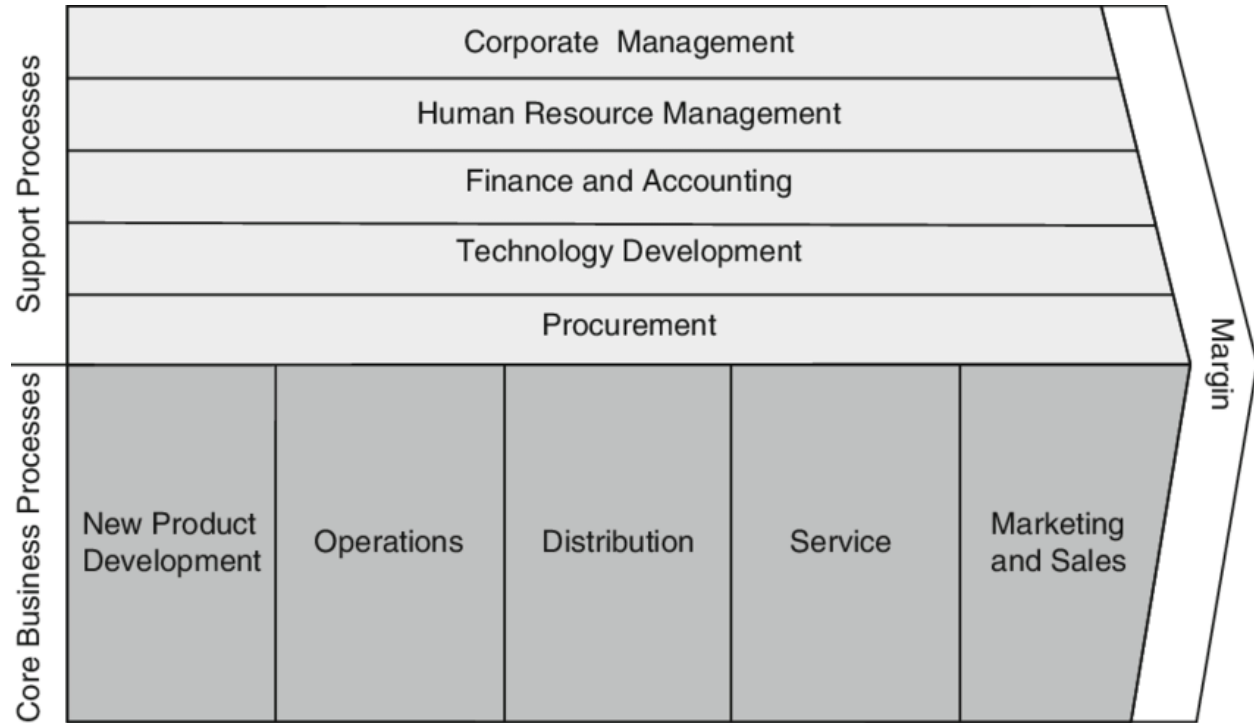


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Background

Small Business/Vendor Dilemma: program administrators deliver and execute small business/vendor programming with limited business architecture. Those agencies that do have technology to administer programs often operate systems of record (SOR) rather than systems of engagement (SOE).

Porter's Value Chain: <Small business and entrepreneurial support is executed in the margins>

