

**FITCE.be**

# Welcome to the FITCE.be Cooperation Boost 2023

Wednesday Feb 8, 2023

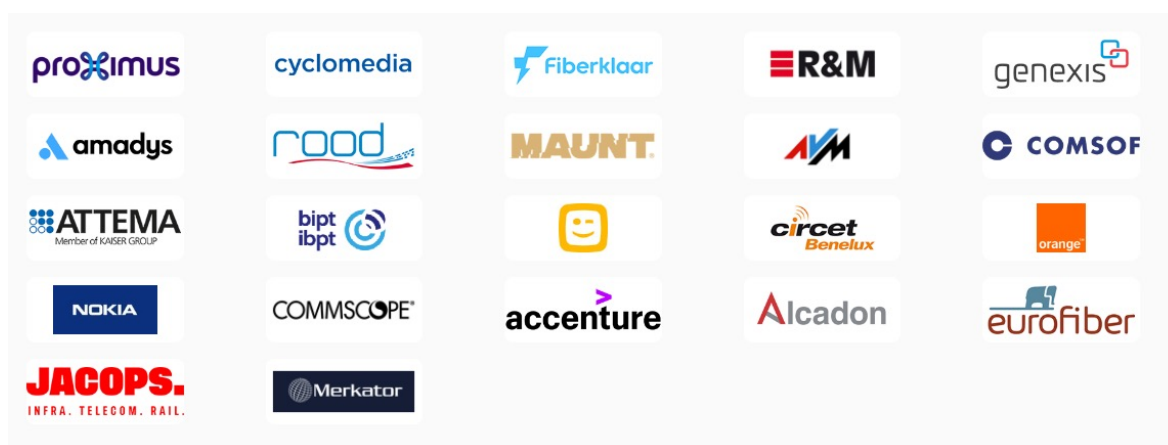
*Raf Meersman  
President FITCE.be*

Forum for Digital Professionals

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**FITCE.be**

FITCE.be: 37 members / 22 supporting members:



Forum for Digital Professionals


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**FITCE.be**

**FITCE Announcements**


- May: FITCE.be Café “Cloud”
- June: General Assembly
- Sept: International FITCE congress (Athens)
  - “Services & Infrastructure: towards a smart society”
  - Call for papers
- Oct 17: Fiber for BE
  - Sponsoring & speaker opportunities

[www.fitce.be](http://www.fitce.be)

 Fitce.be

 @FITCEbe

*Forum for Digital Professionals*



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**WIN WIN  
COLLABORATION**

Piet Verhoeve

**Origenius**  
the collaboration academy

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# WHO AM I?



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# WHY?

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V.U.C.A.

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# THE STARTING POINT

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# COLLABORATION IS EASY...

