



Are we ready?
For Innovations of
Tomorrow

New Business Model for your Company

1 day Workshop

Workshop logistics



**Total time needed: 7h, without catering, breaks & network moments.
Kick-off at 9 AM – Closing at 6PM.**

Before Workshop

- People--Structure--Time
- Supporting Materials (Technology Scan)
- Invitation to concerns with Agenda
- Handouts Printing
- Other Stationary and Logistics

After Workshop

- Single Stream Data channel
- Value Exchange Mapping
- Business Model Sharing
- Project Defination

Additional before-hand “instructions” on how to use the distibuted materials and tools during the workshop.

Agenda

- Kick-off & Warm-up (0.5h)
- Conceptualization (2h)
- 1st Active Break (0.5h)
- Transformation (3h)
- 2nd Active Break (0.5h)
- Evaluation (2h)
- Closing (0.5)

**Kick-off at 9 AM – Closing at 6PM,
Workshop Exercise time: 7h,
Catering, breaks & network moments: 2h.**

Hello!

Why are we here today?

I am here to help Mr. Inventor and his team in designing a new business model.



Innovation is not just about new ideas-> but also how these ideas turn on **time** in to products and services to generate revenue.

Technology of your Choice

Blockchain

A continuously growing list of records, called blocks, which are linked and secured using cryptography.

Biggest Upcoming Trend

Trend of your Choice

Circular economy

Multiple value creation
Mechanisms -> decoupled
from finite resources. More
than 630 Billion US\$
opportunity just in Europe.

