



Agile Ecosystem: The Win-Win Matrix

Step 1: partners introduce data in an online form

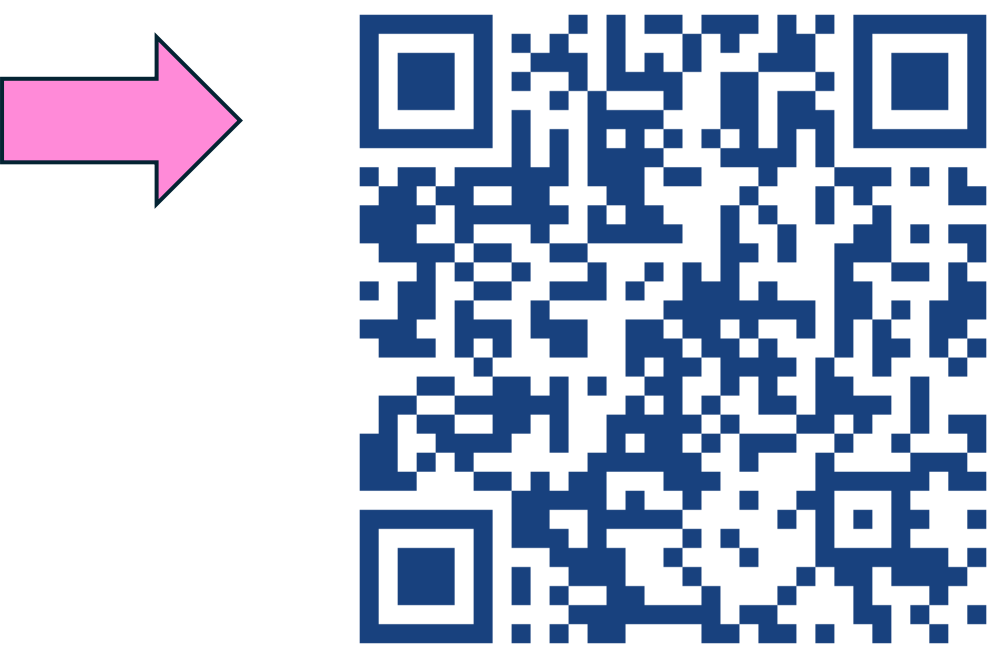
New Way to a Sustainable Transformational Educational Program (101083210) **NEWSTEP** Co-funded by the European Union

ECOSYSTEM PLATFORM

The name, email address and photo associated with your Google Account will be recorded when you upload files and submit this form