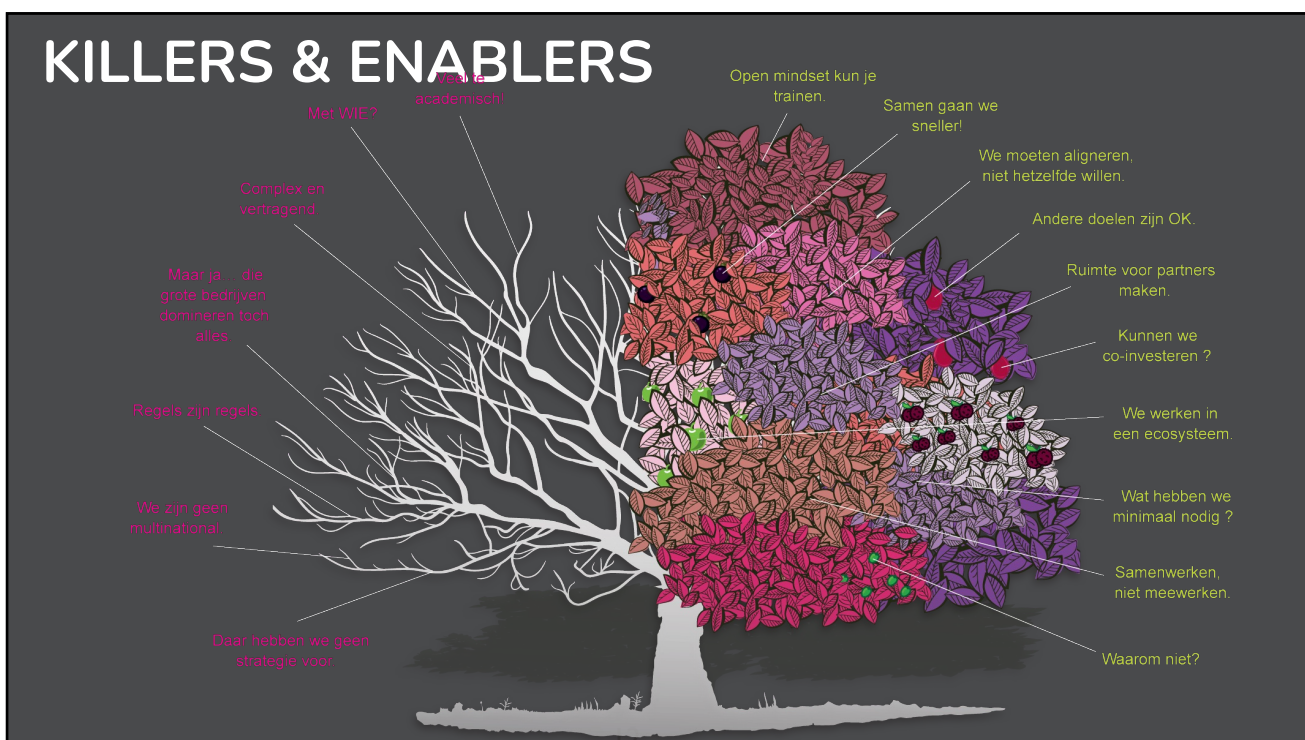


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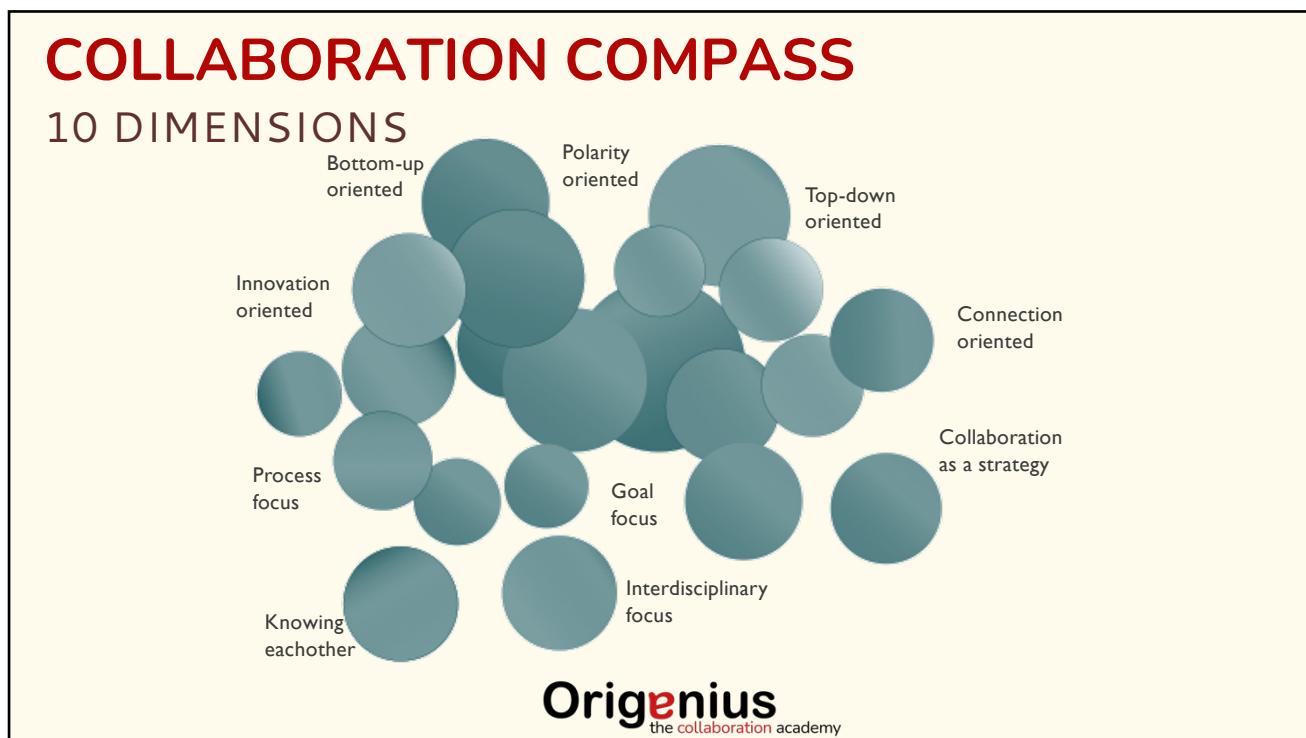


# COLLABORATION IS NOT EASY...

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# WIN WIN COLLABORATION

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# STREET COMBING

## GAMIFICATION



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Piet Verhoeve & Helga Deschrijver



# WIN-WINNOVATIE

Neem voorsprong door *slimme samenwerking*

# FINDING OPPORTUNITIES

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# QUICK QUIZ

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# ANSWER INCORRECT

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## COLOR OF GRASS?