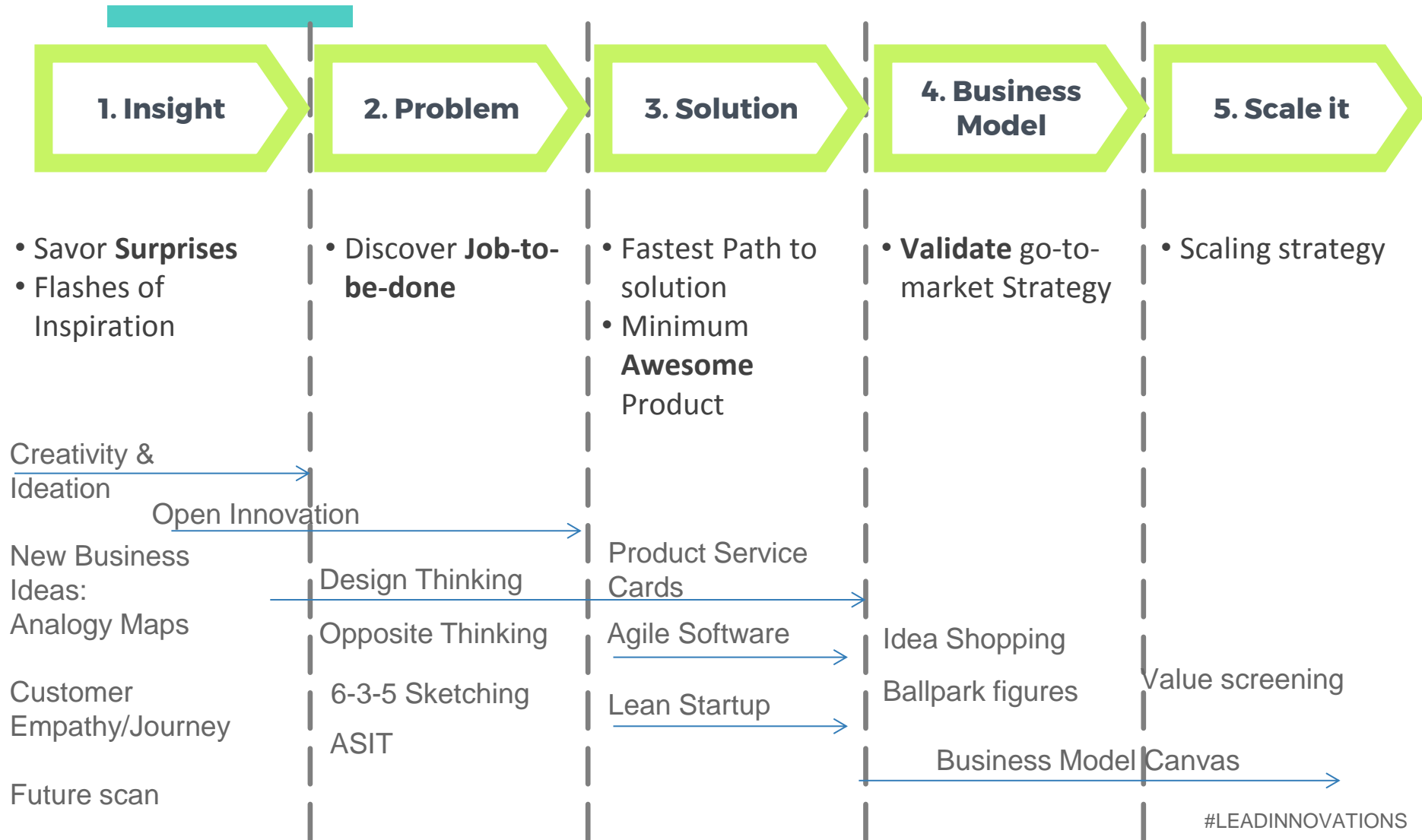




