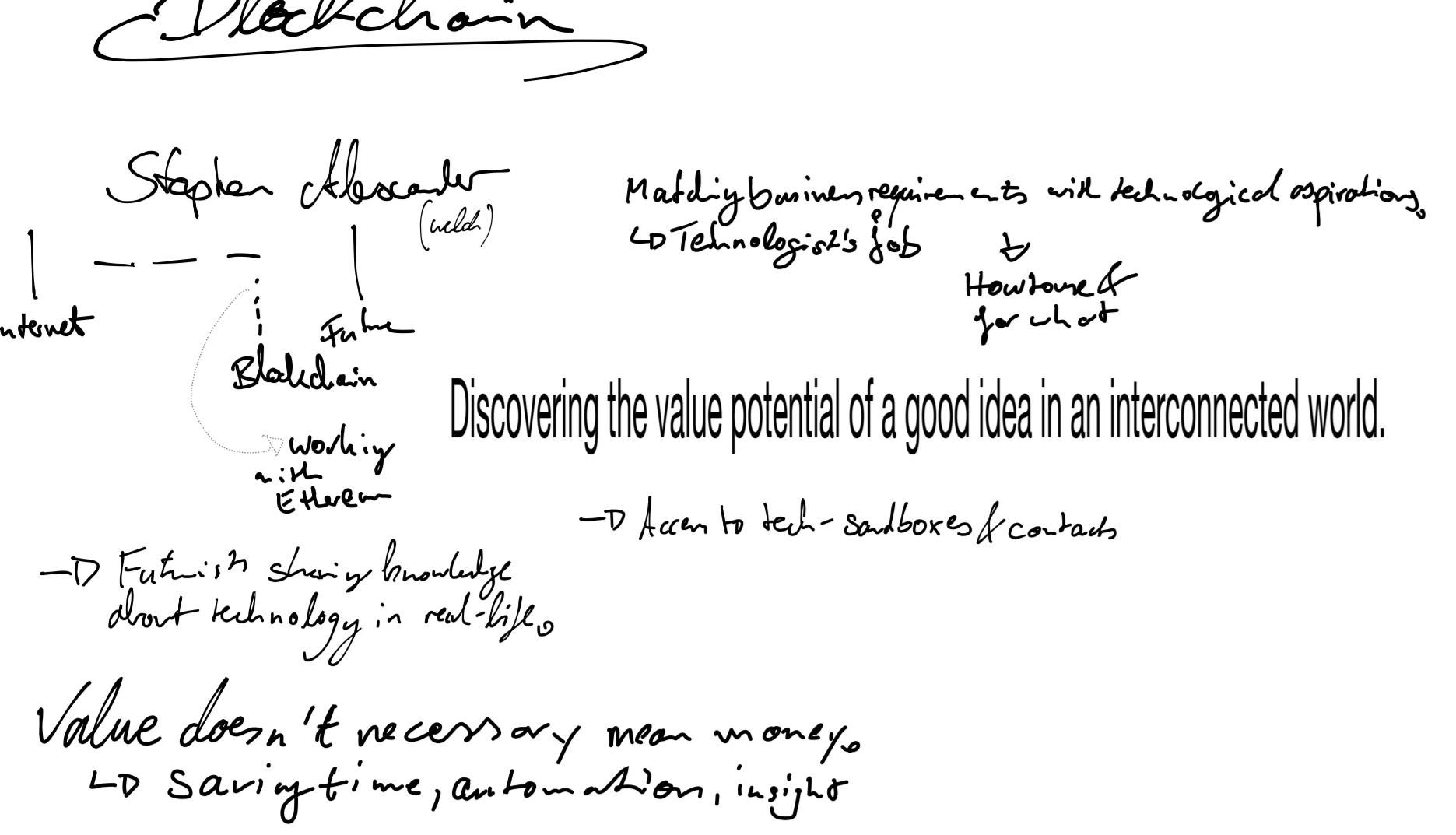


Clients under management



Sustainability

Detail of being off the grid now
 VS. Sustainable in the future.