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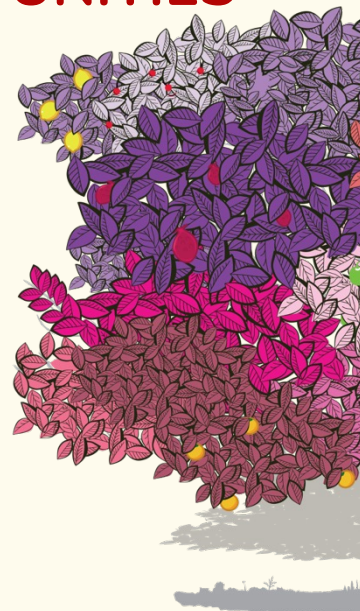
## CITY IN BELGIUM?

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## FIND COLLABORATION OPPORTUNITIES

- The power of the blank mind
- Don't solve the problem
- Go beyond your discipline
- Use the value network
- Go beyond the value network
- Know & understand your users
- Innovate with the users
- Co-invest in innovation



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## BEYOND YOUR DISCIPLINE

### BUSINESS CLASS HOSPITAL

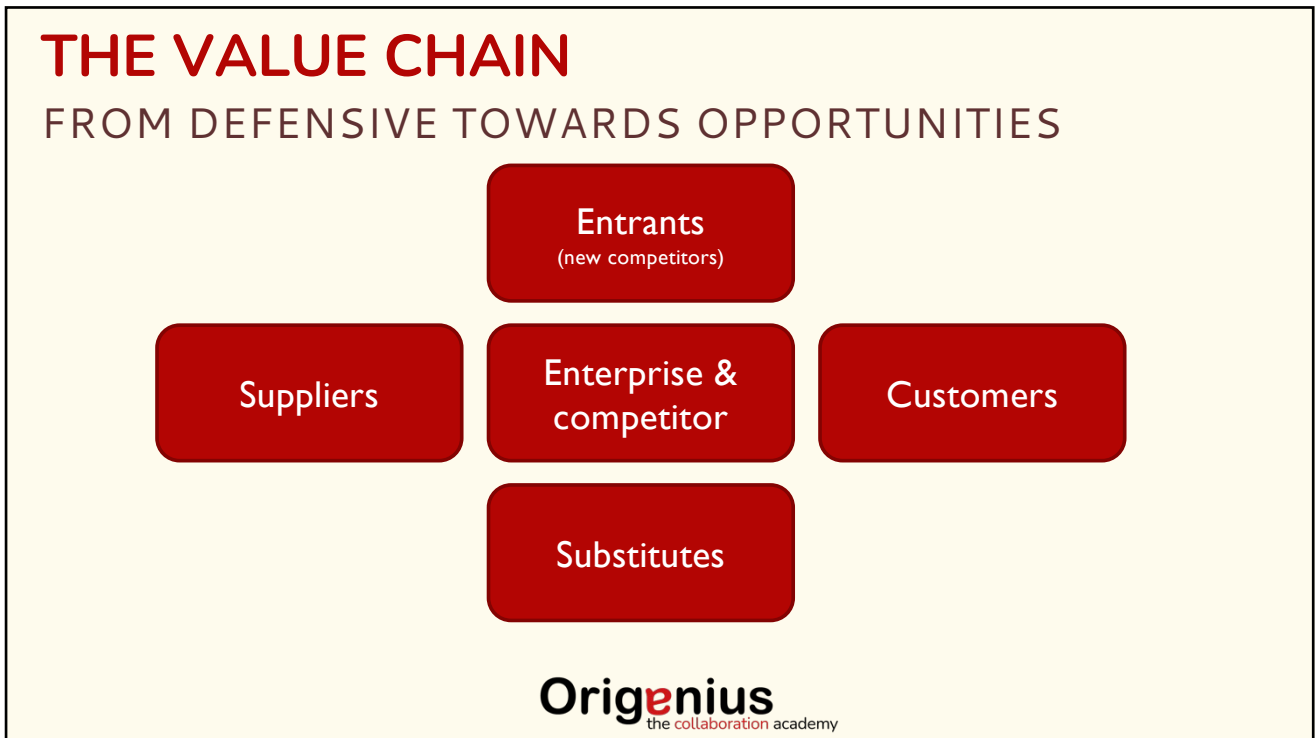
- New product
- Turnover
- Cost savings building
- Decrease kilometers
- More time available
- Verhoogd comfort