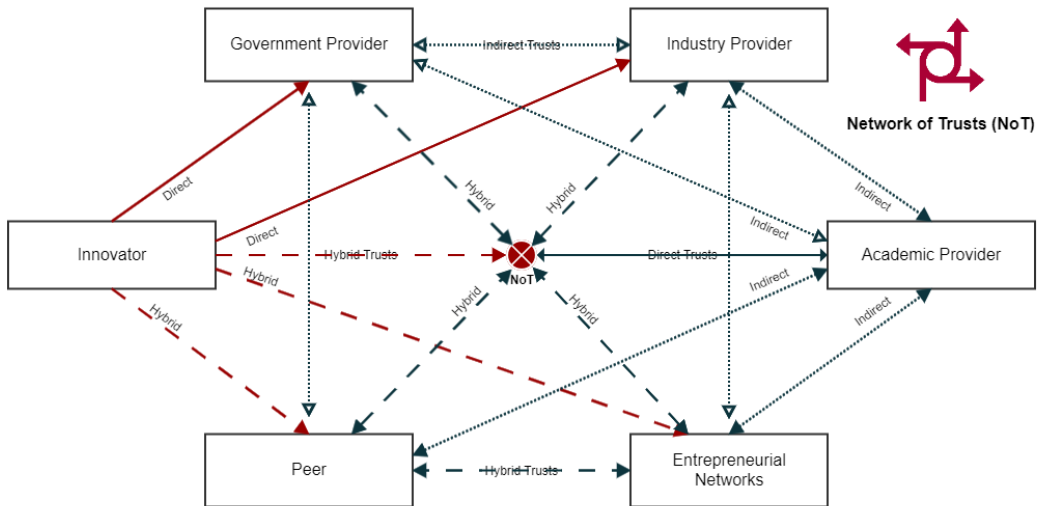


Business Architecture Maturity: <Business Architecture is often minimized in small business support>

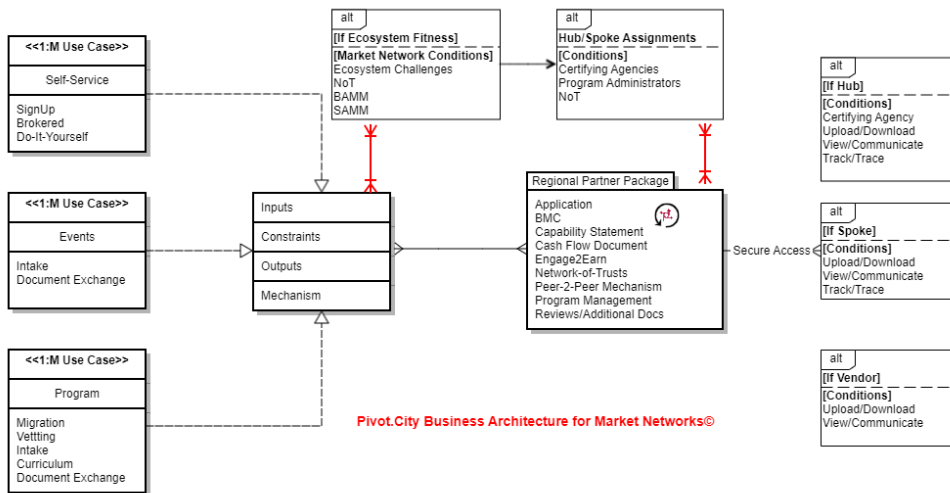
Overall	Initial	Managed	Defined	Strategically Executed	Fully Integrated
Governance					
Systems of Engagement					
Systems of Record					
Business Strategy Linkage					
Management Involvement					
Communication					
Tools					
People					
Business Architecture & IT Architecture Alignment					

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Problem/Hypotheses



Pivot.CitySM Vendor Lab Protocol Hypothesis¹ Entrepreneur Social Infrastructures with peer-to-peer and interoperability capabilities have higher gains and improved outcomes.



Pivot.CitySM Vendor Lab Protocol Hypothesis² Effective business architecture enables complex operational efficiencies and reduces redundancies toward interorganizational collaboration.

Solution: Pivot.CitySM Vendor Lab Protocol

The protocol is an engage-to-earn service for vendor development. The service offers social infrastructure (ESI) to promote interoperability between regional partners engaged in hub-and-spoke activities. There is required LMS engagement to earn submission credentials for regional programming.

Enablers: Value Chain | Pivot.CitySM BAMN Assessment | Pivot.CitySM Social Infrastructure