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