→ via Beijing, in NY state
 to Stephen Alexander

→ the organization, how to think
 about efficiencies?
 ↓ cost savings in initiatives

Technologists VS. Business managers
 business at
 ↴ what's value?
 implementation is it worth it?
 of sustainable technologies

→ when do we tie to data, log policies' data, how's not data-driven?

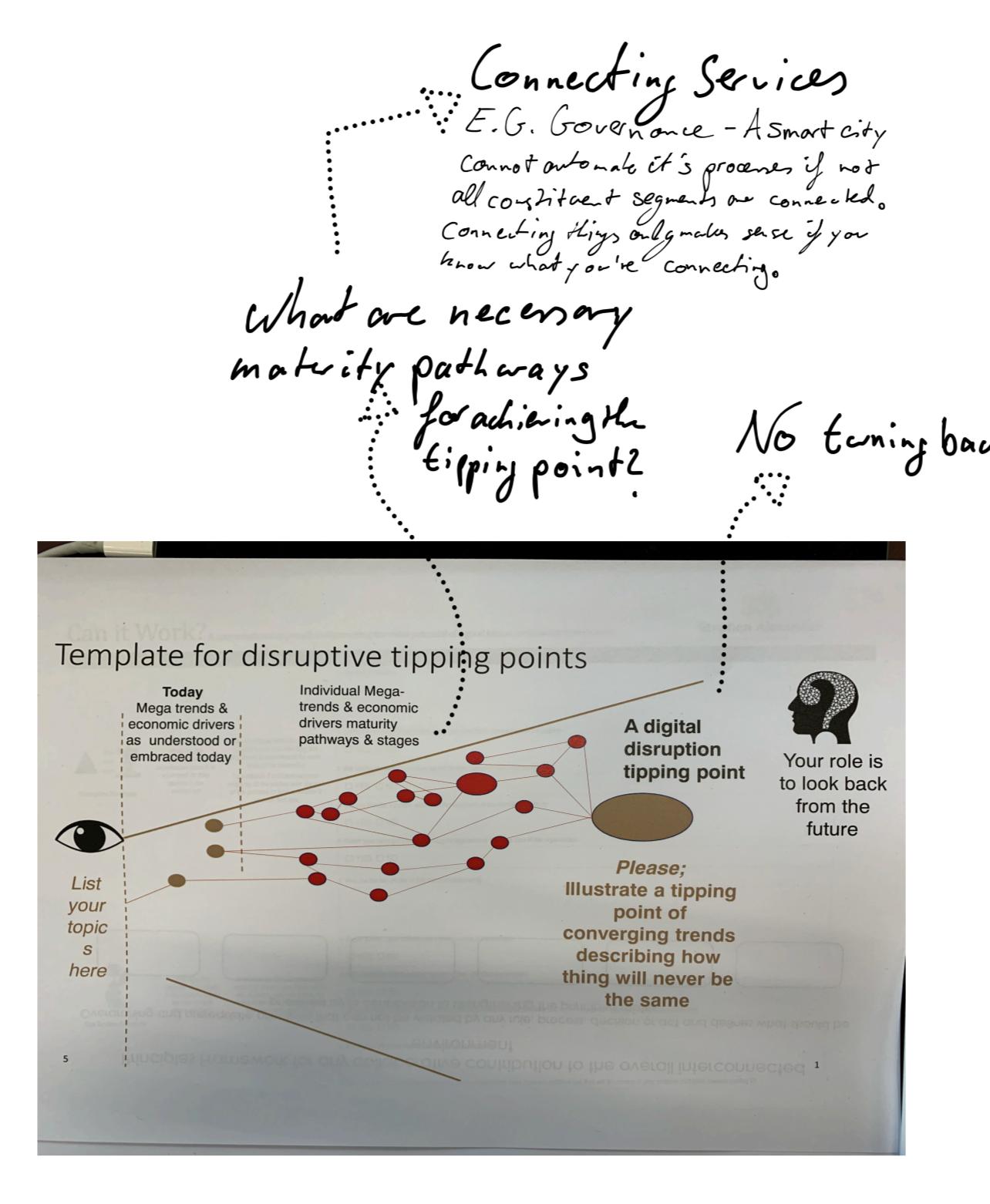
Can it work?

