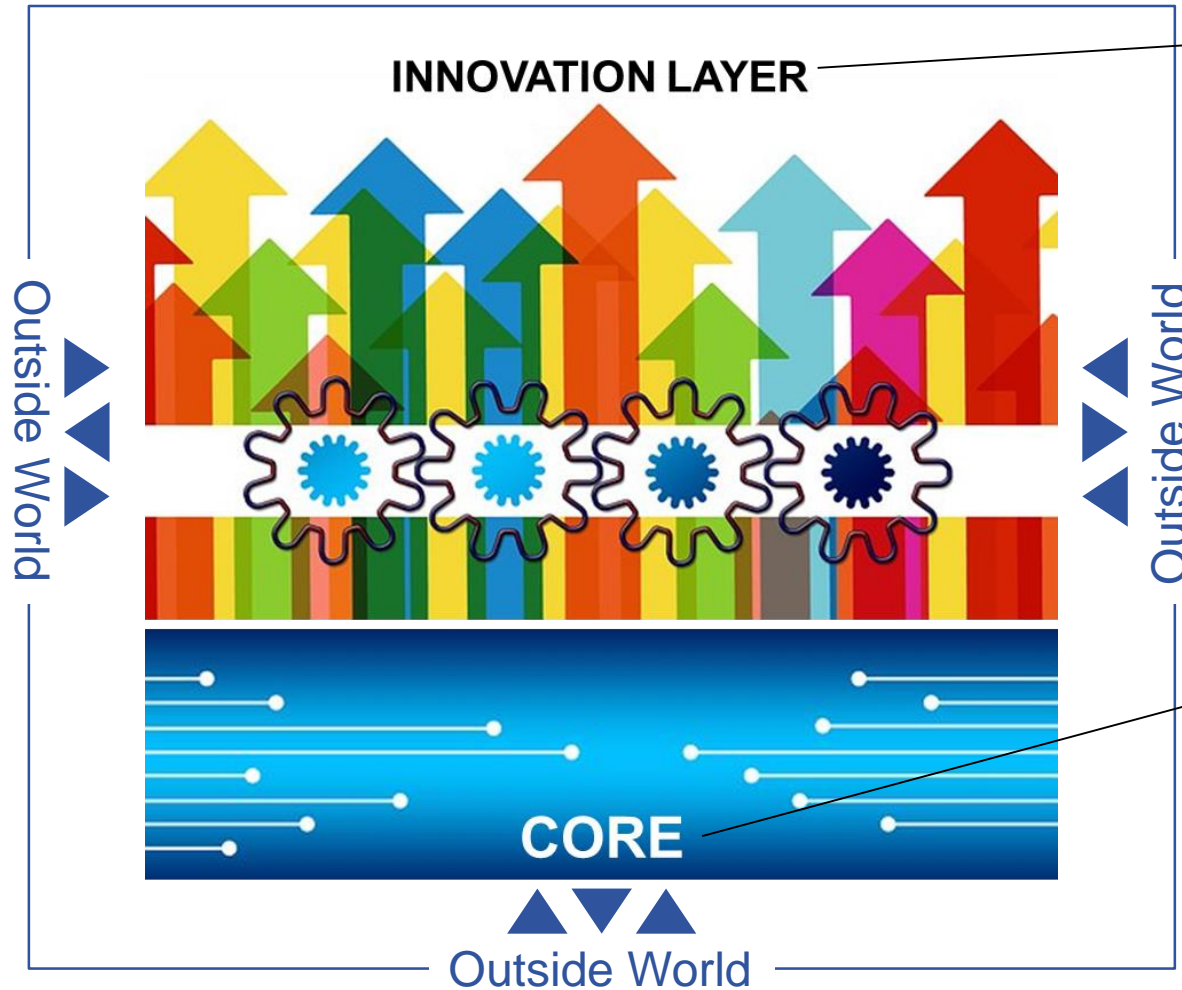


**It's the
business
model,
stupid!**



The Multi-speed Organization



INNOVATION LAYER

- Agility
- Experimentation
- Open cooperation / ecosystem
- Platform thinking
- Innovation

