



8380 Colesville Road, Suite 550, Silver Spring, MD 20910 20 West Kinzie Street, Chicago, IL 60654 800.345.4228

delcor.com

## **Draw Your Ecosystem Exercise**

- 1. Draw each element of your technology ecosystem
  - Focus on customers, not internal network, MS Online, etc.
- 2. Size each element by percent of services within the association
- 3. Add \$ to represent revenue for the organization (\$-\$\$\$)
- 4. Draw connections between systems
  - GREEN dot if the connection exists and works well
  - RED dot if the connection does not exist or does not work well

Visit: www.delcor.com/resources/ams-quick-look