

1 Your business model should recognise which key resources you will need to get started, and which will be needed in an ongoing manner. Begin by listing some of the resources you don't have access to yet.

2 One form of innovation is to find new or underused sources of supply. List some possibilities to determine what it would cost your venture to access them. Compare these costs with those of traditional suppliers.

? **HOW TO USE THIS TOOLKIT**
Follow the instructions, completing each task with your team. Use sticky notes or simply write on the sheet.

📷 **COMPLETE THE WORKSHOP CHALLENGE**
When you finish, take a picture of this toolkit and upload it to your Team Page to complete the Workshop Challenge.

3 You can sometimes access resources by providing other forms of value to your suppliers. These are known as key partnerships. Think of suppliers as customers and develop a value proposition for them.

STEP 1.
REQUIRED RESOURCES

Choose the skills, assets, materials or networks you need for your venture.

INITIAL / ONGOING

STEP 2.
SOURCES OF SUPPLY

List possible suppliers for this resource. Measure the cost of accessing them in terms of time, money and effort.

STEP 2.
SOURCES OF SUPPLY

INITIAL / ONGOING

STEP 2.
SOURCES OF SUPPLY

INITIAL / ONGOING

Circle the suppliers who you think could become key partners.

3

STEP 3.
PARTNER VALUE PROPOSITION

What are the benefits you will provide to partners in exchange for their resources? Why should they provide them to you for a reduced cost?

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