Value Drivers

- **Sustainability**
- **Increased employee satisfaction**
- **Availability of usage data**

Value Nodes

- **FlexSpace Employee**
- **Beacon**
- **Beacon Manufacturer**
- **Beacon Installation Partner**
- **Managers**
- **Employees**
- **Office Usage Application**

Value Exchanges

- **Beacon**
  Manufacturer » Customer
- **Location Information**
  Employee » Beacon
- **Location Data**
  Beacon » Office Usage Application
- **Usage Information**
  Office Usage Application » Manager
- **System Knowledge**
  FlexSpace Employee » Internal IT Depart. / Managers

Value Extracts

- **Installation Process**
  Ex.: Manufacturer » Customer
- **Software Licensing**
  Ex.: Office Usage Application » Manager
- **Provision for installation partners**
  Ex.: Manufacturer » Customer
- **Training fees to learn how to use the Office Usage Application**
  Ex.: FlexSpace Employee » Internal IT Depart. / Managers