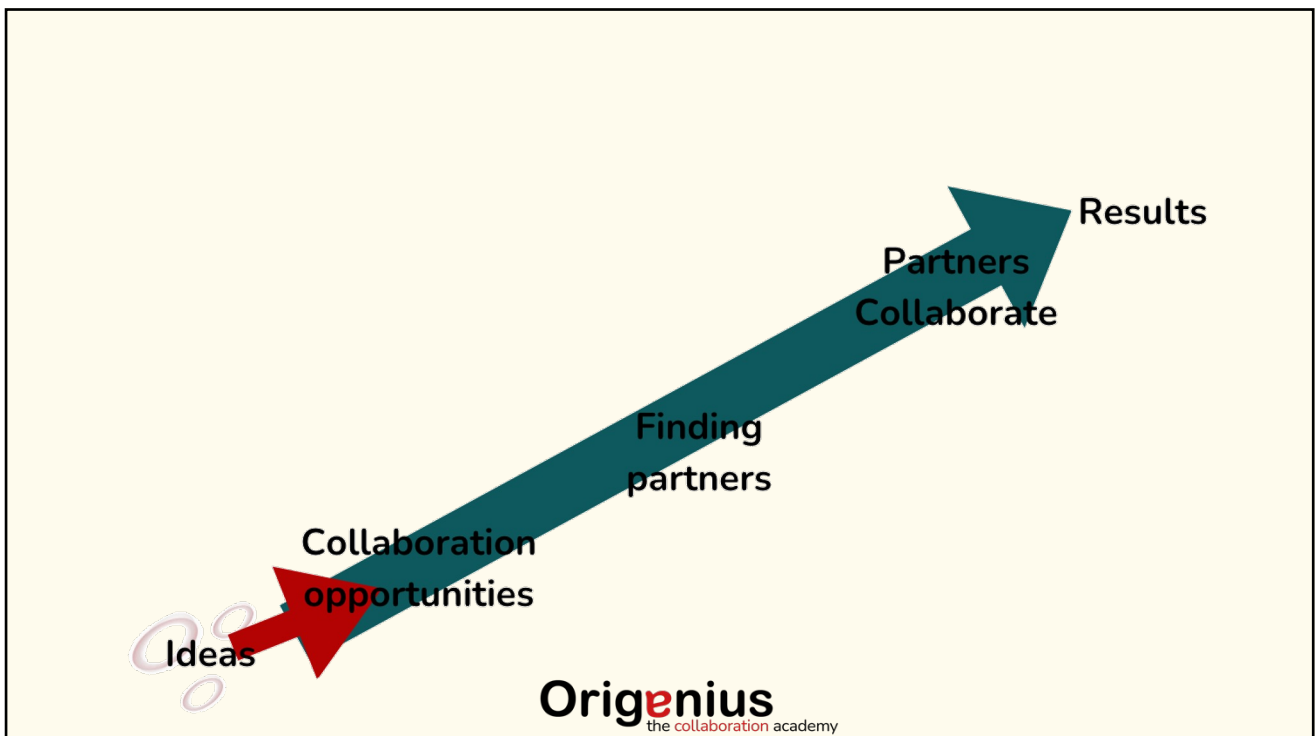
[www.prof-projects.com](http://www.prof-projects.com)

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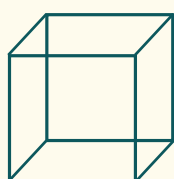
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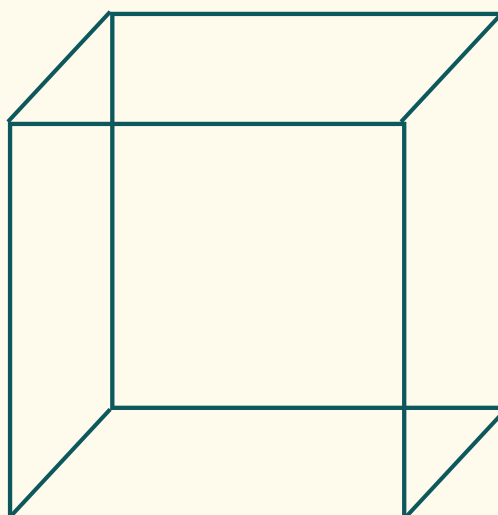
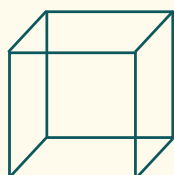
## MAKE ROOM FOR PARTNERS