Top-down Approach

- Start at Enterprise, getting to know the problems at hand.
- Is it a problem to focus on?
- Is there a common underlying cause for these problems? (Root cause)
- "Wicked-problem" & "root-cause-problem"
- The pain caused by that root, can it be minimized? → How?
- Everything is broken and disconnected
 - ↳ effect of the whole ecosystem
 - Pain (Issue) → Value → Sustainability
 - Not sustainable | weak → to be low pain | high value

The Principles Matrix

Patient centricity - Relate to care & experiences and being at well-being work to get to an inspired position.



Who are the people/methods you aspire → Identify behavior in Megatrends/systems
 Exponential change needs simply to be linked.

So What? → How can this exponential day be used?

E.G. Electricity? Electricity will become a common commodity, it won't be special anymore, why have corporations for sand communities?

- Understanding Value
- Compliance/Careers
- relationships between people

Consensus & Policing

Policing can only work in risk cases, the police needs to become transparent to ensure "trust" between entities.

→ Why would I cooperate

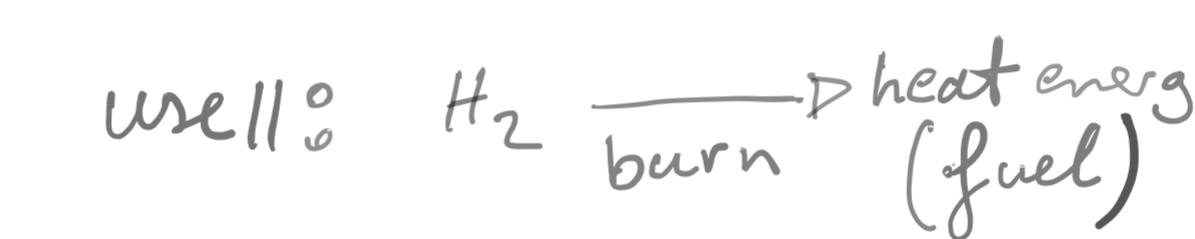
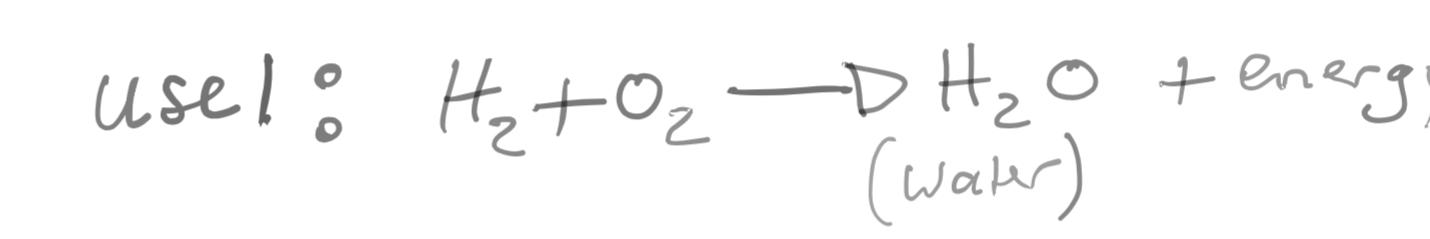
↳ Transparency, accountability

Health bills as IT manager

company closure in the US? → Healthcare unaffordable?

Risk mitigation ←→ Value generation
 Acceptability worth of adoption
 Does it work?
 Comparison to competition

Hydrogen



Problem: No Water, No electricity

Problem: No one will bring water or electricity infrastructure to the sub-sahara rifts.
 ↳ Biggest Sweetwater source of the world

