

Business Models for Delivering Technology and Innovation-based Services

Presented by
Larry Trammell
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AGENDA

- INTRODUCTION
- GOVERNMENT SERVICES MARKET
- BUSINESS MODELING



TECHNOLOGY & INNOVATION-BASED SERVICES

- TECHNOLOGY SERVICES
 - COMMODITY
 - TENDS TOWARD LOW COST, TECHNICALLY ACCEPTABLE AWARDS
- INNOVATION-BASED SERVICES
 - HIGH VALUE – HIGH SKILL
 - TENDS TOWARD BEST VALUE AWARDS



BUSINESS MODELS

- SET OF BUSINESS LOGIC THAT DRIVES VALUE TO THE ENTERPRISE
- RESULTS IN PROFITABLE AND SUSTAINABLE REVENUE STREAM
- PRICING OF SERVICES



COMPETITIVE AWARDS

- DESIGN TO PRICE
- FLEXIBILITY AND INNOVATION
 - ONE SIZE DOES NOT FIT ALL



COST & PRICE ANALYSIS

- CUSTOMER
- COMPETITOR
- COMPANY



CONCLUSION

- SMALL COMPANIES ARE MORE ADEPT TO OFFER INNOVATION AND FLEXIBILITY IN BUSINESS MODELS
- BIG COMPANIES NEED TO LEARN TO ACT SMALL IN THESE WAYS
- SMALL COMPANIES NEED TO LEARN TO ACT BIG IN EVALUATING WHAT BUSINESS MODELS TO APPLY