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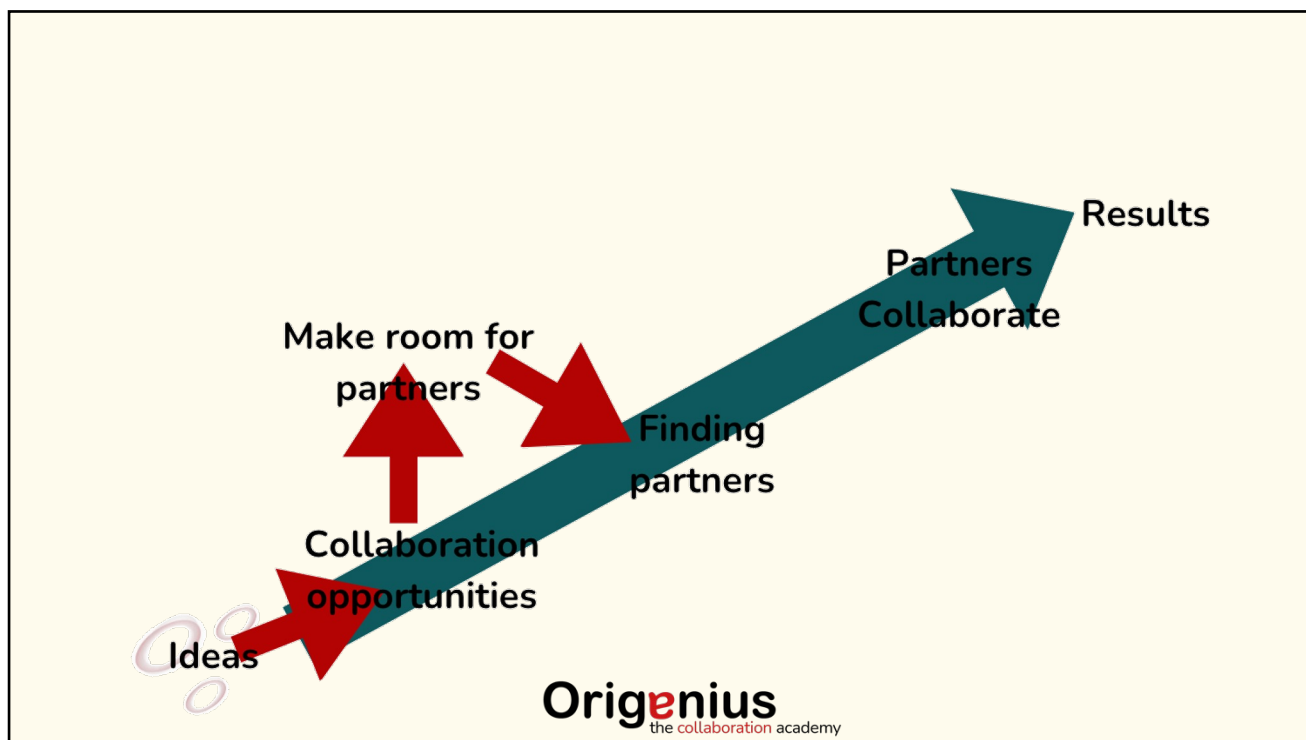
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## MAKE ROOM FOR PARTNERS



