

ExCo Collaboration setup Canvas

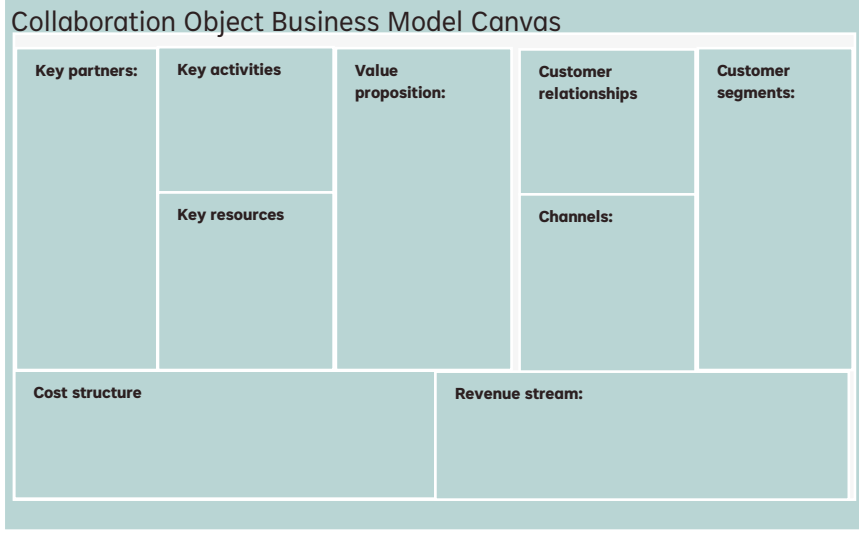
Purpose: To be used as an early assessment tool in preparation for the set-up of a new shared business. The ExCo Collaboration setup assessment tool will help you:

- Determine the actions to prioritize
- Identify risks (project or resource)
- Clarify assumptions to form the setup
- Identify hard facts regarding IP, security and other legal dependencies
- And most important - Formulate a clear vision of the future business entity

ExCo Collaboration setup Canvas

Strategy & long term impact

Risks:



Business benefits (our)

Impacted areas

- Finance
- Legal
- HR
- Market & communication
- IT
- Purchasing
- Product development(R&D)
- Manufacturing
- Sales
- After market

Key resources

- Skills
- IT tools

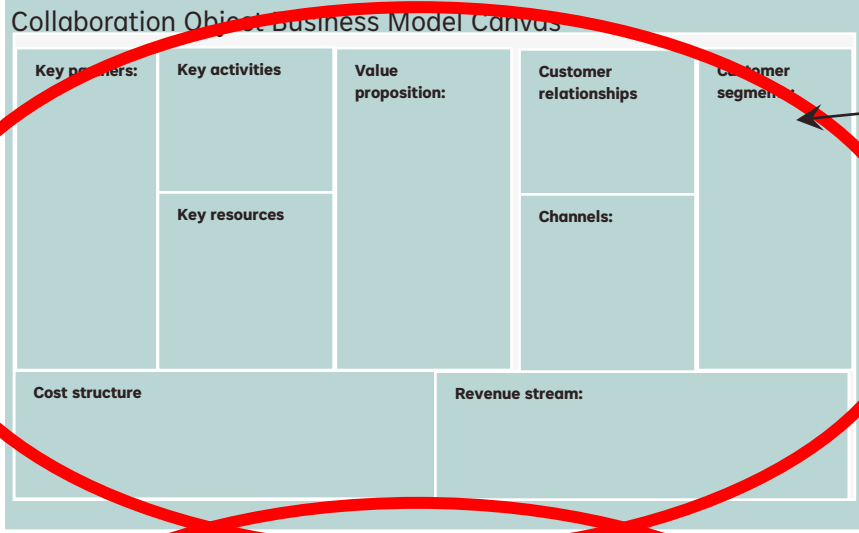
Legal setup & governance	IP	Impact from commercial law, export regulation or similar.
JV in NewCo	Inserted (background) IP	
Carveout	New IP to be created	Yes
Collaboration project (virtual setup)	3:rd party IP (licensed)	No

➤ **Conclusion:**

Funding (& cost model)

ExCo Collaboration setup Canvas

Strategy & long term impact



- Impacted area**
- Finance
 - Legal
 - HR
 - Market & communication
 - IT
 - Purchasing
 - Product development(R&D)
 - Manufacturing
 - Sales
 - After market

1. Start with creating "wanted state" canvas for the new shared business as a separate unit



Risks:

Business benefits (our)

- Key resources**
- Skills.....
 - IT tools.....

