|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Key Partners** |  | **Key Activities** |  | **Value Proposition** |  | **Customer Relationships** |  | **Customer Segments** |
| Northland HealthcareSt. Alexius TechDepartmentCAH’sHIT Software VendorsClinicsNursing Homes | Infrastructure Consulting* Network Design
* Firewall and Security
* Redundancy & Recovery
* System Monitoring and Maintenance

Offsite ManagementTechnical AssistanceWeb DevelopmentPosition Recruitment and TrainingEHR Exchange Interface Engineering and ApplicationMicrosoft Exchange Implementation and ServiceSupply Chain Management | Continuity of ServicesOne Source ServiceGroup ContractingQuick Response TimeLower Costs for ServicesExpanded KnowledgeBaseHealthcare BackgroundAnd UnderstandingShared OwnershipCentralized StructureAlternative Funding Sources. |  | Shared LearningShared Costs Higher levels of ServicesIncreased Employee Satisfaction and MoraleImproved Relationship Among Members and Partners  |  | Electronic Health RecordsHIT Systems Installation and MaintenanceInternet ExchangeWeb Development and MaintenanceServer MaintenanceSupply Chain System  |
|  |  |  |  |
| **Key Resources** |  | **Channels** |  |
| FundingNetwork ExpertiseMembership and StaffHardware Location Detailed Plan |  | Governance by Board and Steering CommitteeCollaborative EffortWeb PortalsVirtual NetworkingOn-site Management Options |  |
|  |
| **Cost Structure** |  | **Revenue Streams**  |
| BudgetsEquipment Purchases,Operational Costs | DuesServices FeesGrantsReimbursement for Costs, Employees  |