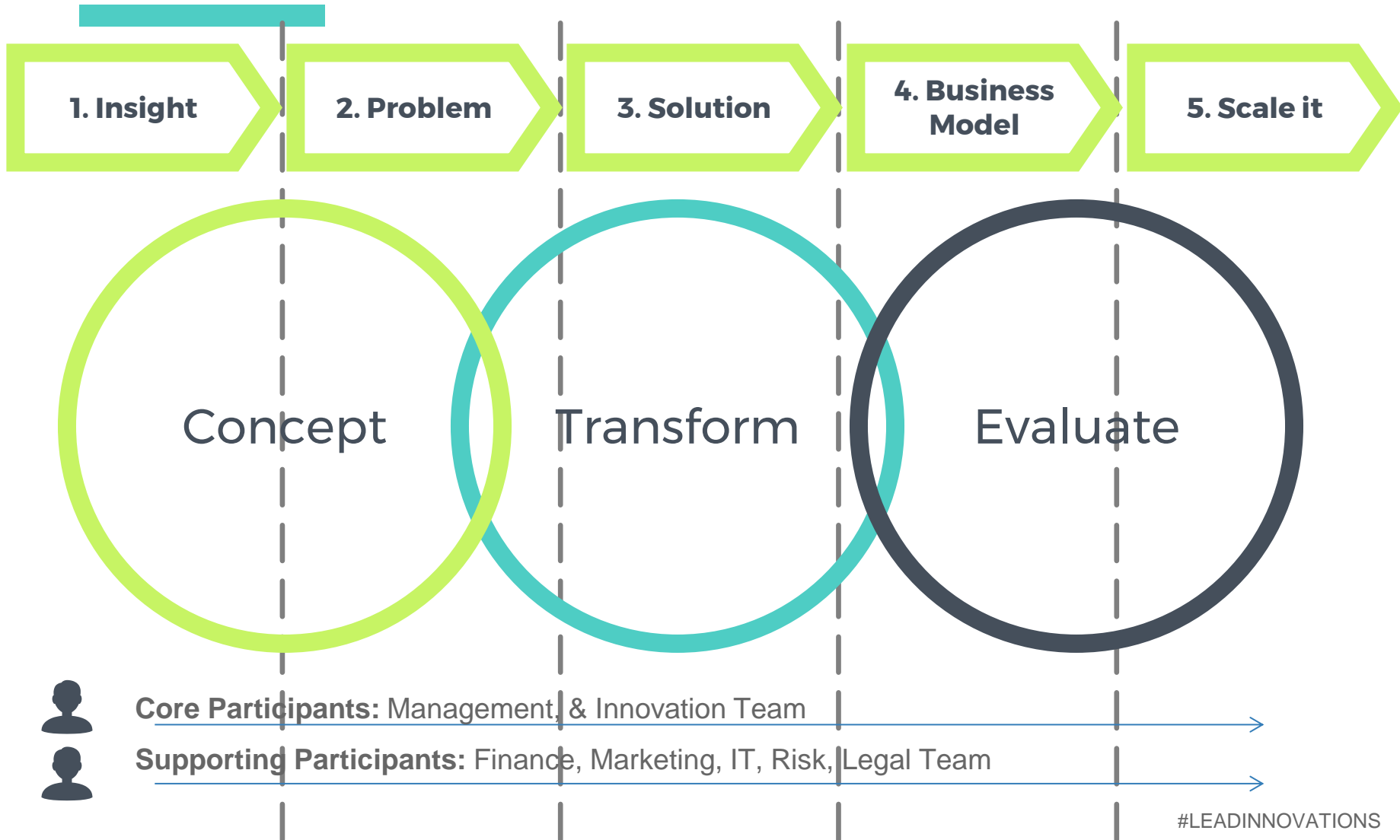
How to use both of them?