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# **BUILD PARTNERSHIPS**

DON'T INVOLVE PARTNERS & STAKEHOLDERS

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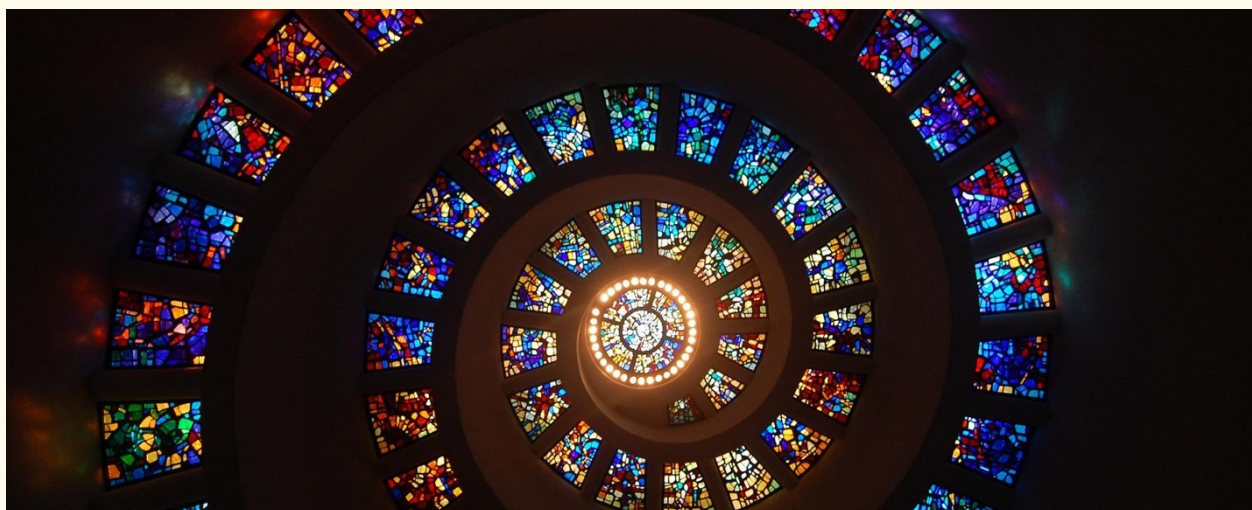
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## BUILD PARTNERSHIPS

DON'T INVOLVE ALL PARTNERS AT ONCE



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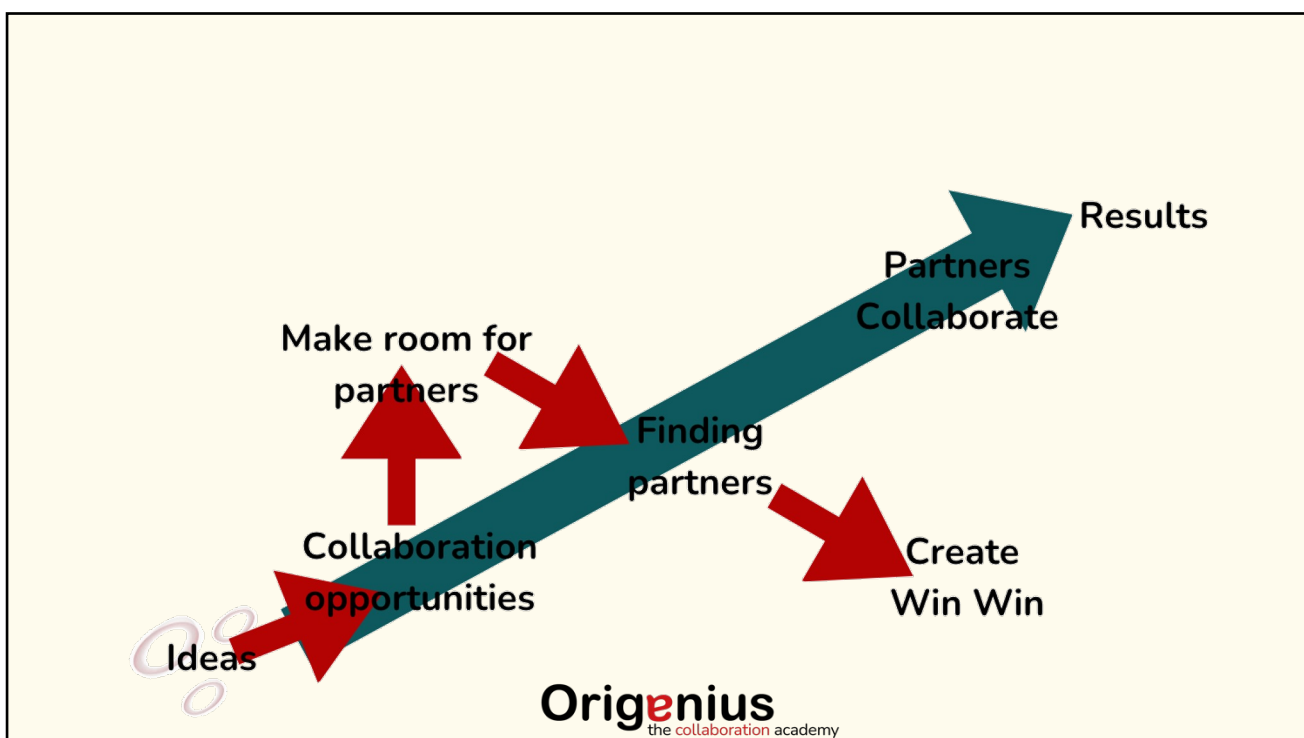
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**COLLABORATE**

