CO-INNOVATION BUILDER

Date:
Version:

Collaboration:

Startup:		Corporate:
Drivers	Goal	Drivers
Deciders	Format	Deciders
Contributers	Outcomes	Contributers
Resources	Risks	Resources
Returns	KPI & Milestones	Returns

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Date:
Version:

CO-INNOVATION BUILDER

Collaboration:

Startup:

Corporate:

Goal

Where will the collaboration lead?
Examples: integrate a corporate`s solution with a startup, opening new revenue streams

Format

What type of collaboration mode will create value for both sides (win-win situation) and the target groups?
Examples: innovation projects, acceleration program

Outcomes

What are the expected outcomes of the collaboration?
Examples: Innovative solutions, MVP

Risks

What are the possible common risks in regards to the collaboration?
Examples: differences in expectations and motivations

KPI & Milestones

How do you know that the collaboration has worked? How do you measure successful collaboration?
Examples: increased number of customers, return on investment

Startup

Drivers
What are the drivers in terms of the collaboration?
Examples: access to finance, widening customer base, reducing risks

Deciders
Who are the deciders in the collaboration?
Examples: CEO or someone else, who has the decision and budget power

Contributers
Who else is involved in the collaboration?
Examples: other team members, public sector

Resources
What type of resources can you offer that create value for the collaboration?
Examples: financial resources, human, technical or knowledge resources, networks

Returns
What are the expected returns of the collaboration?
Examples: finance, references

Corporate

Drivers
What are the drivers in terms of the collaboration?
Examples: solving challenges in an agile way

Deciders
Who are the deciders in the collaboration?
Examples: CEO or someone else, who has the decision and budget power

Contributers
Who else is involved in the collaboration?
Examples: RDI/HR unit, suppliers

Resources
What type of resources can you offer that create value for the collaboration?
Examples: financial resources, human, technical or knowledge resources, networks

Returns
What are the expected returns of the collaboration?
Examples: innovative solutions, new customers

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