

SHARED VALUE PURPOSE



USERS

PROVIDERS

Needs:



Value Proposition:



Value Proposition:



Needs:



Offering:



Offering:



Activities:



Activities:



Channel:



Interaction Metrics:



Resources:



Value Prop.:



Value Prop.:



ORCHESTRATOR

Needs:



Value Prop.:



Value Prop.:



Resources:



Benefits:



Offering:



Offering:



Activities:



Resources:



Offering:



Offering:



Benefits:



Costs:



Channel:



Interaction Metrics:



Benefits:



Costs:



Channel:



Interaction Metrics:



Costs:



CONTRIBUTORS