

## Business related

## Organization related

## Technical

### Impediments

No adoption

Lack of resources

No demand

Culture  
(conservatism, HW centric)

Recognized technical issues

- Complexity/variance
- Interoperability
- Scale
- Etc.

No global strategy



Solving A affects B



A and B strongly related

Improved supplier network

Better Transparency

Clear Value proposition

Properly scoped use cases

Suitable scope

Concept of Customer Value

Map to strategic goals

Clear stakeholder landscape

Technical solutions

- Broader use of standards
- Etc.

### Enablers