CORE

- Efficiency
- Risk avoidance
- Return in Investment
- Stability

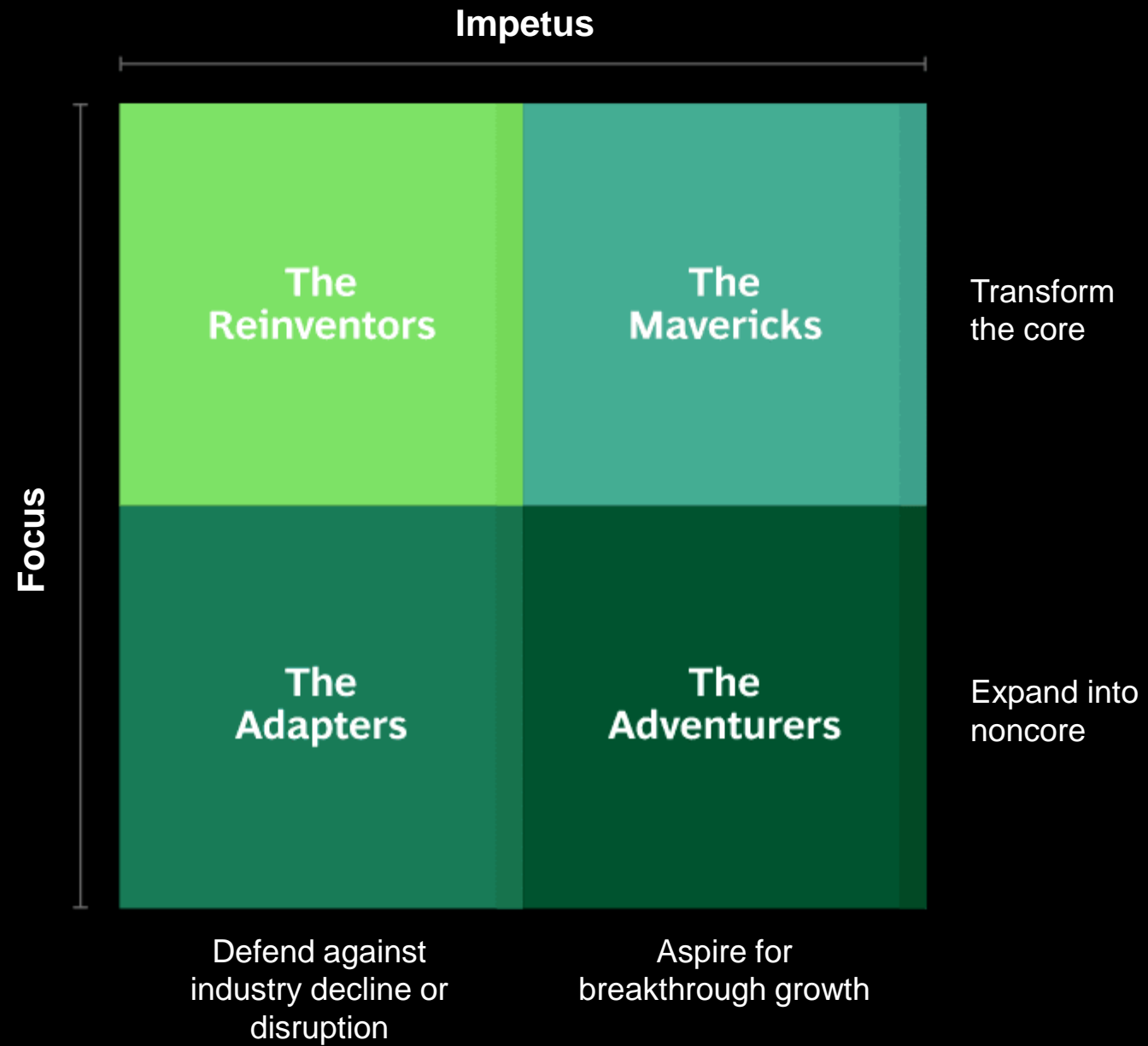
”

The innovation narrative is dominated by new products and services. At times, however, we must look elsewhere for real breakthroughs.

