|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Key Partners** |  | **Key Activities** |  | **Value Proposition** | | |  | **Customer Relationships** |  | **Customer Segments** |
| Northland Healthcare  St. Alexius Tech  Department  CAH’s  HIT Software Vendors  Clinics  Nursing Homes | Infrastructure Consulting   * Network Design * Firewall and Security * Redundancy & Recovery * System Monitoring and Maintenance   Offsite Management  Technical Assistance  Web Development  Position Recruitment and Training  EHR Exchange  Interface Engineering and Application  Microsoft Exchange Implementation and Service  Supply Chain Management | Continuity of Services  One Source Service  Group Contracting  Quick Response Time  Lower Costs for Services  Expanded Knowledge  Base  Healthcare Background  And Understanding  Shared Ownership  Centralized Structure  Alternative Funding Sources. | | |  | Shared Learning  Shared Costs  Higher levels of Services  Increased Employee  Satisfaction and Morale  Improved Relationship Among Members and Partners |  | Electronic Health Records  HIT Systems Installation and Maintenance  Internet Exchange  Web Development and Maintenance  Server Maintenance  Supply Chain System |
|  |  |  |  |
| **Key Resources** |  | **Channels** |  |
| Funding  Network Expertise  Membership and Staff  Hardware  Location  Detailed Plan |  | Governance by Board and Steering Committee  Collaborative Effort  Web Portals  Virtual Networking  On-site Management  Options |  |
|  | | | | | | | | | | |
| **Cost Structure** | | | | |  | **Revenue Streams** | | | | |
| Budgets  Equipment Purchases,  Operational Costs | | | | | Dues  Services Fees  Grants  Reimbursement for Costs, Employees | | | | |