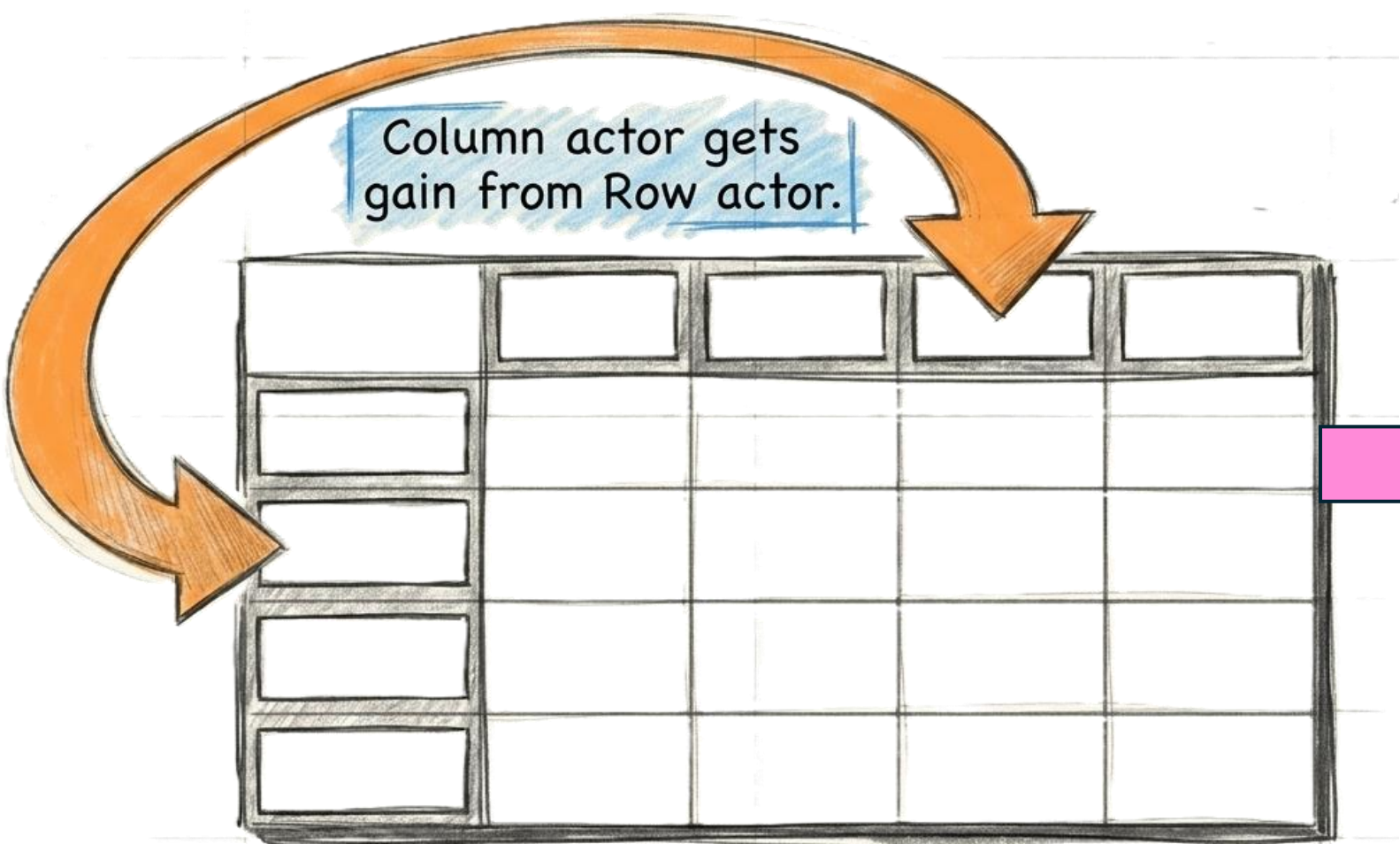
Name of stakeholder

Your answer



Online form

Step 2: partners read/meet the information to others



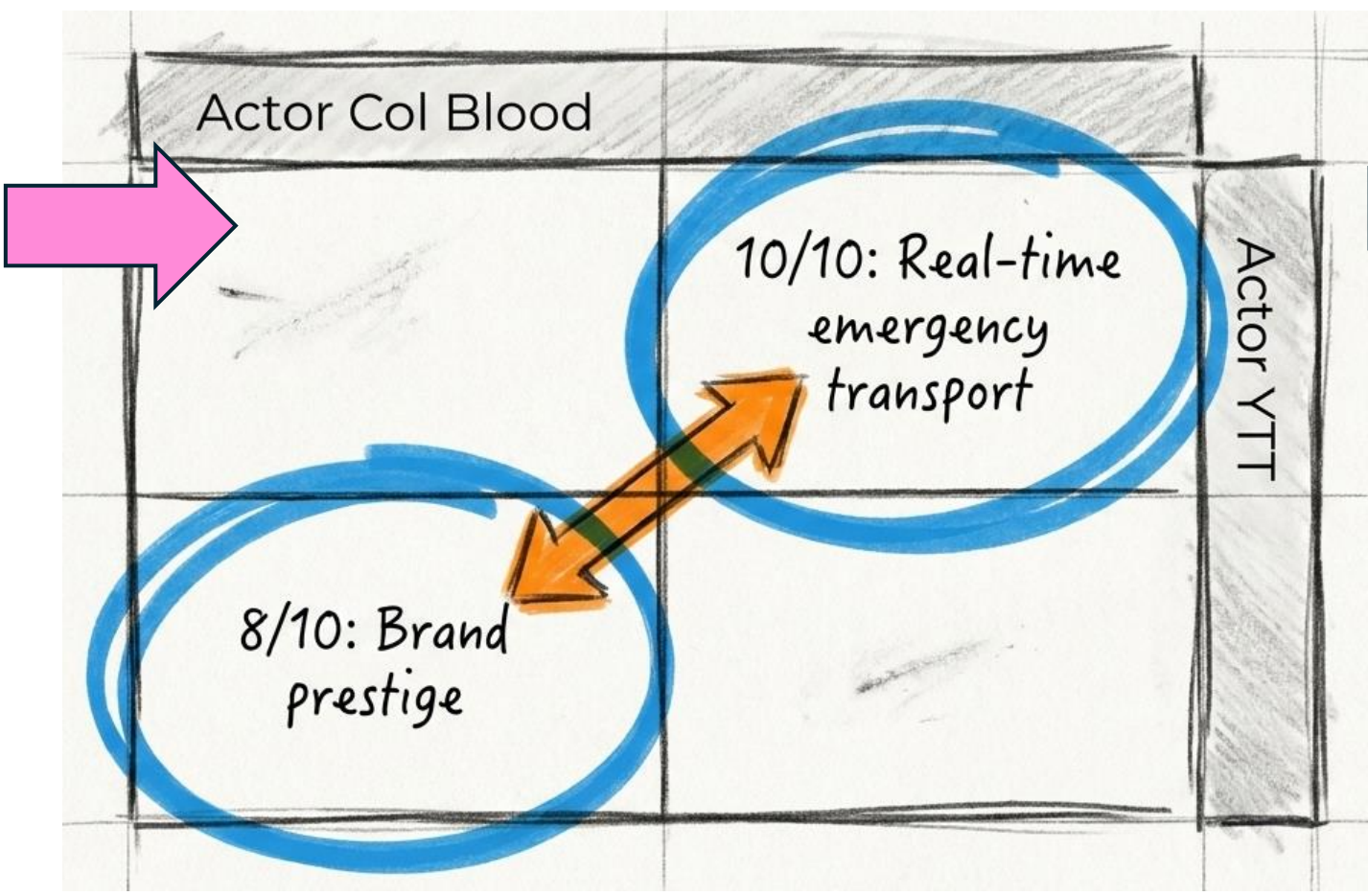
Decide the win that you can obtain from the other partner if we join to work together

