

Who are the

customers of

the industry?

different

Who are the

suppliers that

vendors &

serve the

industry?

Score

What best

common

knowledge

exist in the

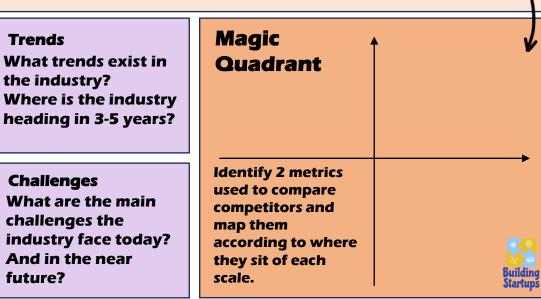
industry?

practices and

to entry that prevent newcomers to enter the industry? Legislation What legislation govern the industry? What standards and rules apply?

Barriers to Entry

What are the barrier



Identify each of the comparison parameters used in the industry Put each of them as an item on the x-axis

Now give each competitor a score in each parameter and plot the value curve for each

This is a great tool to identify unmet needs and new value drivers in an industry.

Comp. Parameter

Strategy Canvas

