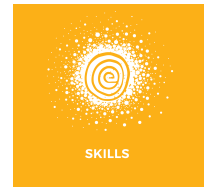


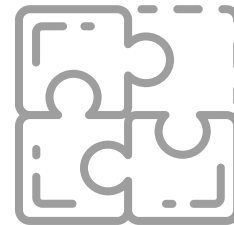


KEY PARTNERS



1. Create a table with the following columns:

- a. Supplier
- b. Financier/Investor
- c. Activities Partner
- d. Resources Partner



You may add columns of partners as you see fit in line with your enterprise and the specific value you offer.

2. Under each Partner Column, identify all the key partners that will assist you in delivering value to your customers. It's important to be specific - include details such as names and contact details of your partners so that you can begin a database of your Key Partners