Problem: Organic apple farmers

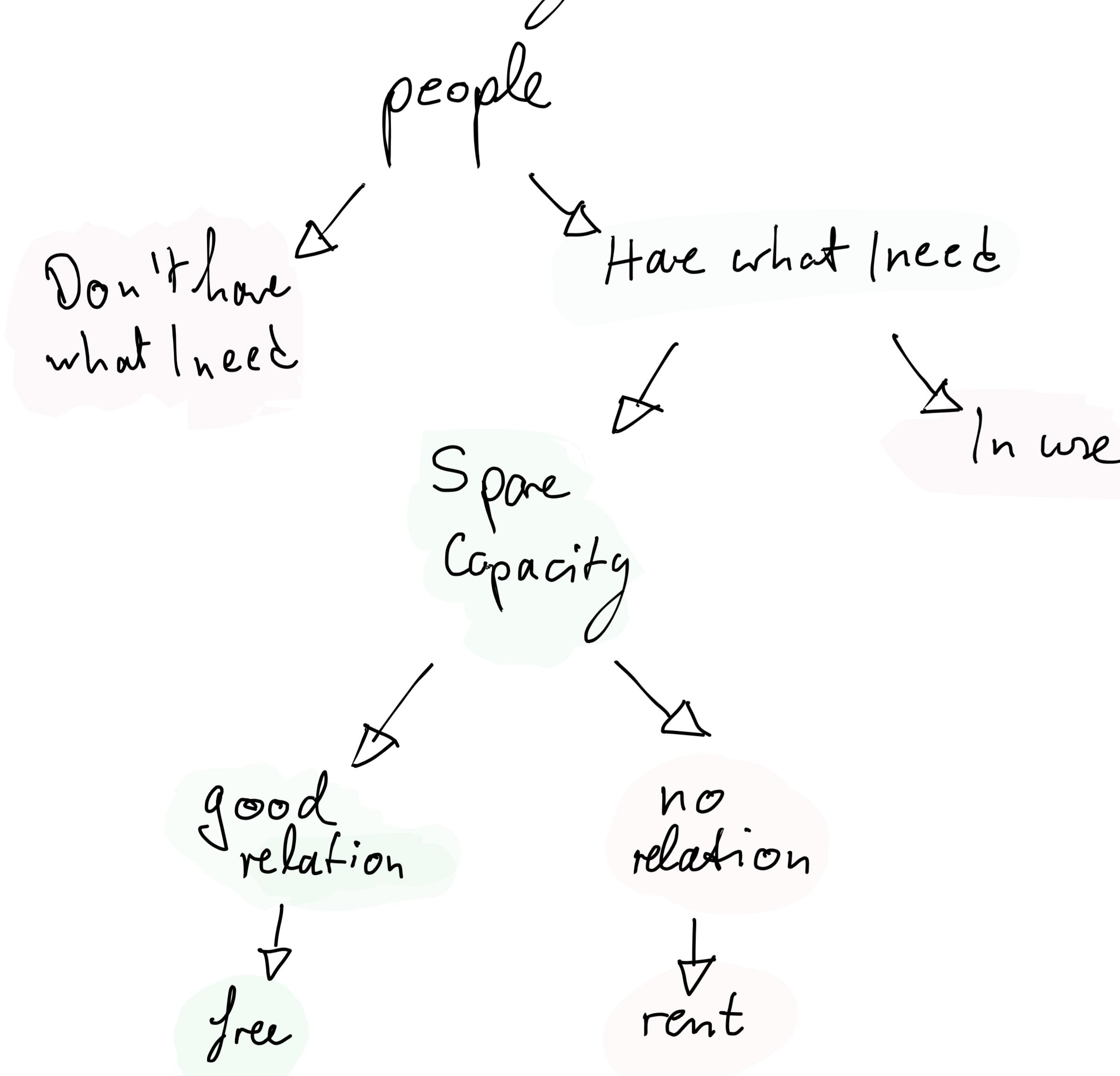
- Tesco takes security from them
- Set margin, no negotiations
- Can't sell
 ↳ why even bother

→ Smart Contracts

↳ directly connect people that have apples with people that want apples.