2. Then describe the benefit that your company want to have from this collaboration/carve out etc. The wanted benefits can be used for prioritization.



Legal setup & governance

- JV in NewCo
- Carveout
- Collaboration project (virtual setup)

IP

- Inserted (background) IP
- New IP to be created
- 3:rd party IP (licensed)

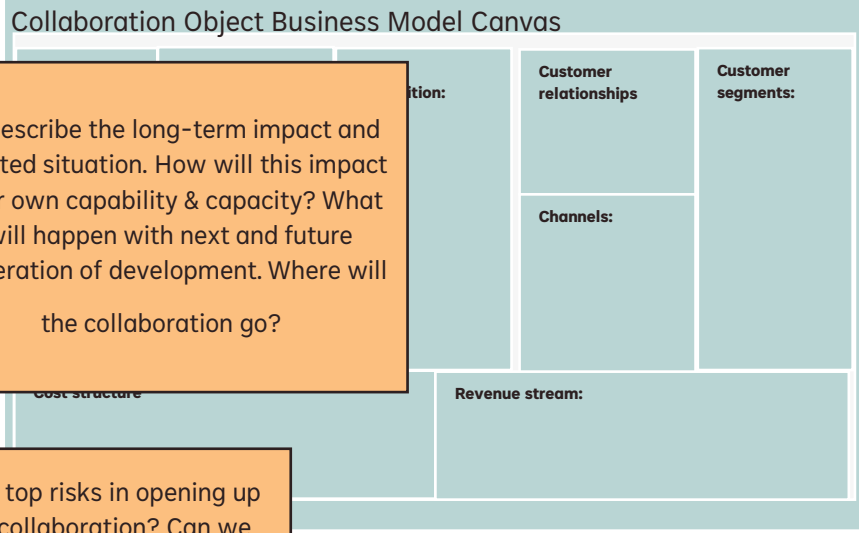
Impact from commercial law, export regulation or similar.

- Yes
- No



Funding (& cost model)

ExCo Collaboration setup Canvas



Strategy & long term impact

3. Describe the long-term impact and wanted situation. How will this impact your own capability & capacity? What will happen with next and future generation of development. Where will the collaboration go?

Risks:

4. What is the top risks in opening up this area for collaboration? Can we protect IP? Will it be following all applicable rules and laws? Is there any specific area involved that does not have a method for separation (SW?) Product liability, who owns this?

7. Control questions on wanted form and impact from strategic items like IP and legal:
Summarise the first conclusion regarding how and in what form.
 To make your selections, **please drag an 'X' into the box next to your choice.**

Impacted areas

- Finance
- Legal
- HR
- Market & communication
- IT
- Purchasing
- Product development (R&D)
- Manufacturing
- Sales
- After market

5. To make your selections, **please drag an 'X' into the box next to your choice**, to identify total impact. For example, if both R&D and Manufacturing, how will the information flow?

Key resources

- Skills.....
- IT tools.....

6. What key resources is there for a success? Try to be as specific as possible with for example experts and IT tools/tool chains

Legal setup & governance

- JV in NewCo
- Carveout
- Collaboration project (virtual setup)

- ### IP
- Inserted (background) IP
 - New IP to be created
 - 3:rd party IP (licensed)

