

THE **ONE HOUR**
STAKEHOLDER LEADER

02

"It's always impossible, until it's done"

- NELSON MANDELA

**THE RAPID
STAKEHOLDER LEADER**

*How to Become the
Stakeholder Leader Rapidly*



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Executive Summary

Congratulations, for accessing the action guide for becoming the stakeholder leader rapidly.

This action guide helps to become the stakeholder leader rapidly starting with establishing strategic relationships with your key customers.

Take one hour to read the action guide and get started to implement the action-oriented strategies rapidly.

If you want to create, deliver and capture value in the digital age, you can create online business models that make you deliver your goal rapidly.

That's why we've created this breakthrough business modelling strategy to help you achieve your goal rapidly and sustainably.

How to Become the Stakeholder Leader Rapidly and Sustainably – Customers

Business Case: Industrial Gas Industry

You'll understand the way to create, deliver and capture value from consulting selling to your most innovative stakeholder-customers.

You'll learn:

- How to create the business model to become the stakeholder leader
- How to transfer your business model into strategic partnerships with your key stakeholders rapidly
- How RapidKnowHow can assist you to get started quickly

Wish you all success in becoming the digital leader in your sector by start establishing a strategic partnership with your most innovative customers.

Josef David



Action Guide to Become the Customer Leader Rapidly

How to Become the Stakeholder Leader Rapidly and Sustainably – Customers; Business Case : Industrial Gas Industry

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1. The Value Process

The value process highlights how to create, deliver and capture value.

2. The Business Model

The business model provides the tool for creating, delivering and capturing value from your target clients

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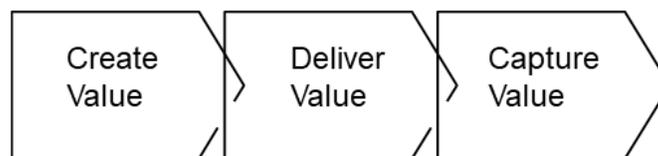
Step 1 – Create the Value Process

Becoming the stakeholder leader rapidly in the industrial gas sector is an effective way to build global leadership.

Here is the business model that turns your goal into the business model that highlights how you create, deliver and capture value.



Become the Digital Leader Rapidly The Value Process



www.rapidknowhow.com



Creating Value

Providing a digital solution for optimizing total cost of ownership of the entire industrial gas supply chain

Delivering Value

Demonstrating a business case on how to optimize the total cost of ownership of the industrial gas supply modes (cylinders, pallets, bulk, on-site)