New Business Model.

Methodology: Innovate Like Startup!



Methodology: Customized Approach



2 Hours

Understand and Conceptualize Business Idea

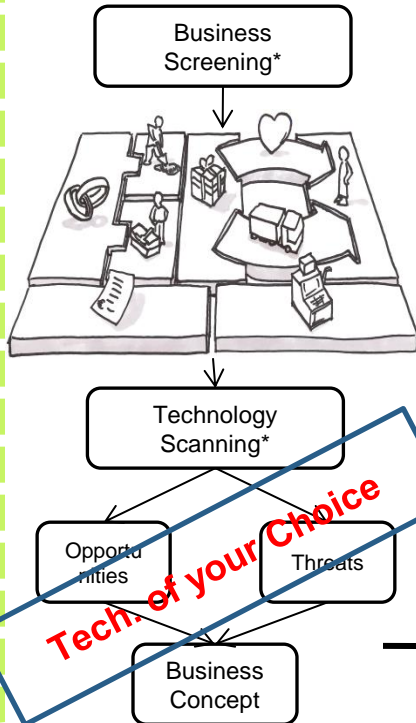
3 Hours

Transform and Modify Business Model

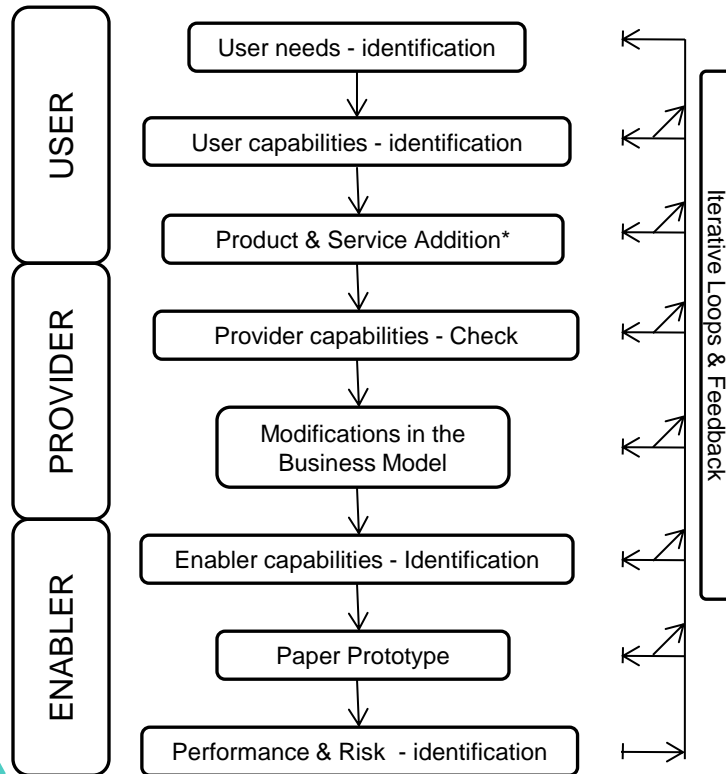
2 Hours

Evaluate Business Model

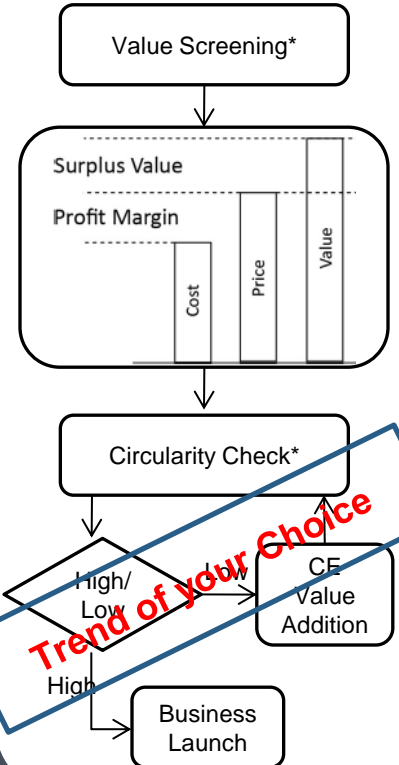
1. Conceptualization



2. Transformation



3. Evaluation



