

Value Matrix

How will your solution impact the Health Center?

<i>Solution:</i>	Human	Social	Intellectual	Financial
Fiscal Value				
Mission Impact				
Short Term Impact				
Long Term Impact				
Opportunity Cost what happens if you don't do it?				

Your Financial and Outcomes Story:

Value Proposition Guiding Questions

Compelling Problem to You & Your Health Center

What are your (and your Health Center's) concerns & motivations?

How Your Solution Provides a Result & the Outcomes Sought

Consider specific outcomes, target pop., track record and cost savings.

Why Your Solution is Better than Alternative Approaches

What financial, intellectual, social & human capital strengths can you offer?

Support & Resources You Need

What capacities and investments are required, both financial and non-financial?