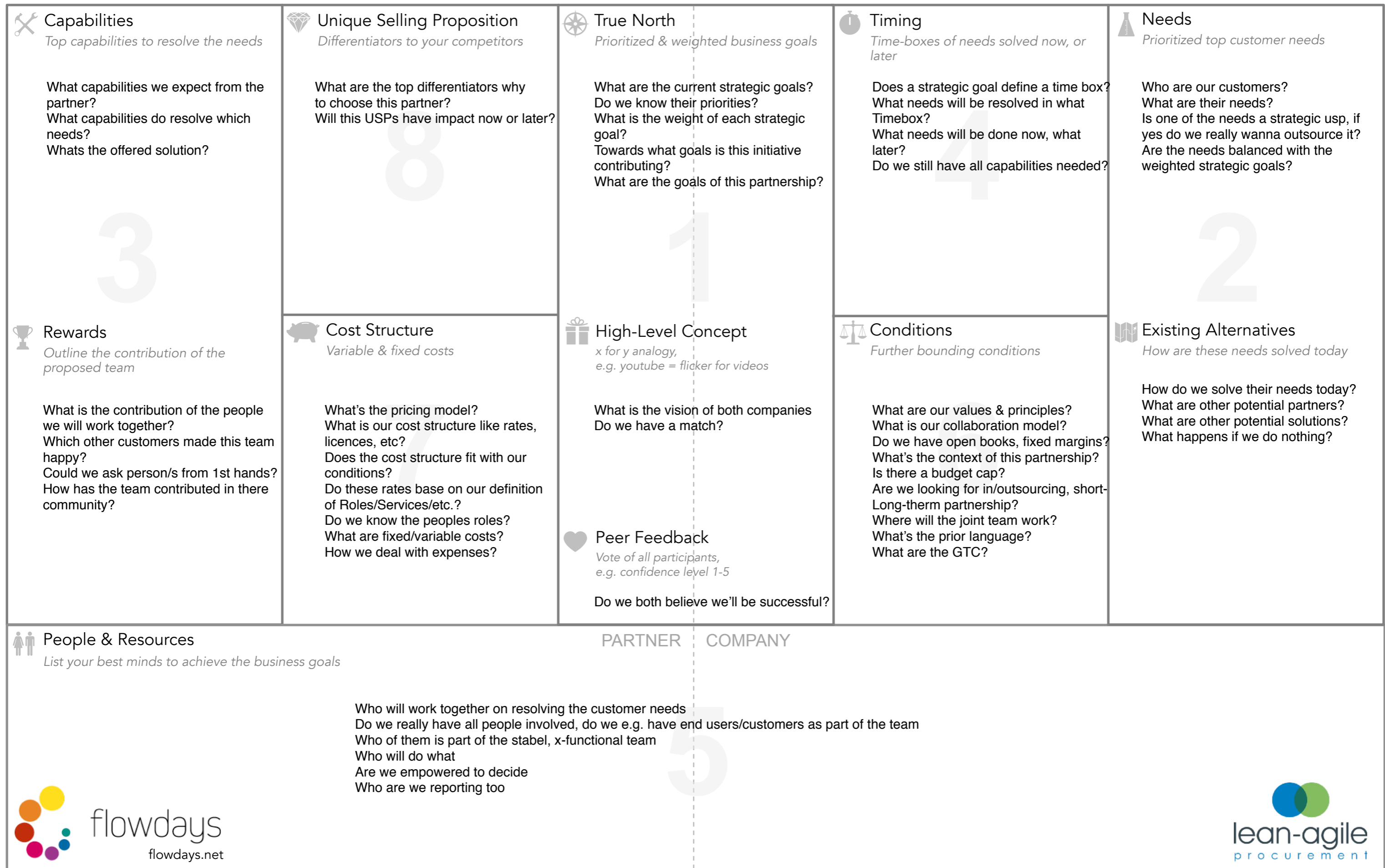


Lean Procurement Canvas - Cheat sheet



Lean Procurement Canvas

Name of Initiative: Smide - Mobile App | Owner of Initiative: J. Smith, Product Owner | Partner: Appfactory AG | Date: 1.1.2017 | # Iteration: 1

<p>Capabilities Top capabilities to resolve the needs</p> <p>Mobile DEV & HW Mobile payment 24/7 Support</p> <p>3</p>	<p>Unique Selling Proposition Differentiators to your competitors</p> <p>Hardware Experiences 24x7 Support Scaling via Nearshore Center</p> <p>8</p>	<p>True North Prioritized & weighted business goals</p> <p>100% Pilot in Zürich</p> <ul style="list-style-type: none"> 10% Mobile App 60% eBikes with Sensors 30% Support <p>1</p>	<p>Timing Time-boxes of needs solved now, or later</p> <p>1.1. - 31.1.2017 1.2. - 28.2.2017</p> <p>4</p>	<p>Needs Prioritized top customer needs</p> <p>find eBike easy Checkout Easy Payment forecast in KM</p> <p>2</p>
<p>Rewards Outline the contribution of the proposed team</p> <p>Swiss Mobile Award 2017</p>	<p>Cost Structure Variable & fixed costs</p> <p>Expenses included</p> <p>CHF 1.4k per Day, Senior Level CHF 1.2k per Day Regular Level CHF 0.8k per Day Junior Level CHF 5k per Month Support Fee</p> <p>7</p>	<p>High-Level Concept x for y analogy, e.g. youtube = flicker for videos</p> <p>Smide = Mobility for eBikes Stromer = Embedded Software Solutions</p> <p>Peer Feedback Vote of ...</p> <p>4.5 8.7 4.2</p>	<p>Conditions Further bounding conditions</p> <p>Culture Manifest On Site, agile Development, Languages D/E Agile Contract / GTCs, fixed Margins Insourcing in 6 Months Budget Cap at 225k Customer Journey tech. Architectur</p> <p>6</p>	<p>Existing Alternatives How are these needs solved today</p> <p>Hiring Competitor B Competitor C</p>

People & Resources
List your best minds to achieve the business goals

PARTNER		COMPANY		
Ben	John	Matthias (PO)	Colin	Paul (Lawyer)
Paul	Toby	John (SM)	Robin	Ive (Finance)
		Joint Room	Task Tracker	CI/CD

5

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