

**Generating Value By Opening Up:
A Step-by-Step Practical Guide**

Open Source Business Models

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OPEN SOURCE CIRCULAR ECONOMY days



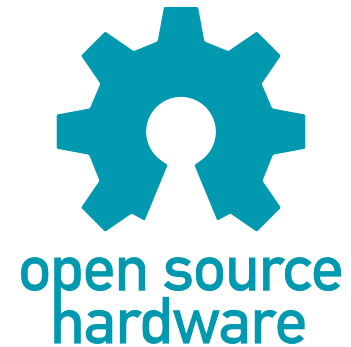
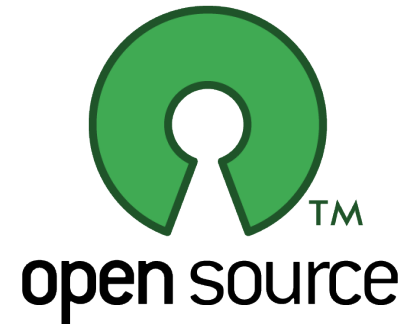
oscedays.org



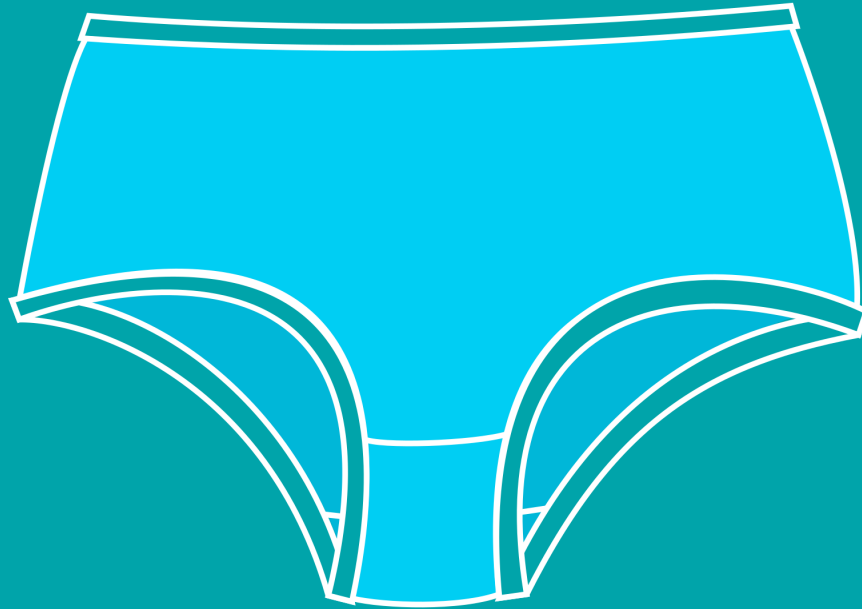
Since 2015: 100+ locations across the globe

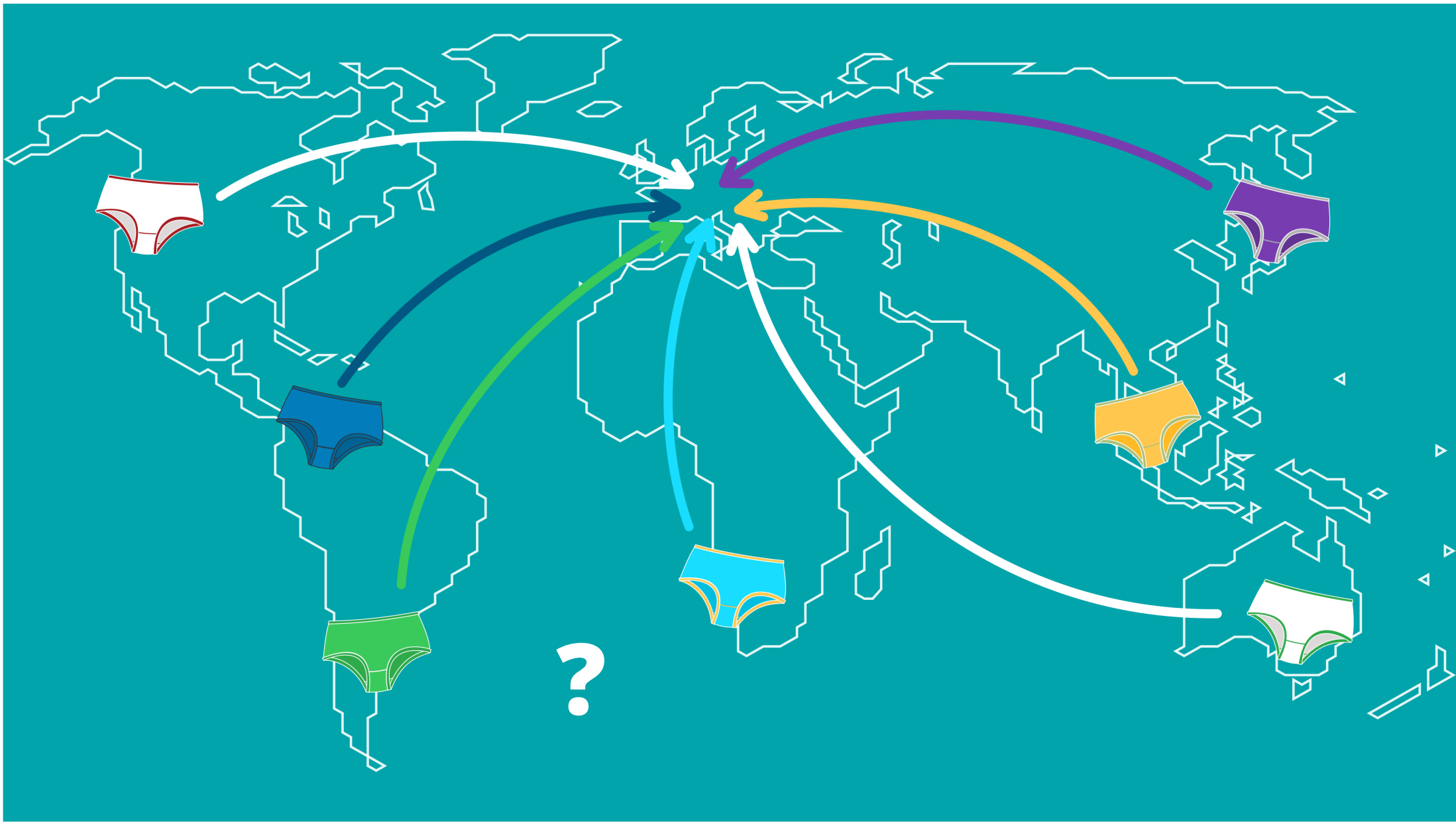
Open Source as the key to the **Circular Economy**