Step 3: When the matrix is filled you can decide what partners can create win-win connections

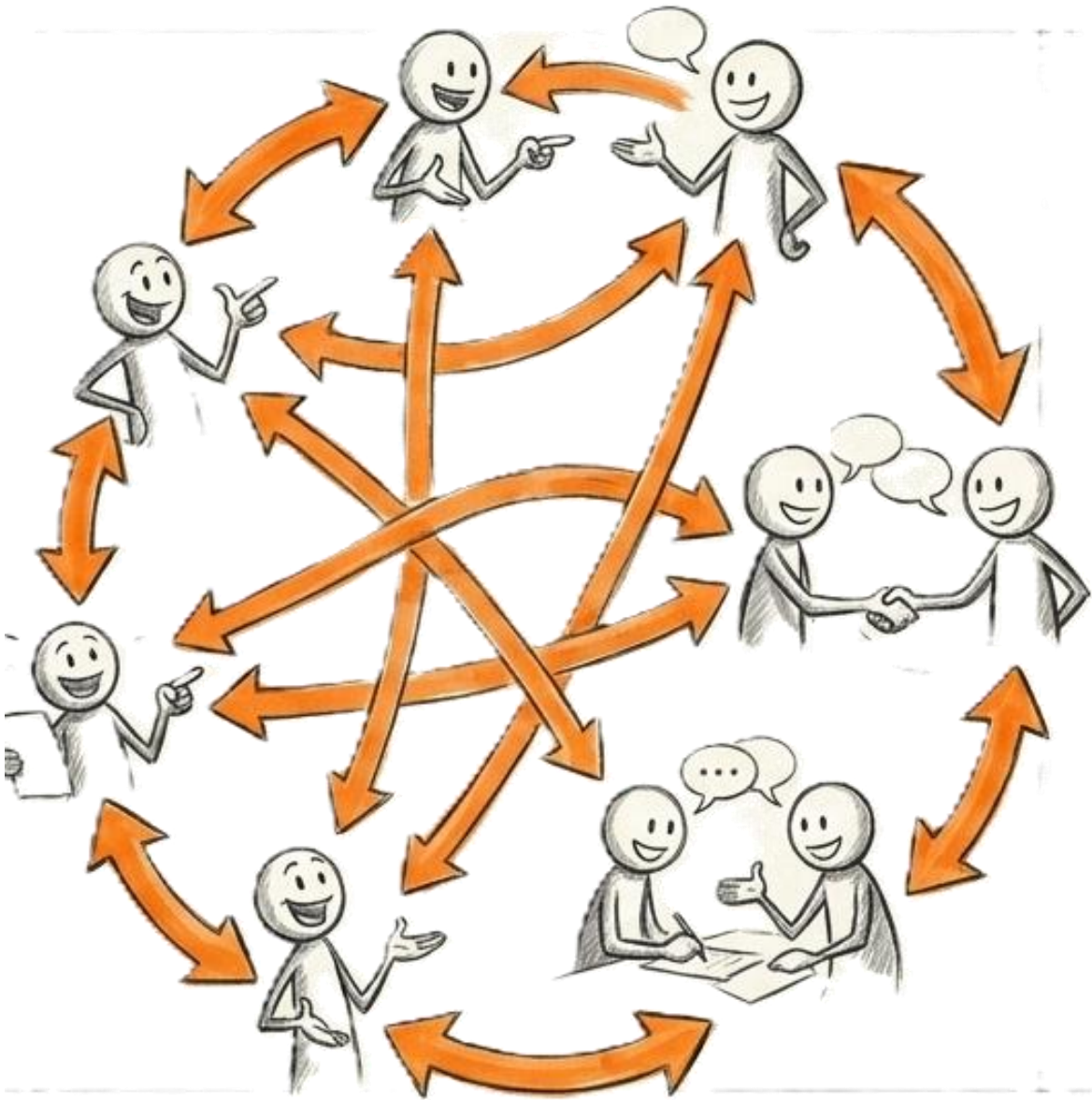
	1	Actor A	Actor B	Actor C	Actor D
2	Actor A		A	C win with A	D win with A
	Actor B	A win with B		A	A
	Actor C	A	B win with C		A
	Actor D	A win with D	A	A	

Only iterations that exceed the threshold determined by the workshop organisers will be linked.

Step 4: Two values of high synergy between two start-ups means a win-win connection



The connection is done... start to work together.



Repeat until you create a win-win network