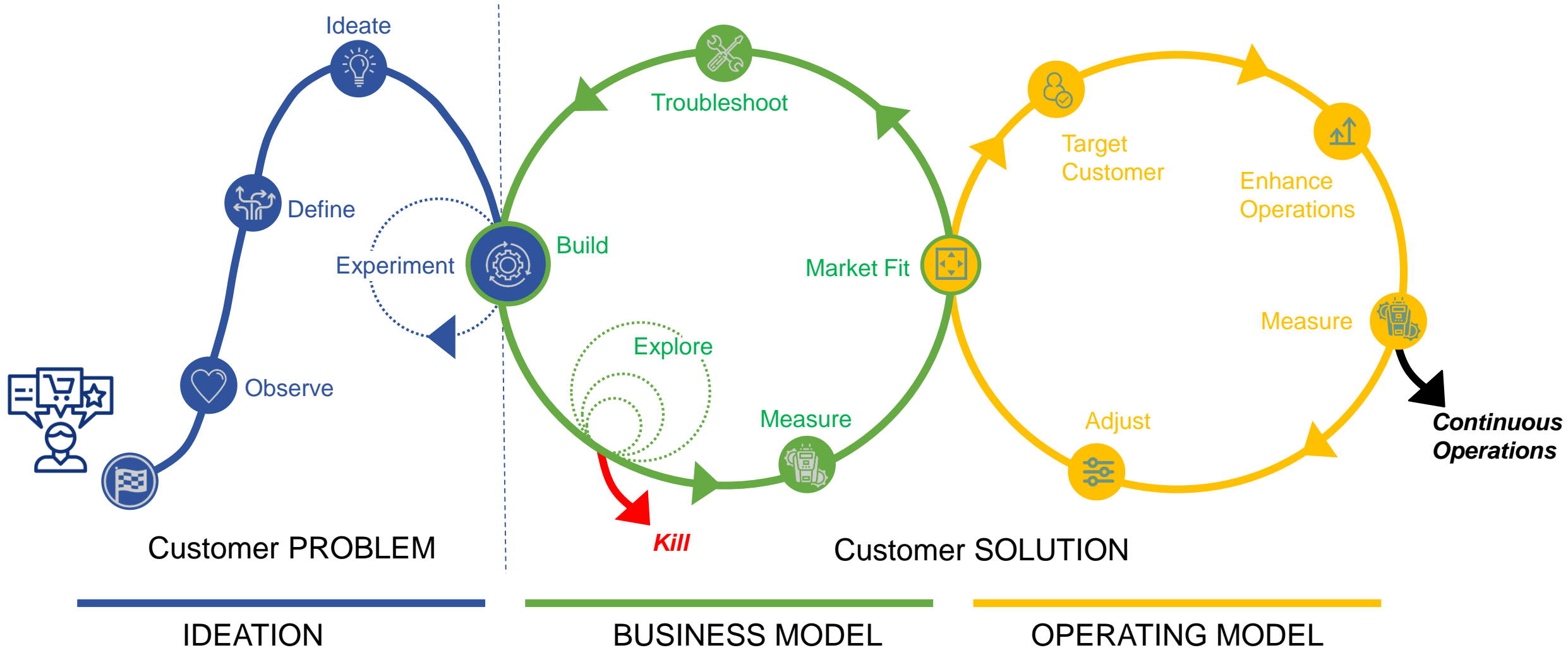
FAST
COMPANY

Business model innovation is the art of enhancing advantage and value creation by making simultaneous—and mutually supportive—changes both to an organization's value proposition to customers and to its underlying operating model.





