

Collaboration & Competition

- Why:

- To offer a complete solution to the customer
- To offer a greater capacity than 1 company can offer
- To get really close to the customer
- To get better leverage with suppliers
- Raise the standards of quality, safety, etc... (Barrier to entry)





Collaboration & Competition

- Ingredients:

- Challenge or Opportunity
- Facilitation agent
- Free flow of information



Connecting you to opportunity