not contribute

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# GO FOR WIN WIN

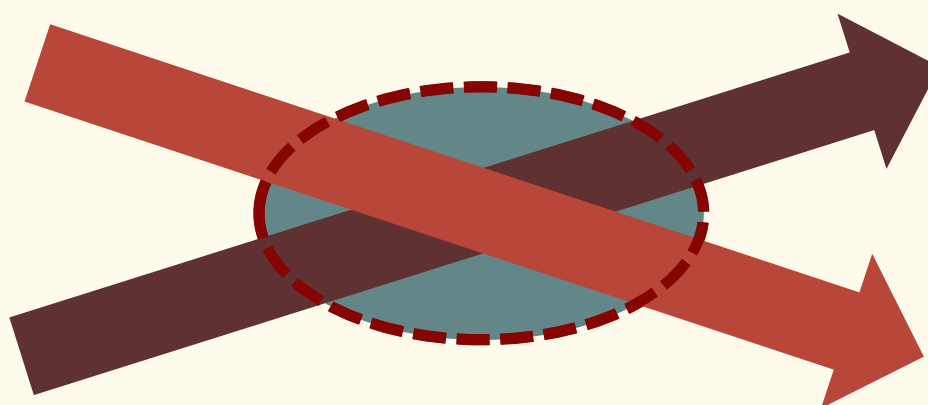
Don't compromise

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## WIN-WIN GOALS

ALIGNED, NOT IDENTICAL



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# WIN WIN CANVAS

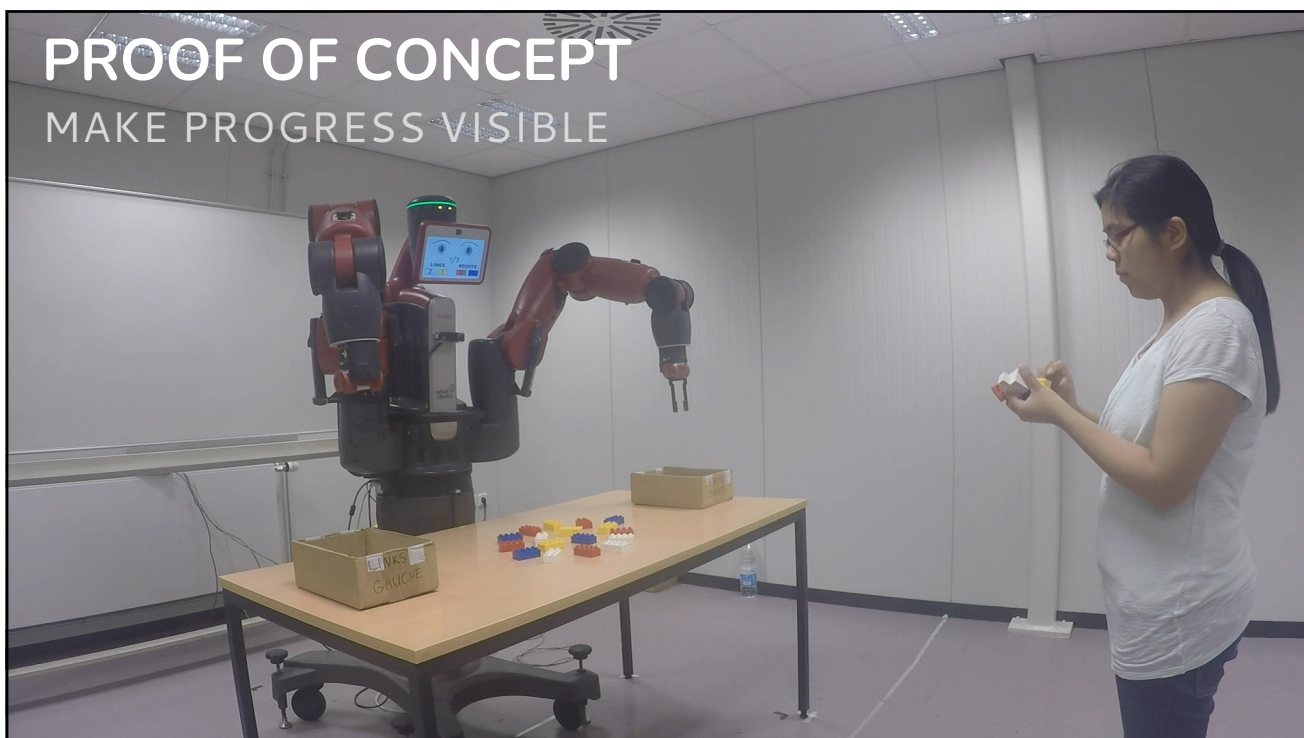
## ALIGN & ENGAGE

	Green	Green	Blue	Yellow	Green	Yellow	Green
	Yellow	Yellow	Green	Wat precies?	Green	Green	Green
aar,	Green	Green	Green	Green	Yellow	Yellow	Green
