

Lean Procurement Canvas













Name of Initiative

Owner of Initiative

Partner

Date

Iteration

<p> Capabilities <i>Top capabilities to resolve the needs</i></p> <p style="font-size: 48px; opacity: 0.3; text-align: center;">3</p>	<p> Unique Selling Proposition <i>Differentiators to your competitors</i></p> <p style="font-size: 48px; opacity: 0.3; text-align: center;">8</p>	<p> True North <i>Prioritized & weighted business goals</i></p> <p style="font-size: 48px; opacity: 0.3; text-align: center;">1</p>	<p> Timing <i>Time-boxes of needs solved now, or later</i></p> <p style="font-size: 48px; opacity: 0.3; text-align: center;">4</p>	<p> Needs <i>Prioritized top customer needs</i></p> <p style="font-size: 48px; opacity: 0.3; text-align: center;">2</p>
<p> Rewards <i>Outline the contribution of the proposed team</i></p>	<p> Cost Structure <i>Variable & fixed costs</i></p> <p style="font-size: 48px; opacity: 0.3; text-align: center;">7</p>	<p> High-Level Concept <i>x for y analogy, e.g. youtube = flicker for videos</i></p> <p> Peer Feedback <i>Vote of all participants, e.g. confidence level 1-5</i></p>	<p> Conditions <i>Further bounding conditions</i></p> <p style="font-size: 48px; opacity: 0.3; text-align: center;">6</p>	<p> Existing Alternatives <i>How are these needs solved today</i></p>
<p> People & Resources <i>List your best minds to achieve the business goals</i></p>		<p style="text-align: center;">PARTNER COMPANY</p> <p style="font-size: 48px; opacity: 0.3; text-align: center;">5</p>		