* These tools must be individually interpreted by using supporting kit and carefully applied while using complete framework.



[Pulkit Vijay](#) 2016

3 Phase Business Model Innovation Framework

1.

Conceptualization Phase

Time Required:

- 2 Hrs

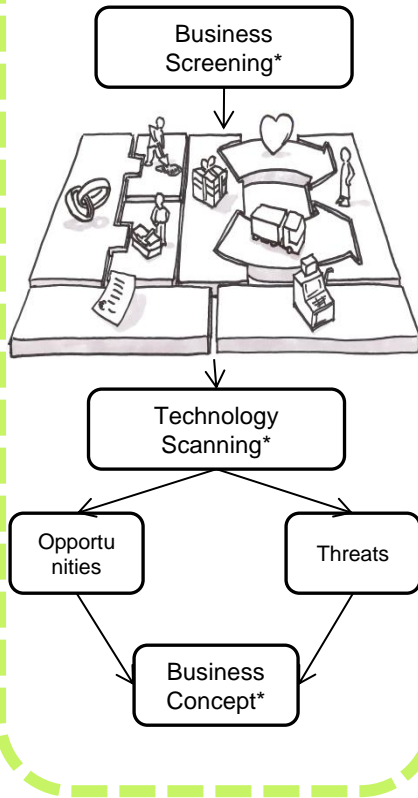
Supporting Material:

- Business Model Canvas Template
- Technology Scan*
- Value Exchange Map
- Post-Its

Output:

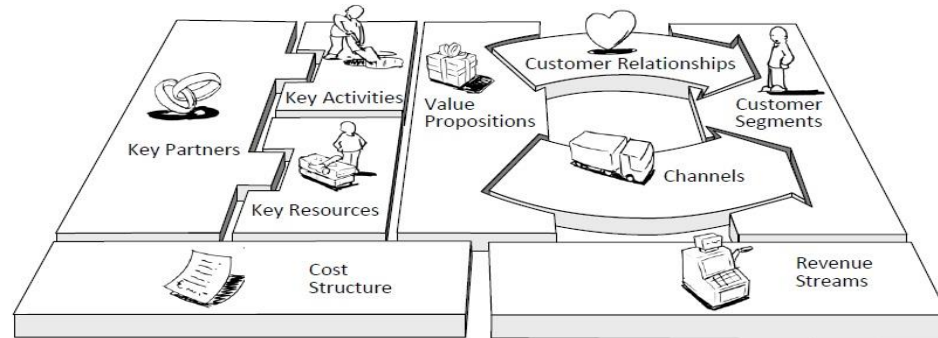
- BMC- Same colour Post-its
- New Business Concept