- ### Impact from commercial law, export regulation or similar.
- Yes
 - No

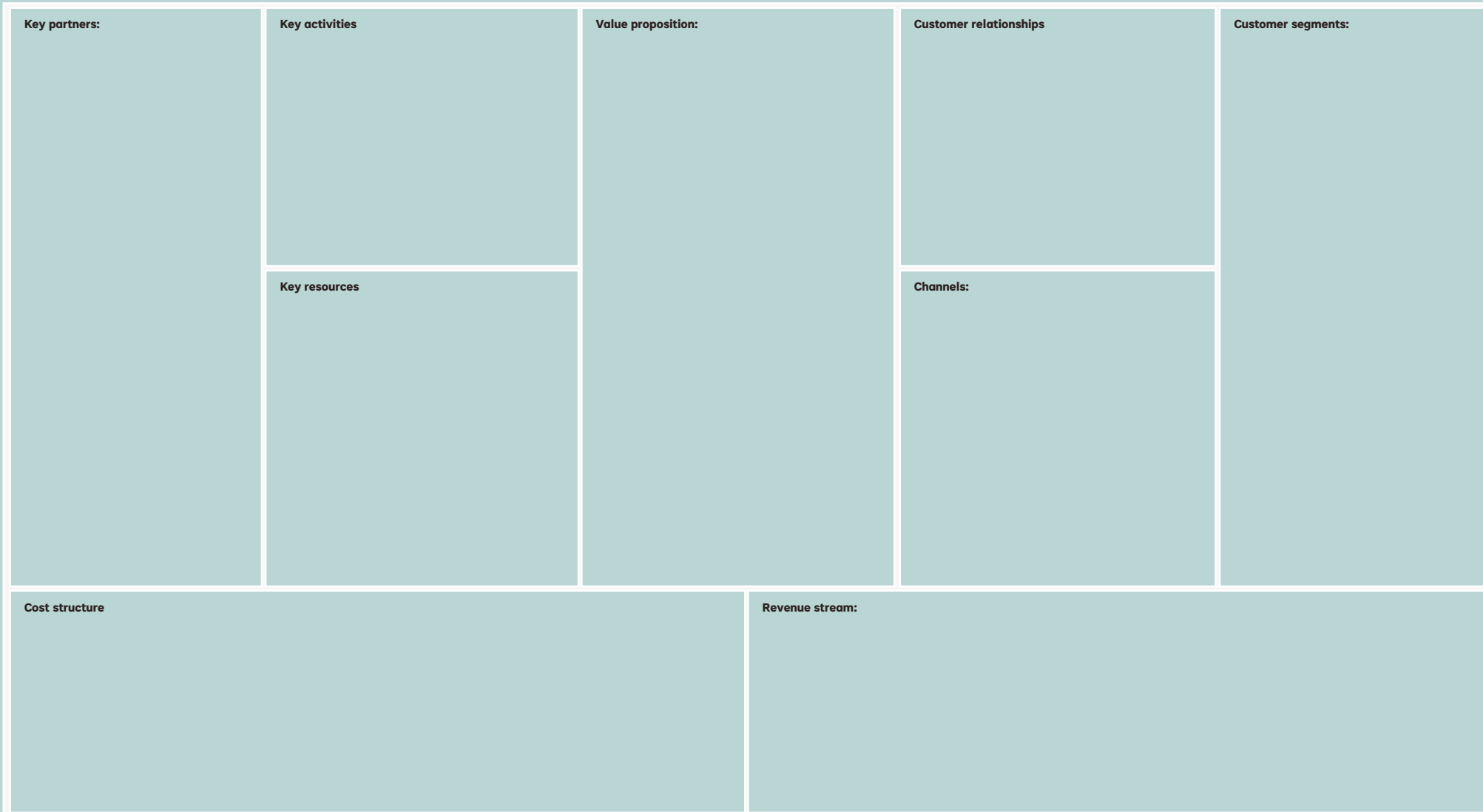
Funding (& cost model)

8. Identify items that needs to be funded in the enabling phase. Also proposed cost split model:
 -Business process work
 -Business office setup
 -IT tool enablement
 -etc ec

➤ Conclusion:

ExCo Collaboration setup Canvas (draw for clarification of "how") clarification sheet

Collaboration Object Business Model Canvas



Drag a post-it

(Select the post-it and press
Ctrl + D to duplicate it)



ekan
management



HANS-OWE SJÖÖ



DEJAN VITOROVIC