

IFAC MIM 2019

Invited session on: **Revenue sharing contracts in supply chains** (code: 95nu2)

Proposed by:

Tal Avinadav, Bar-Ilan University, Israel

Tatyana Chernonog, Bar-Ilan University, Israel

Short presentation:

Revenue sharing is the distribution of profits and losses between parties in a supply chain. This type of contract has been shown to coordinate the supply chain. The goal of adopting it is to enable separate parties to develop efficiencies in mutually beneficial ways. Participants in revenue-sharing contracts need to be clear about how revenue is collected, measured, and distributed. The revenue-sharing model has been expanded over the last two decades. Two formats of this model are primarily used in practice: (i) a generalization of the traditional wholesale-price contract with an added revenue-sharing mechanism; (ii) a consignment contract with revenue sharing. The latter format is commonly used by mega platform distributors such as Apple, iTunes, Google Play and Amazon when interacting with firms that sell their goods via these portals.

This invited session calls for original theoretical and empirical studies dealing with the revenue-sharing contract in a supply chain. Specifically, papers related to the following topics are appropriate for this session:

- Supply chain coordination
- Competition within the supply chain and among supply chains
- Asymmetric information
- The supply chain of virtual products
- Omni-channel distribution
- Risk aversion
- Behavioral OR

Keywords: Supply chain management; revenue sharing contract; operations research; optimization and control.

Contacts: tal.avinadav@biu.ac.il; tatyana.chernonog@biu.ac.il

For author guidelines, please refer to <https://blog.hwr-berlin.de/mim2019/submission/>.

All papers must be submitted via the IFAC Papercept platform at the following address:

<http://ifac.papercept.net/conferences/scripts/start.pl>.

All papers must be prepared in a two column format in accordance with the IFAC manuscript style. Please use the official IFAC instructions and template to prepare your contribution as full-length draft paper and submit it on line by December 15th, 2018. Submission details are available on the symposium website.

All submissions must be written in English.

All papers that conform to submission guidelines will be peer-reviewed by IPC members.

The corresponding author submits the paper online (pdf format) as an invited session paper.

Submission as an invited paper requires the invited session code.

Important Dates:

Paper Submission: 15 December 2018

Notification of Acceptance: 20 February 2019

Final Paper Submission: 15 March 2019