1. Conceptualization



BMC- Same colour Post-its

(1h)



Technology Scan*

(1h)

Blockchain Scan

- Understanding
- Benefits
- Barriers
- Trends

First Concept

- Value exchange map
- Your Company in Center

* These tools must be individually interpreted by using supporting kit and carefully applied while using complete framework.

Conceptualization : Preparation Phase

2.

Transformation Phase

Time Required:

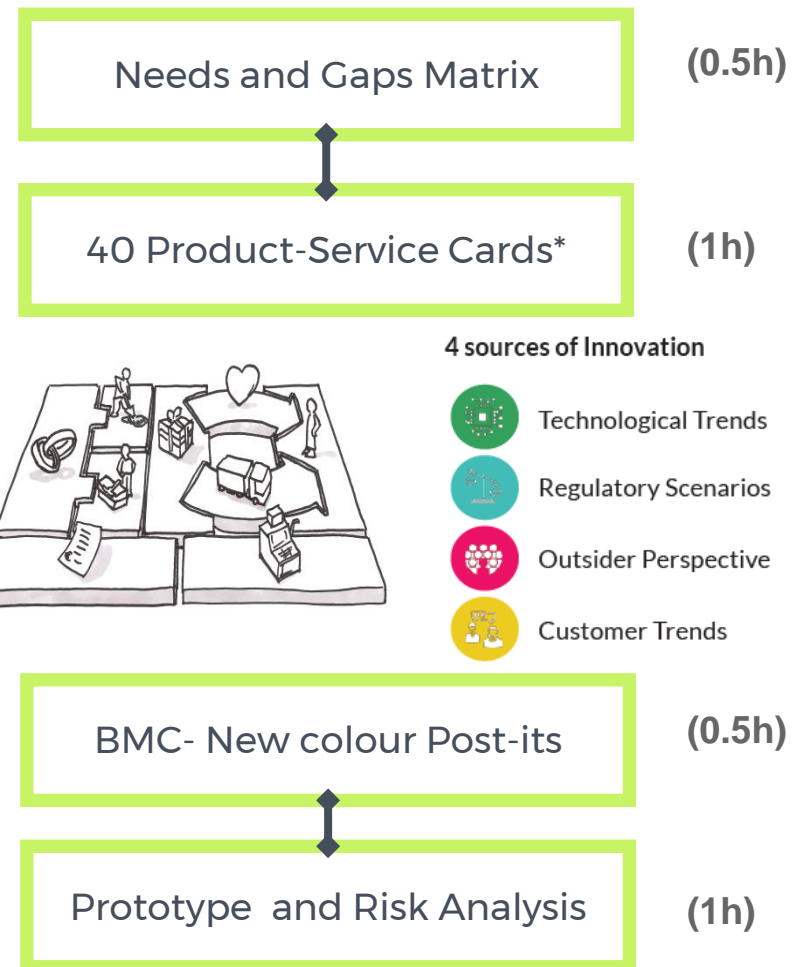
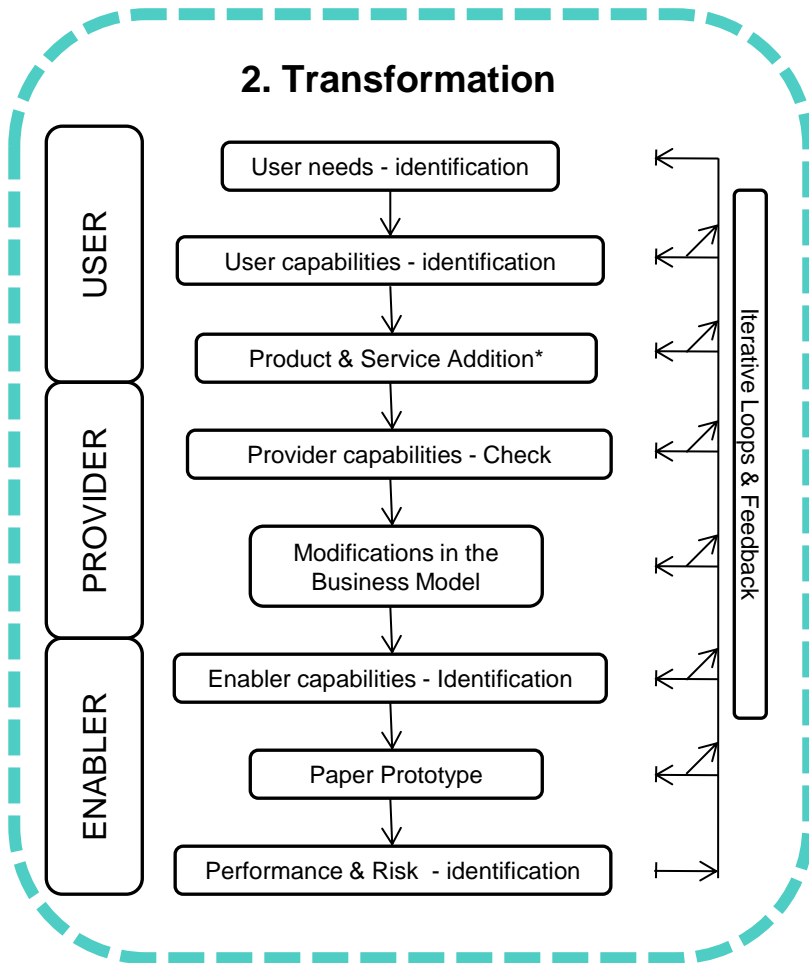
- 3 Hrs

