



OpenLMIS Workshop Follow Up

FEBRUARY 12, 2019

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Brief Recap: January Workshop

Overview

- Joined by 21 members of the OpenLMIS community on January 29, 2019 on the phone and in Washington, DC – thank you!
- Presented Phase 1 findings: culmination of desk research, stakeholder interviews, stakeholder mapping, and market sounding
- Established core attributes that are most important for future state
- Reviewed and evaluated 8 theoretical constructs for OpenLMIS sustainability

Materials

The following materials were posted on the Wiki page [here](#):

- Presentation
- Notes
- Recorded sessions
- Photos
- Pre-meeting materials

OpenLMIS Core Attributes

Based on feedback collected at the January Workshop

Customer	Product	Partners	Pricing Model
<ul style="list-style-type: none">• Remain a solution for low- and middle-income countries• Focus on public health first, then adjacent markets• Be available to humanitarian, agriculture, or other sectors	<ul style="list-style-type: none">• Open-source• Automate paper systems• Improve delivery of vaccines and medicines	<ul style="list-style-type: none">• Strengthen the capacity of local and regional partners	<ul style="list-style-type: none">• Free to governments• Have a model for paying customers

Business Model Selection

An analysis of:

- Workshop scores
- Individual scorecard feedback
- Satisfaction of core attributes
- Small and large group discussions
- Pros/cons and feasibility based on interviews and desk research
- Conclusions based on market sounding observations and interviews

OpenLMS Post-Workshop Business Model Analysis – Page 1
Resonance Global (February 2019)

Business Model	Description	Feedback by #s	Pros	Cons	Summary
1. Partner Network	OpenLMS becomes a new and independent entity offering its software through a network of partners. Note: More like COTS model.	Score: 3.77 Satisfaction of Core Attributes: 6 3 6	<ul style="list-style-type: none"> Increased incentives Similar to current model, change would be less dramatic with partner network 	<ul style="list-style-type: none"> Needs enforcement Very similar to current model Assumes product improvement / innovation Needs a way to capture revenue, e.g. Tier 3 help desk Unclear how enhancements would be covered 	Highest scoring, but very similar to current and only somewhat satisfies core attributes.
5. Supply Chain Partners – Pay for Access	Offer transport companies and pharmaceutical suppliers access to the supply chain through a membership fee.	Score: 3.55 Satisfaction of Core Attributes: 3 1 6	<ul style="list-style-type: none"> Suppliers could be program-specific (e.g. vaccine/HIV diagnostics) 	<ul style="list-style-type: none"> Unclear what the value of the data is and how many / what type of clients would be interested MoH less likely to be supportive 	Only business model that two groups said "absolutely" satisfies core attributes (green).
7. Open Source Tiered Model	Tiered implementation, basic version is fully subsidized and customized versions are donor and/or government funded.				

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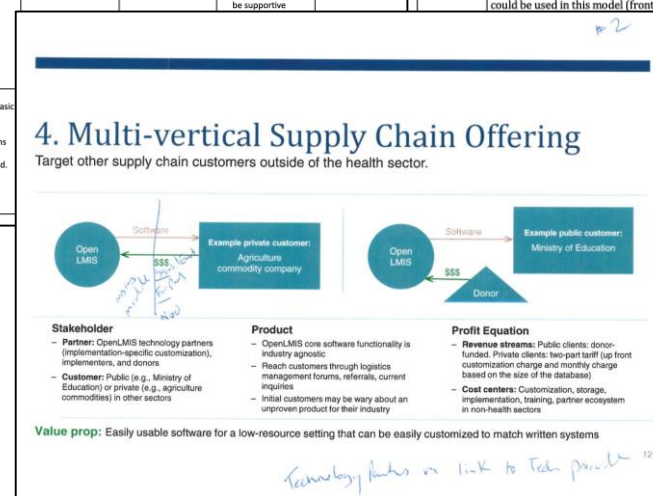
Group #: _____

Business Model Scorecard
OpenLMS Workshop – January 29, 2019

Business Model #1: Partner Network
As a group, please use the scorecard below to evaluate the current OpenLMS business model.

Focus Area	Statements	Score				
		1 Strongly Disagree	2 Disagree	3 Neutral	4 Agree	5 Strongly Agree
Customer	Customers would be interested in this product.	1	2	3	4	5
	Customers are ready for and need this product.	1	2	3	4	5
	Customers are likely to pay for a product like this.	1	2	3	4	5
	The current features and workflows could be used in this model (front end).	1	2	3	4	5

Legend: ■ Not at All ■ Somewhat ■ Absolutely



Tallying Votes

Ranking & Score		Name of Business Model	Desired Impact
1	3.77	1. Partner Network	0 green, 3 yellow , 0 red
2	3.55	5. Supply Chain Partners – Pay for Access	2 green , 1 yellow , 0 red
3	3.52	7. Open Source Tiered Model	1 green , 2 yellow , 0 red
4	3.25	3. Bundled Software Offering	0 green, 2.5 yellow , 0.5 red
5	3.22	4. Multi-vertical Supply Chain Offering	1.5 green , 0.5 yellow , 0 red
6	3.17	6. Collective Impact for Health Data	1 green , 2 yellow , 1 red
7	2.56	8. Licensed Software	0 green, 0 yellow, 3 red
8	1.90	2. Training / Implementation as a Service	0 green, 1 yellow , 1 red

Business Model Selection

Our process:

- Removed several theoretical constructs reviewed during the workshop
- Determined elements (from the constructs) that are required for sustainability in a future state
- Took these elements and decided to look at future state through a customer-centric lens of two options

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Thank You!

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