

### We connect companies with opportunities

No company can compete alone in the globalized market anymore. It must create its own Network Markets that means, create, organize and manage a system of alliances.

A new approach: opportunistic alliances. Share to Grow and Collaborate to Innovate become the watchwords.

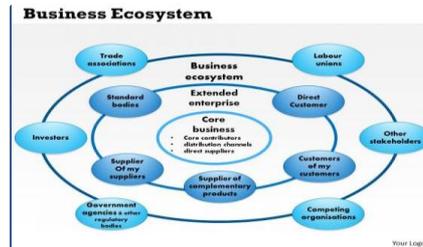
Sharing and innovating as a response to new business models.

Share products to start improving your critical mass, share products with multiple partners. Basically each partner becomes a propagator

The old rules of distribution fall out, the role of lobbies is resized or reset Alliances, by sharing products, generate a virtual business network that can become formal in the course of time, but initially it is not decisive.

Alliances become important as we start to consolidate the company's strategy in the new business model. Start today for win tomorrow

More business networks, (virtual or formal) allow you to start designing your own supply chain. More supply chain give rise to an ecosystem of companies aimed at doing business. Business Ecosystem



### The Role of the companies

All companies and organizations are embedded in a business ecosystem. The position within an ecosystem can be experienced, recognized or not perceived but exists in any case.

**1) CONTRIBUTORS:** Organizations that are the point of connection between one or more business sectors. They are the point of reference for a product or service made available on the market, informing organizations with the role of integrity supplements to be involved in more complex business. Often, they are tendentially mono-differentiated product / service organizations that offer partial solution to complex projects. In terms of managing the digital economy, they have low or non-existent skills while acknowledging their validity. Aggregate is a MUST

**2) AGGREGATORS:** Companies or organizations that are integrators, benefit from the products and services provided by the CONTRIBUTORS, integrate them into their offer for partial but wide range of challenges with a fairly complex degree of complexity.

**3) HUB & SUPER-AGGREGATOR:** A conscious organization of its position in an ecosystem can decide to build and manage one or more supply chains involving both Contributors and Supplements and can arrange its offer involving suppliers and stakeholders. He has a driving assignment recognized by Contributors and Aggregators

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