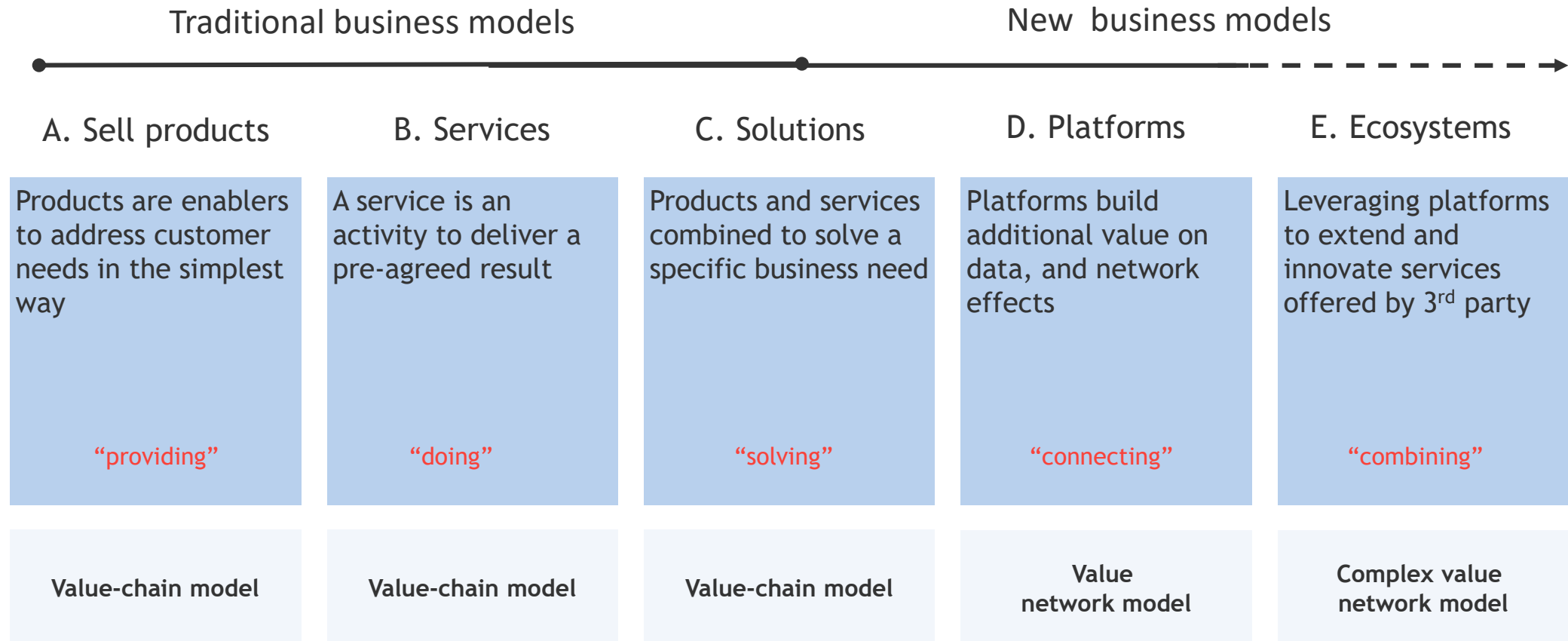
Lean Business Model Innovation



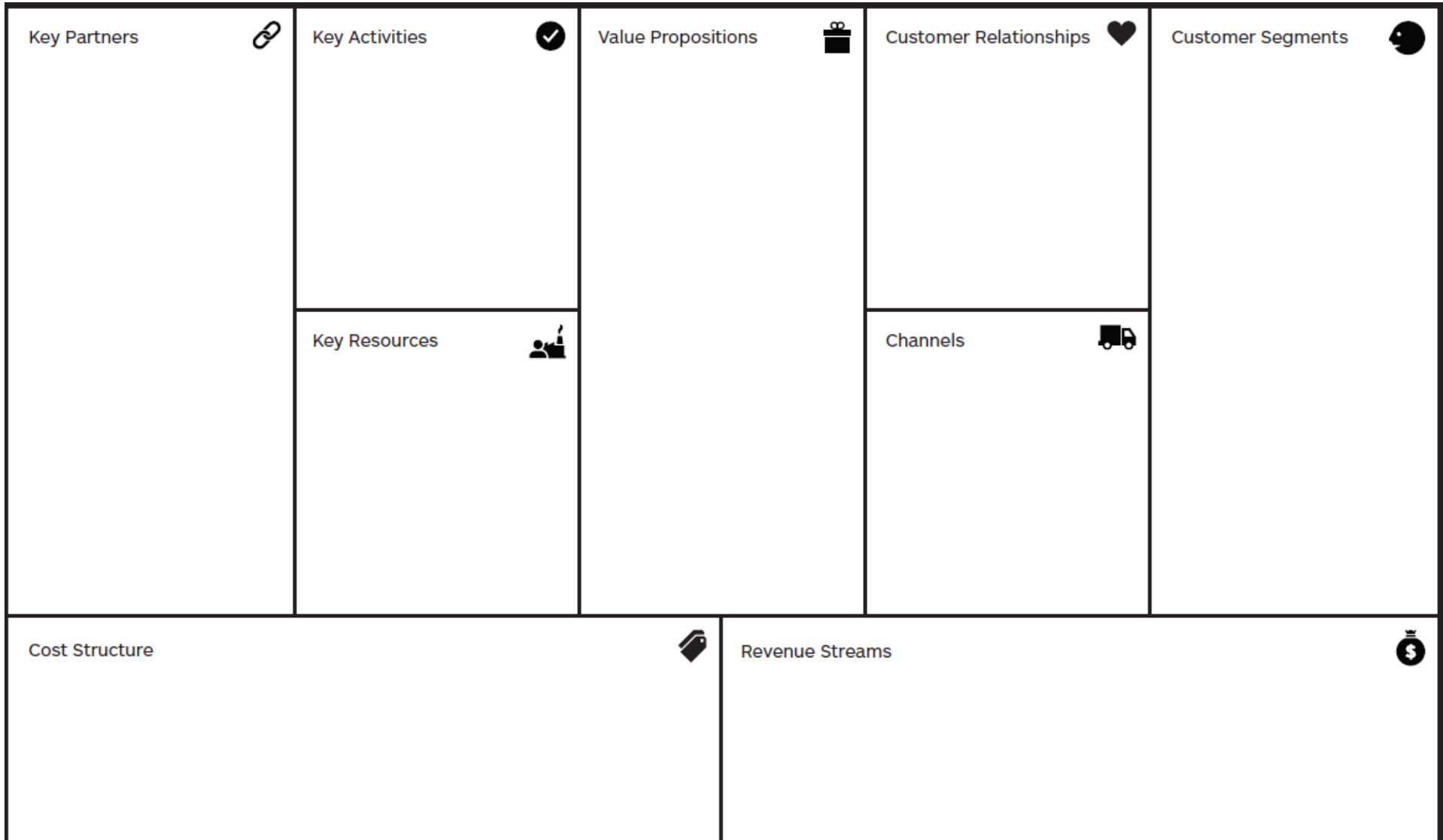
Some myths of Business Model Innovation



