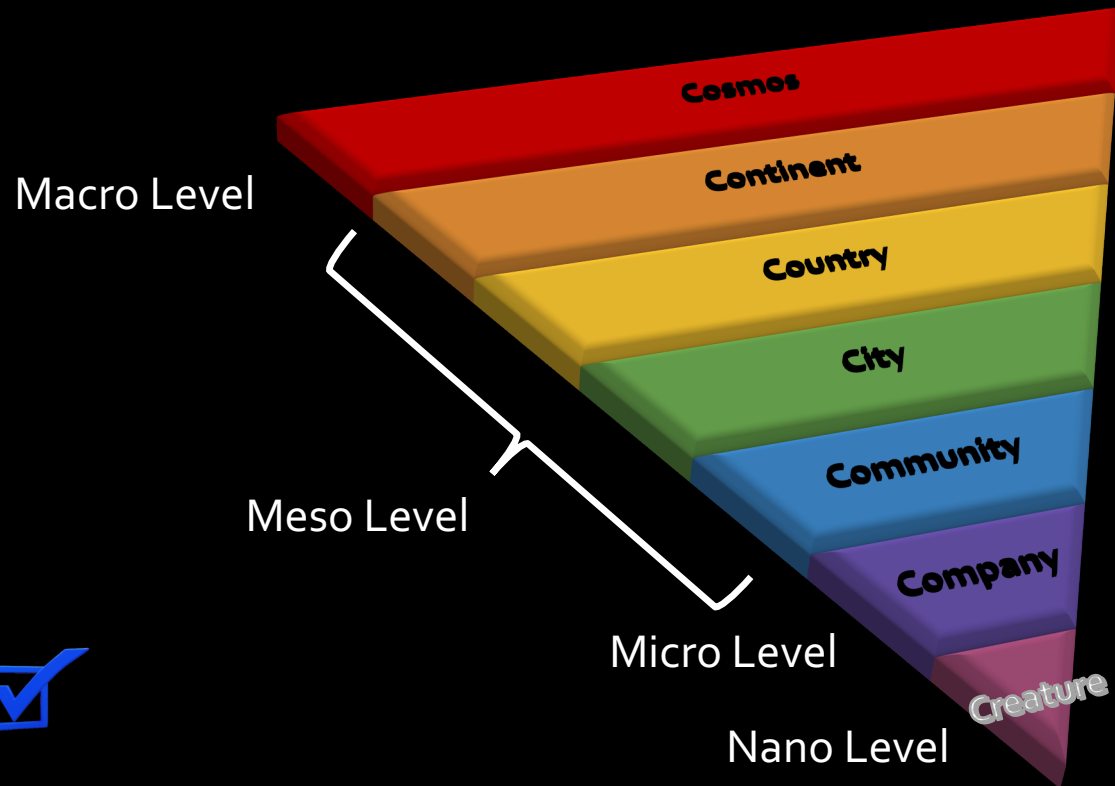


*Plug n' play non-compensatory composite index incorporating uncertainty/sensitivity analysis*

```
WITH calculated_weight AS (SELECT DISTINCT class_id, (CASE WHEN theme_id IS NULL THEN weight /
count ELSE 1 / SUM(weight) OVER (PARTITION BY class_id) END) AS normalized_sum FROM (SELECT
class_id,theme_id,COUNT(weight), weight FROM ( SELECT weight.class_id, weight.topic_id, theme_id,
weight FROM weight JOIN ( SELECT DISTINCT class_id, topic_id, theme_id FROM impact) AS
class_t_theme ON weight.class_id = class_t_theme.class_id AND weight.topic_id =
class_t_theme.topic_id ORDER BY weight.topic_id) AS weight_with_topic GROUP BY weight, class_id,
theme_id) AS temp), weight AS ( SELECT weight.class_id, weight.topic_id, (weight * normalized_sum) AS
...
sub_theme_id IS NULL THEN allocation / (MAX(allocation) OVER (partition BY
min_max_impact.enterprise_id, min_max_impact.date_time_id, min_max_impact.class_id)) ELSE
allocation * sum_allocation END) AS allocation FROM allocation_result JOIN min_max_impact ON
allocation_result.enterprise_id = min_max_impact.enterprise_id AND allocation_result.date_time_id =
min_max_impact.date_time_id), spi_values AS ( SELECT date_time_id, count_id_result.theme_id,
(impact * allocation / ( CASE WHEN count_id_result.theme_id IS NULL THEN 1 ELSE Count(impact)
OVER( partition BY count_id_result.theme_id, enterprise_id, date_time_id) END)) AS spi, enterprise_id,
normalized_alloc_result.topic_id FROM ( SELECT topic_id , class_id, theme_id FROM material_topic) AS
count_id_result JOIN normalized_alloc_result ON normalized_alloc_result.topic_id =
count_id_result.topic_id AND normalized_alloc_result.class_id = count_id_result.class_id)
```