Problem: I'm missing a cable

→ I have it at home, I don't want to buy a new one



Supply → Smart → Demand Contract

Location Services show nearby Demand

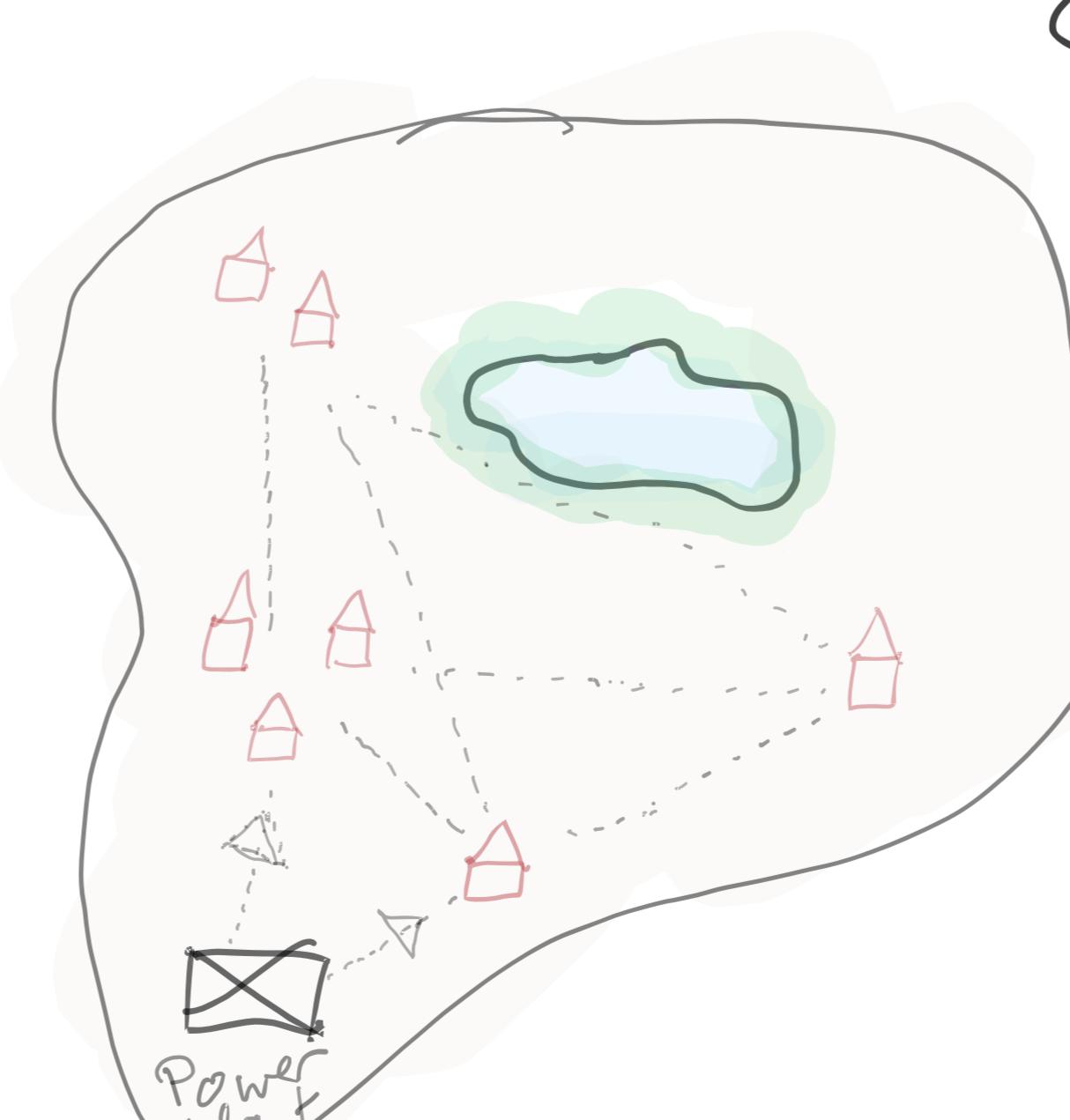
Can it Work? A conversational approach to discovering the value potential of a good idea in an interconnected world