Business Model Evolution

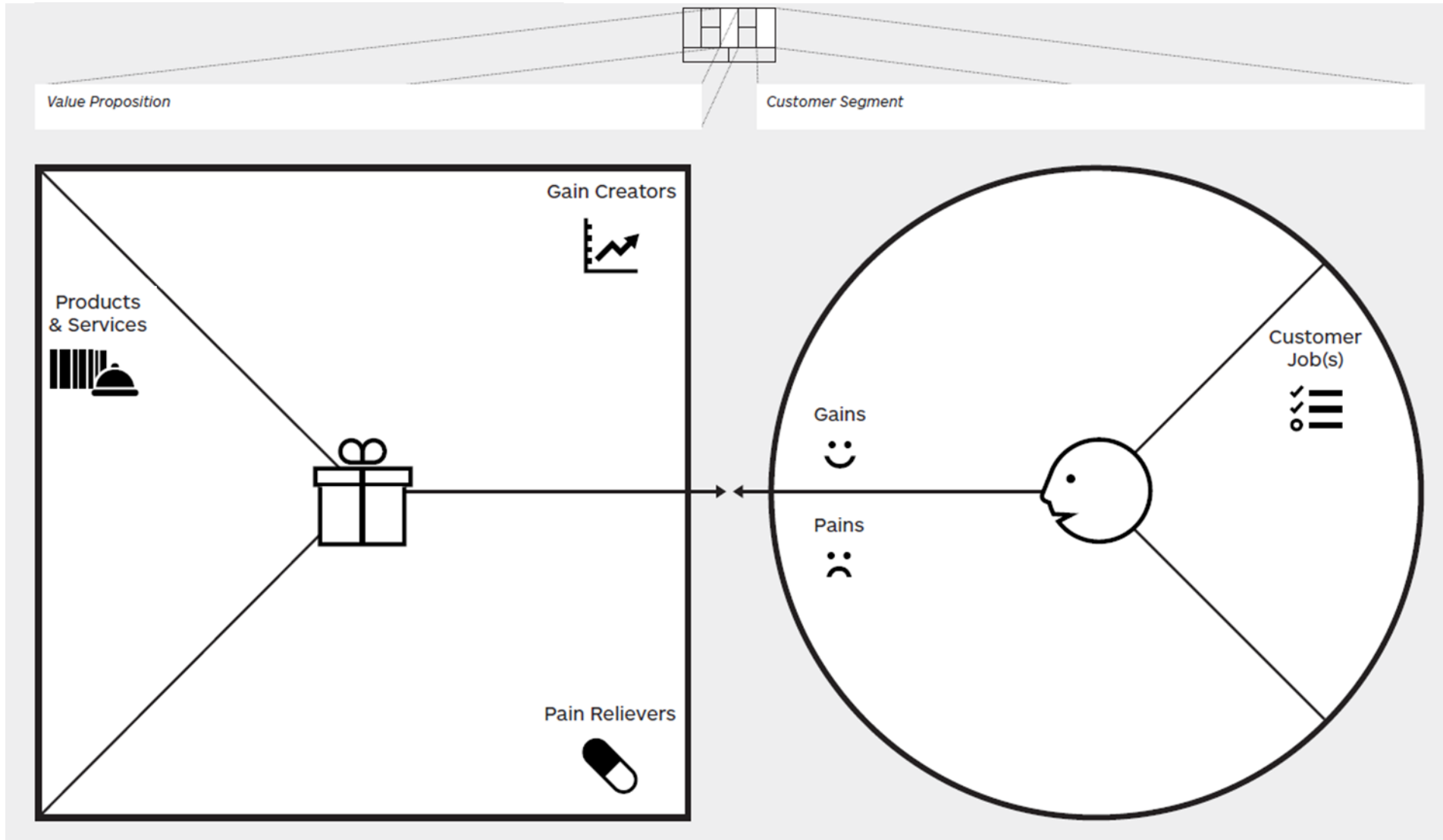


Business Model Canvas



Source: Strategyzer AG

Value Proposition Canvas



Source: Strategyzer AG



CORE

**INNOV
ATION**



Michael Hanf

CEO & Executive Partner

michael.hanf@taival.com