# Scale-linking and context- based



- *Navigating across the 7Cs*
- *Each level usurps the one below it*
- *Stratification or granularity*
- *Necessary for context-based metrics*
- *Seven scales from Nano to Macro*
- *Sustainability quotient*





# EXAMPLE USING WBA<sup>1</sup> SEAFOOD STEWARDSHIP INDEX

1	Thai Union Group		2.70 / 5	>
2	Mowi		2.42 / 5	>
3	Charoen Pokphand Foods		2.32 / 5	>
4	BioMar Group		2.22 / 5	>
5	Nueva Pescanova		2.04 / 5	>
6	Cargill Aqua Nutrition		1.87 / 5	>
7	Nutreco (Skretting)		1.86 / 5	>
8	Mitsubishi Corporation		1.79 / 5	>
9	Parlevliet & Van der Plas		1.72 / 5	>
10	Austevoll Seafood ASA		1.70 / 5	>

**Score summary**

Thai Union Group ranks 1<sup>st</sup> in the benchmark, reflecting its leading performance across all measurement areas. The group tops the benchmark in three areas: governance and management of stewardship practices, due to its sustainability strategy's detailed targets and robust reporting; ecosystems, with a wide array of individual and multi-stakeholder activities to improve fishing practices; and local communities, as it promotes various opportunities for local livelihood development. The group also has a strong performance in stewardship of the supply chain, specifically around traceability, sourcing and its environmental footprint. While Thai Union Group also demonstrates strong commitments towards human and labor rights, there is a room for improvement for addressing potential adverse human rights impacts.

MEASUREMENT AREA	SCORE (0-5)	RANK (0-30)
Governance and management of stewardship practices	0.46 / 0.50	#1 >
Stewardship of the supply chain	0.66 / 1.00	#3 >
Ecosystems	0.89 / 1.75	#1 >
Human rights and working conditions	0.48 / 1.25	#2 >
Local communities	0.21 / 0.50	#1 >

INDICATOR CATEGORIES	SCORE (0-5)
Commitment	3.11 / 5
Performance	2.52 / 5
Transparency	2.71 / 5

<https://seafood.worldbenchmarkingalliance.org/companies/thai-union-group/>

# THRIVE Platform Roadmap



## THRIVE v1.0

*Measure entity performance*  
*Categorize on entity model*  
*Scale-link using formula engine*  
*Historical data with static snapshots*



## THRIVE v2.0

*Global thresholds and allocations*  
*Predictive analytics for backcasting*  
*Interactive real-time dashboard*



## THRIVE v3.0

*Multi-user, scalable, distributed*  
*Holochain: smart social contracts (DLT)*  
*Gamification of service*  
*Individual level implementation*



**THRIVE framework**  
*Milestone description*

**THRIVE framework**  
*Milestone description*

**THRIVE framework**  
*Milestone description*

**THRIVE framework**  
*Milestone description*

**THRIVE v0.9**  
*Pre-review*

**THRIVE v0.8**  
*Pre-release*

**THRIVE v0.83**  
*THRIVE beta*

**THRIVE v0.7**  
*Proof-of-concept*

**THRIVE v1.0**  
*THRIVE gamma*

**THRIVE v1.8**  
*THRIVE Pre-release*

**THRIVE v1.1**  
*THRIVE Official Release*

**THRIVE v2.0**  
*Official Release*

2017

2018

Q1

Q2

Q3

Q4

2019

2020

Q4

Q3

Q2

Q1

Q1

Q2

Q3

Q4

2021

# THRIVE PLATFORM ROADMAP

2018-2020

3 Years Plan

## FINAL THOUGHTS

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*Contribute to the solution, to a resilient, restorative and regenerative smart economy. There is no sustainable business in an unsustainable world. How do we encourage enterprises to be a force for good?*

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*Foster competition, yet at the same time encouraging collaboration for the common good. As we know true collaboration among a wide range of partners is complex, requiring a willingness to declare goals before you have a plan, thus inviting co-creation.*

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*THRIVE is not just another measuring tool. It is a **holistic systems simulation model** and framework built on first principles employing science-based targets based on what the sciences tells us is necessary and sufficient to ensure a thrivable society and prosperous future for all.*



# Thank You

- The Team
- Follow me LinkedIn
- Contributions by reviewers: Register
- Forthcoming paper together with my colleague, currently under review by a major European conference group, for 2020, titled:  
*FOUNDATIONAL FOCUS FACTORS FOR STRONG SUSTAINABILITY USING INFORMATION SYSTEMS: THE TRAJECTORY TOWARDS THRIVABLE TRANSFORMATIONS*

