

WORKSHEET

Latent network of innovation

To innovate more effectively, quickly and powerfully, take advantage of a network of suppliers, collaborators, partners and, why not, competitors.

STEPS

- 1 Identify external collaborators.** Reflect on the people, companies or institutions external to yours, with which you have historically been able to collaborate to develop a new activity or project of your company. Also reflect on some that you have not yet collaborated, but you might be interested in collaborating.
- 2 Identify knowledge and skills.** Of these external collaborators, reflect on their knowledge and potential, as well as on their weaknesses. Identify which of these knowledge could be useful for you to develop present or future projects.
- 3 Create your list of potential collaborators.** Include all these potential collaborators in a list of contacts that describes their characteristics and potentialities. They are your latent network of innovation. (see, next page attached worksheet)
- 4 Make this latent network accessible to your entire organization.** Keep this list of external contacts, your latent innovation network, in a place accessible to all those members of your company who develop or will develop innovation projects.

... and when the need to develop an innovation project arises:

- 5 Activate your network.** Every time you have or are considering the development of an innovation, ask yourself if any member of your innovation network could help you to develop the project more powerfully.
- 6 Bring external teams into your innovation teams.** If you identify an external team (supplier, company or institution) that could make your innovation project more powerful, contact them, propose the project, negotiate their participation and innovate together.

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Use this fact sheet to register your potential external innovation collaborators (the "official ones"). Make this network accessible to your internal innovation teams. Whenever a project is proposed, ask yourself if collaborating with a member of this network could implement the project more effectively, quickly and powerfully.

Name Collaborator of your innovation	Knowledge/skills/what it could help with	Areas of Collaboration	Top experiences with us/others	Information and contact persons