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## Identify Co-Innovation Partners

Co-innovation Partner	Contribution

### Guiding Questions

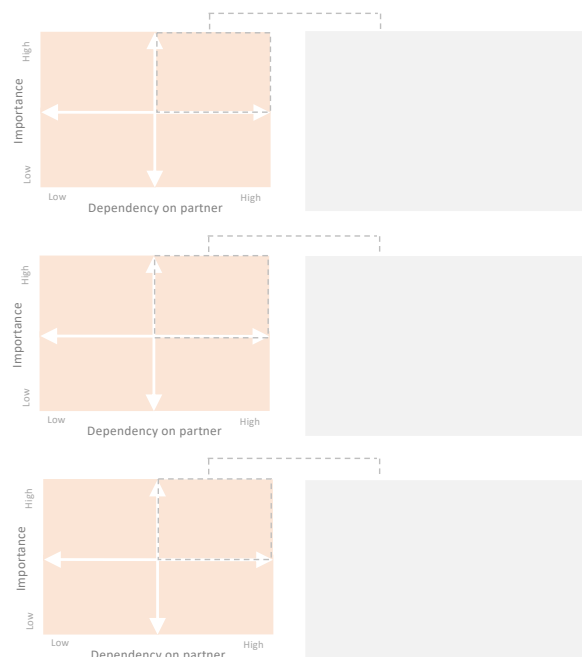
- What do you need to create your data driven offering?
  - Technologies to access / deploy your data  
(see output of "Data Process Analyzer" & "Data Application Analyzer")
  - Human capabilities
  - Complementary technologies
- Who has additional capabilities you are missing right now?
- How can you approach those additional resources?

### // OBJECTIVES

Identify your co-innovation partners, analyze the importance of their contributions & identify strategic options to mitigate risks

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## Risk Assessment & Explanation



### Guiding Questions

- How important is the contribution of the co-innovation partner for the success of our innovation?
- How many potential co-innovation partners exist?
- What are potential risks and side-effects that you need to keep in mind?

### // OUTCOME

A clear understanding of motives and objectives of your co-innovation partners, complemented with strategic moves to minimize the risks of collaboration

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## Strategic Options

### Guiding Questions

- Resources: What additional resources (money, talent, or both) can you add to boost your efforts?
- Scope: Should you re-focus yourself on a less comprehensive offering?
- Timing: Can you opt for a less aggressive timeline?
- Partnering: How can you involve others working on the same challenge?

### // WHEN TO APPLY

Use this tool to understand your dependencies with partners you need to collaborate with in order to implement your data driven offering