- * Enables Transparency &
- * Distributed Forms Of Collaboration
- * Needs to be there from the Start!



‘100% Recyclable Underwear’







centralised



decentralised



distributed

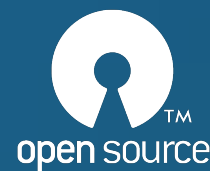
enables
circularity



enabled
with open source

Open source hardware is hardware whose design is made publicly available so that anyone can **study, modify, distribute, make, and sell** the design or hardware based on that design.

oshwa.org/definition



But How To Make

Business With Open Source?

Full Online Course at:

oscedays.org/b1

Open Platform Design Flowchart vs 0.2

For Instructions go to oscedays.org/b1 or bloglz.de/b1

Project or Company:

You	The Network/Ecosystem
1 OPEN UP <i>What assets to open?</i>	2 ENABLED ROLES & ACTIONS <i>What can others do with it?</i>
3 YOU BENEFIT <i>How can you benefit from the roles and actions?</i>	4 THE NETWORK BENEFITS <i>How can the roles benefit?</i>
Exchange Streams	
5 CHANNELS FOR EXCHANGE <i>Where is exchange happening, and what gets exchanged?</i>	6 VALUE EXTRACTION <i>What income sources do you activate for you?</i>

Your Business

1. OPEN UP YOUR ASSETS

Which assets do you have?

DESK

BUILDING
PLAN

WORKSHOP

3. YOUR BENEFITS

How do/can you benefit from what others can do with the open assets?

SELL
DESKS

OPEN
INNOVA-
TION

MARKETING
ATTENTION

NEW
NETWORK

Your Network

2. ENABLED ROLES & ACTIONS

What can your network do with the open assets?

CONSUMERS

RESELLERS

TEACHERS

DESIGNERS
+
INNOVATORS

DIY-
HOBBYIST

4. NETWORK BENEFITS

How does/can your network benefit?

BUY +
RESELL
DESKS

CREATE
+ SELL
DESIGNS

EDUCATION

NETWORK

Exchange Stream

5. CHANNELS FOR EXCHANGE

Where is the exchange happening, and what gets exchanged? How can you support and professionalise this exchange?

SHOPS

WEBSITE

WORKSHOP
SPACE

(OWN)
FORUM

TRAININGS

Your Value

6. VALUE EXTRACTION

Which income sources can you activate?

SELL
DESKS

TICKETS
FOR
TRAININGS

USAGE
FEES FOR
TOOLS



Full Online Course At:

oscedays.org/b1

Seek Help Here

- **Us** (OSCEdays; GE, BR)
- **Simone Cicero** (Platform D. Toolkit; IT)
- **Diderik Van Wingerden** (NL)
- **Danish Design Center** (DK)
- **Jaime Arredondo** (FR)
- **Benjamin Tinq** (Ouishare; EU)
- **Paul Bristow** (Geneva; CH)

THANK YOU

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MORE INFO: oscedays.org/b1

