Value Chains

Work through potential value chains to estimate the potential value of your solution.

team/project

	example	1	2	3	4
What is one thing that would improve with your solution? If that isn't easily converted to value, what other measure will that impact? Continue this chain until you get a measure that you can value.	Increases patient satisfaction ▼ More likely to show for visit ▼ Reduces no show rate ▼	▼ ▼ ▼	▼ ▼ ▼	▼ ▼ ▼	▼ ▼ ▼
How is that valued in your organization? ($/qty or total $)	No shows in primary care cost us $60k a year.				
What percentage or quantity could your solution impact?	We could reduce 3 or 4 in ten no-shows with this solution				
Potential financial impact of your solution	$20k – $30k per year				