QUESTION	WHAT?	THEIR RESPONSE
1. Client key problem	No Water/Electricity grid/infrastructure	Stephen Alexander
2. To understand what your client's problems are and how they operate in the context of the organization and its environment.	To understand what your client's problems are and how they operate in the context of the organization and its environment.	1. Do the three levels of organization agree with the client's perspective of the problem? X YES □ NO
3. Will solving the client's problem help to resolve the identified key problem?	Will solving the client's problem help to resolve the identified key problem?	2. Will solving the client's problem help to resolve the identified key problem? X YES □ NO
4. Will your client manage support each of the three levels of the organization?	Will your client manage support each of the three levels of the organization?	3. Will your client manage support each of the three levels of the organization? X YES □ NO ↳ Let go of charity work already at hand
5. Who are the parties in the interconnected world?	Who are the parties in the interconnected world?	4. Who are the parties in the interconnected world? X NO ↳ NGOs, individuals, (the Gov., VC's) policy makers,
6. Do the parties agree with the client's perspective of the problem?	Do the parties agree with the client's perspective of the problem?	5. Do the parties agree with the client's perspective of the problem? X YES □ NO
7. Will solving the client's problem help to resolve a common generic problem that is emerging?	Will solving the client's problem help to resolve a common generic problem that is emerging?	6. Will solving the client's problem help to resolve a common generic problem that is emerging? X YES □ NO

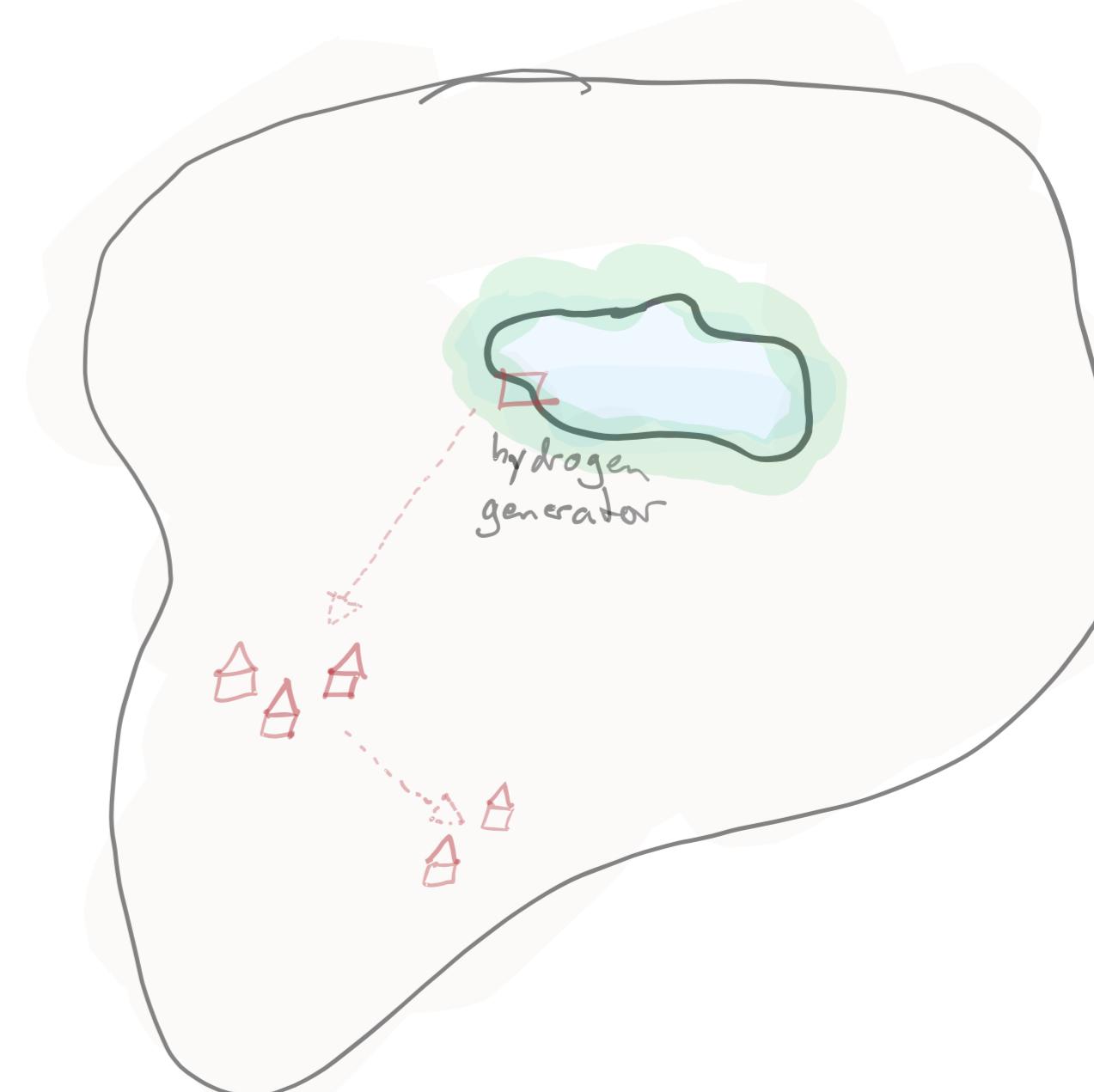
QUESTION	WHAT?	THEIR RESPONSE
1. Client key problem	No Water/Electricity grid/infrastructure	Stephen Alexander
2. To understand the impact of the pain on the organization and its environment.	To understand the impact of the pain on the organization and its environment.	1. Let the types of pain that market an organization as a consequence of the identified problem. ↳ Long-standing, hidden, off-products, B2B, party, stakeholders, long-established operators,
3. Define the characteristics of the identified pain.	Define the characteristics of the identified pain.	2. Define the characteristics of the identified pain. ↳ More customer centric scenarios around 80% of day-to-day business activity and processes ↳ Define the characteristics of the identified pain.
4. To determine the total magnitude of the pain.	To determine the total magnitude of the pain.	3. Define the characteristics of the identified pain. ↳ Let's explore how much pain there is in the organization at the level and to see where the pain is located. ↳ To determine where the pain is located, we need to understand the nature of the pain & the characteristics required to address the pain.
5. To determine the total magnitude of the pain.	To determine the total magnitude of the pain.	4. Define the characteristics of the identified pain. ↳ To determine the total magnitude of the pain.
6. To determine the total magnitude of the pain.	To determine the total magnitude of the pain.	5. Define the characteristics of the identified pain. ↳ To determine the total magnitude of the pain.
7. To determine the total magnitude of the pain.	To determine the total magnitude of the pain.	6. Define the characteristics of the identified pain. ↳ To determine the total magnitude of the pain.