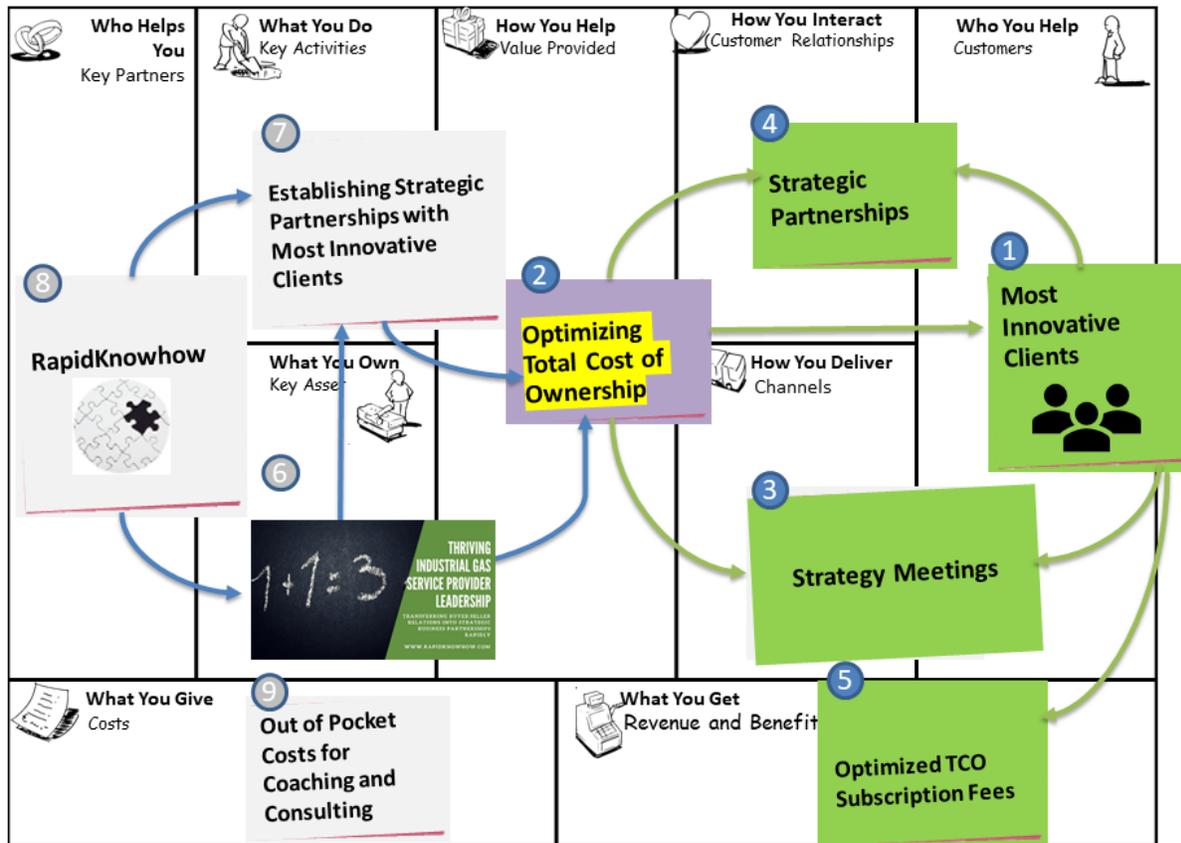
Capturing Value

Capturing value from cash-flow optimization



Step 2 – Create the Business Model

* The Stakeholder Leader – Become the Stakeholder Leader in the IG Sector



Customer Segments: Who needs your value proposition

Your goal is to enter into a strategic partnership with your most innovative stakeholders.

By partnering with your most innovative stakeholders, you are ensuring strategic leadership for your business.

You will select the strategic stakeholders according to the following criteria:

1. Dynamic sector (mobility, robotics, environment, healthcare)
2. Market leader in the sector
3. Long-term, successful relationships between your company and the key people of the selected future strategic partner.



Value Proposition: How we provide value

Their value proposition is to guarantee the optimization of the entire supply chain process.

This measure ensures the lowest total cost of ownership of the entire supply chain.

You will set up a program with your strategic partners to achieve this challenging goal.

Channels: How we deliver value to our target clients effectively

The most effective channel to demonstrate your competence to the target people is to organize a strategic meeting.

You'll present a business case that reflects the current situation of the company and demonstrates the improved cash flow (short term and medium term) through the proposed measures.

Customer Relationships: How we interact

If you want to optimize the total cost of ownership of the entire supply chain across companies.

It is necessary to set up a program in which both partner companies are represented by the top management as a steering group. The program management is carried out by experienced key account managers.

Revenue: How we capture value

The goal is to save the TCO of the entire supply chain. The savings will be split between the partners 50:50.

This is a fair measure that prevents lengthy discussions and negotiations that unnecessarily slow down the process.



Key Resources: How we manage our value delivery

The key asset is your program: Optimizing the TCO of the Entire Supply Chain.

This program is your strategic asset that brings your business into the partnership.

Key Activities: How we create value

The most important activity is the establishment of strategic partnership with your key stakeholders.

This measure secures the long-term stakeholder value.

By demonstrating the specific value of the program: Optimizing the Total Cost of Ownership of the Entire Supply Chain in a strategic meeting to the prospective partner.

Key Partners: Who helps us

RapidKnowHow offers the program: Establishing a strategic partnership with your most innovative stakeholders.

We can help your key people select the most innovative stakeholders, prepare the presentation of your program, and help them implement it.

Costs: What we spend

The out of pocket costs for you are the one-time license fee for the program as well as the consulting costs for the coaching of your employees.



Step 3 – Get Started

Now you can start your activity.

You can use our practical guide to discuss this strategic opportunity with your top management colleagues.

I wish you every success in the implementation of The Stakeholder Leadership Success Program. *Josef David*

Tool to Use

RapidKnowHow created the Thriving Stakeholder Leadership solution to help industrial gas companies to thrive stakeholder leadership rapidly.

To Your Success – Josef

Thriving Stakeholder Leadership – Business Case: Industrial Gas



<https://www.rapidknowhow.com/innovagas-thriving-stakeholder-leadership/>



About the Author



Josef David is the founder and managing partner of RapidKnowHow.com. He specialises in creating digital leadership strategies and related products for companies and leaders who want to thrive digital transformation rapidly and sustainably.

He has more than 15 years of experience in crafting digital strategies and creating digital programs for various industries.

He started his digital journey 2000 with implementing eBusiness in a DAX 30 company as Senior Vice President eBusiness.

He is married to a wonderful partner in life: Irena, the proud father of two sons and the playing grandfather with two lively children.



RapidKnowHow



RapidKnowHow is specialised in creating and promoting innovative breakthrough strategies and business models for digital leaders.

Visit us: www.rapidknowhow.com