## S3 Organization Canvas

rov 2017 OF 1E

**The S3 Organization Canvas** is a tool for exploring new business models or product ideas, or for communicating existing ones. Sections are numbered to indicate the suggested order of moving through the canvas. For new business models or products, it's a good idea to create several canvases, which each explore different tangents, and then integrate the best ideas into a smaller set of canvases. Those can then be tested through pretotyping or other means of interacting with (potential) customers.

Key Drivers	Key Deliverables	Customer Segment	Unique Value Proposition
		Who will be your ideal customers? These should relate to the actors mentioned in your key drivers.	
			What is the area this at the tracker your examination
			What is the one thing that makes your organization unique? Explain what will convince your customers and your partners to choose your organization over others.
			Key Challenges
What are the top three drivers your organization responds to? Describe each driver in terms of actor, needs and	What does your organization provide to meet the key		
context. Actors can be individuals or groups, inside or outside the organization, or the organization itself.	drivers? Describe the top three deliverables (products, services, experiences or transformations).	Early Adopters	
Key Partners	Key Resources and Skills		
		What part of your customer segment can you use to find	What are important constraints or risks your organization
		out fast whether or not your organization is able to deliver value?	is fac <mark>ing? Look</mark> to your key drivers, customer segment and unique value proposition to identify them.
		Channels	
	What does your organization need to sustain itself and		
Who can provide essential support, services or materials to your organization? What might you outsource our buy?	create value for the customer? What skills do you need to create the key deliverables?	How does your organization deliver its value proposition to its customers? How do customers find out about your organization?	
How will you measure effectiveness of your response to your key drivers?		Key Values	
		Describe the culture of your collaboration, and how you will interact with the rest of the world. List three guidelines for behavior and/or ethical constraints you consider essential to the success of your organization.	
Cost Structure		Revenue Streams	
	What are fixed and running costs for your organization?	How will you start and sustain your organization financially?	