QUESTION	WHAT?	THEIR RESPONSE
1. Using the description of the "trig" try to compose a paragraph (or two) that would explain how the action of the "trig" would address the common problem(s) to the other players by reducing the common pain.	A Good Trig	Using the description of the "trig" try to compose a paragraph (or two) that would explain how the action of the "trig" would address the common problem(s) to the other players by reducing the common pain.
2. Using the identified hot spots to illustrate how the trig will reduce the magnitude of pain to each of the operational players.	Value Proposition	Using the identified hot spots to illustrate how the trig will reduce the magnitude of pain to each of the operational players.
3. Elaborate on the observations that addressing these problems will also assist the organization and/or identified the eco-like world it has or gets to where it needs to be faster and better.	Value Proposition	Elaborate on the observations that addressing these problems will also assist the organization and/or identified the eco-like world it has or gets to where it needs to be faster and better.
4. During the conversation you discuss what the implications are of the total magnitude of pain to the organization or in the case of a scenario the amount of pain to a group of operational players.	Value Proposition	During the conversation you discuss what the implications are of the total magnitude of pain to the organization or in the case of a scenario the amount of pain to a group of operational players.
5. To discuss any tangible reasonable steps for assessing the value of addressing the pain and include these observations in to your good list which will result in the beginning of a value proposition.	Value Proposition	To discuss any tangible reasonable steps for assessing the value of addressing the pain and include these observations in to your good list which will result in the beginning of a value proposition.
6. Define the magnitude of pain for each spot & the option or options of the mitigation to each party/pain to the organization.	Value Proposition	Define the magnitude of pain for each spot & the option or options of the mitigation to each party/pain to the organization.

Set up



Tony/
Conventional



Decentralized