Supporting Material:

- Product-Service Cards*
- Business Model Canvas (BMC)
- Post-Its

Output:

- Paper Prototype



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Transformation Phase: Actual Modification

3.

Evaluation Phase

Time Required:

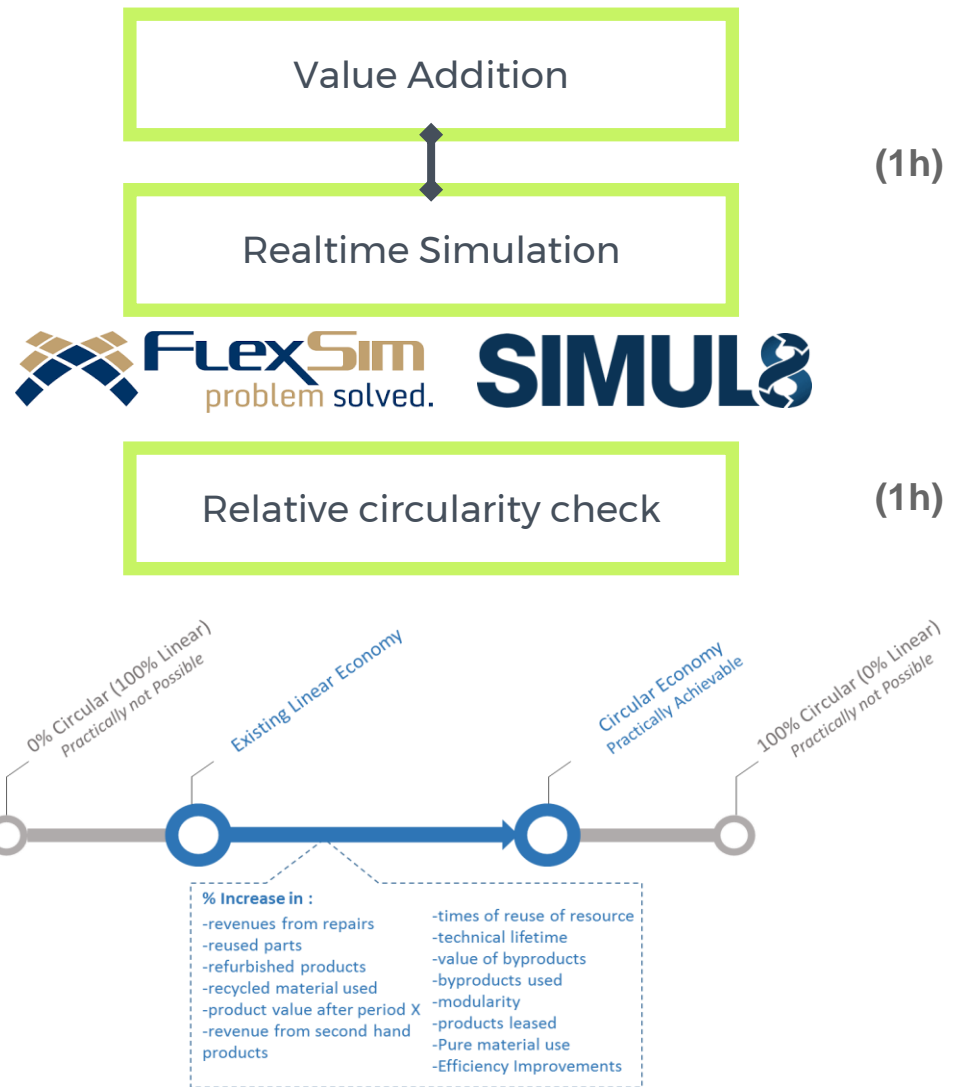
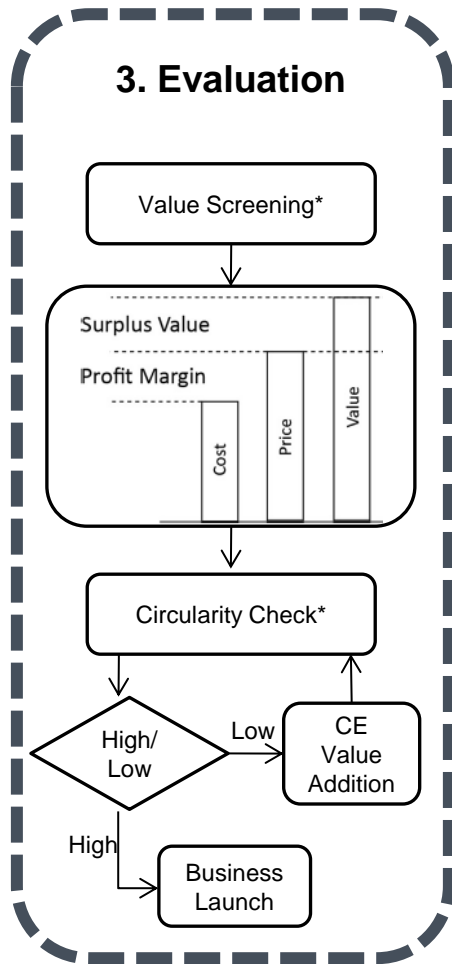
- 2 Hrs

Supporting Material:

- Circularity Scale*
- Simulation Softwares
- Value Exchange Mapping

Output:

- New Business Model



Evaluation Phase: Additional Value check-up with optional CE add-on

Closing

Outcome

Ready to launch
New Business Model →
Conversion to easy and
explainable language
using Value Mapping.

Next Action Plan

Further evaluation →
project definition and
plan.

*“wow, what an amazing day! I want to be 100%
on innovation from now on!”*

Thanks!

Any questions?

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