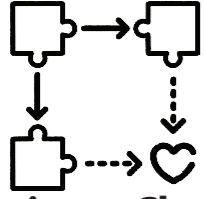


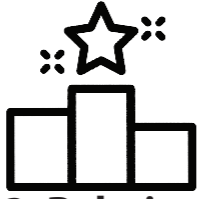
# Phase 1 Identify Improvements



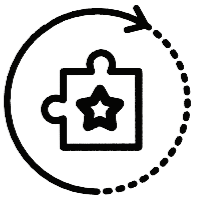
1. Improvements →



2. Business Changes ↓



3. Relation Grades ↓



4. Scores ↓

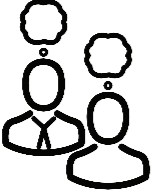
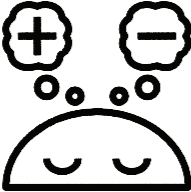
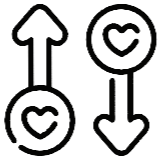
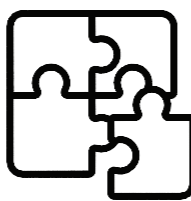

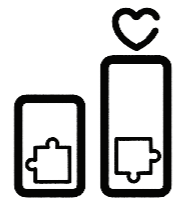
1.

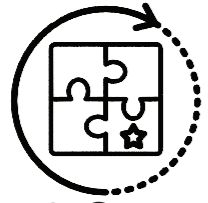
2.

X.

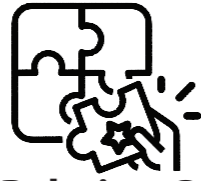
	1.	2.	X.	
1.				
2.				
3.				
4.				
5.				
6.				
X.				

# Phase 2 Mapping your Business Model

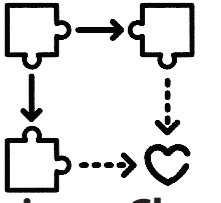
			1.	2.	3.	4.	5.	X.
 <b>5. Stakeholders</b> ↓	 <b>6. Benefits</b> ↓	 <b>7. Importance Grades</b> ↓	 <b>8. Business Features</b> →					
	1.	Low Medium High	 <b>9. Relation Grades</b> ↓					
	2.	Low Medium High						
	3.	Low Medium High						
	4.	Low Medium High						
	5.	Low Medium High						
	X.							
		 <b>10. Scores</b> →						



12. Scores

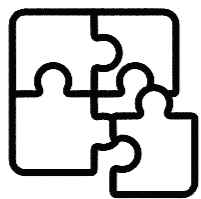



11. Relation Grades

2. Business Changes

1.
2.
3.
4.
5.
X.



8. Business Features

1.	2.	3.	4.	5.	X.
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