ken	Yellow	Yellow	Green	Wat ?	Green	Yellow	Green
nmer-ams	Yellow	Green	Yellow	Blue	Green	Yellow	Green
test*)	Yellow	Green	Blue	Niet concreet genoeg	Green	Green	Green
vertise	Yellow	Yellow	Yellow	Toegankelijkheid persoonlijke context	Yellow	Yellow	Yellow

<https://www.origanius.com/winwincanvas>

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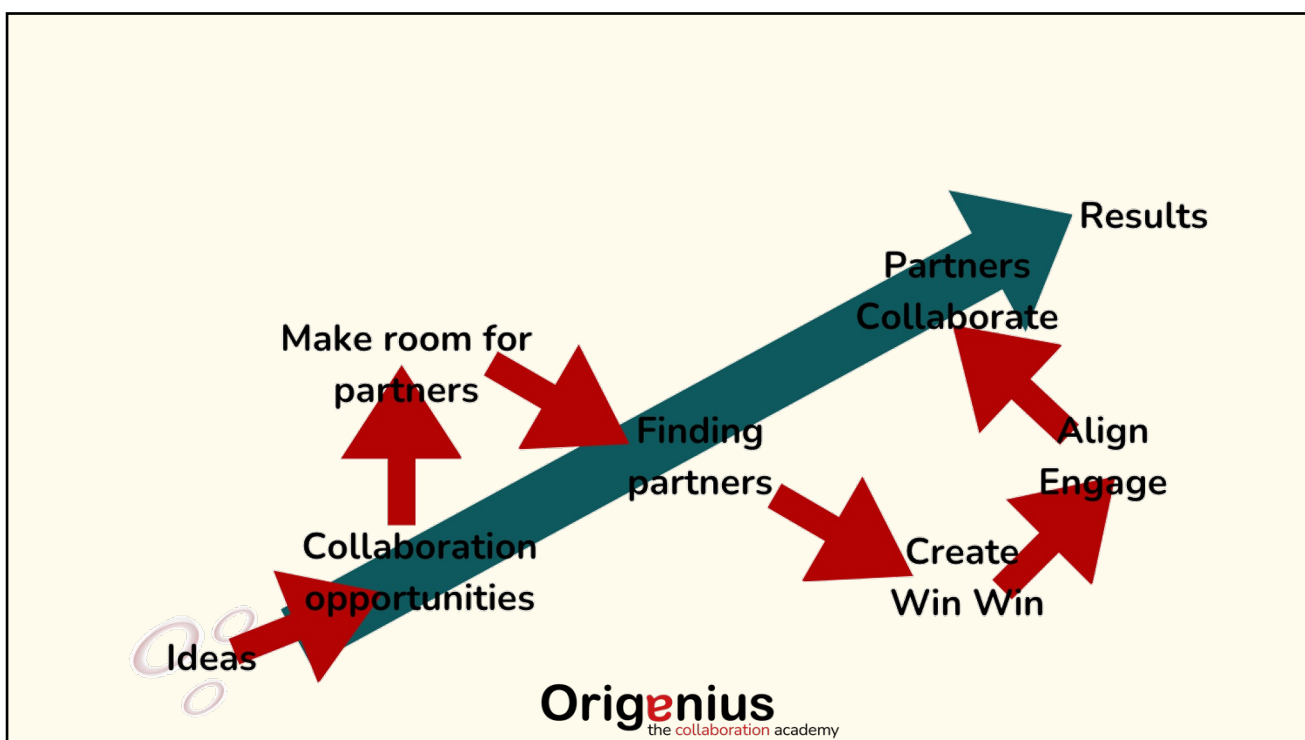
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# ORGANISATIONS SIGN CONTRACTS ...

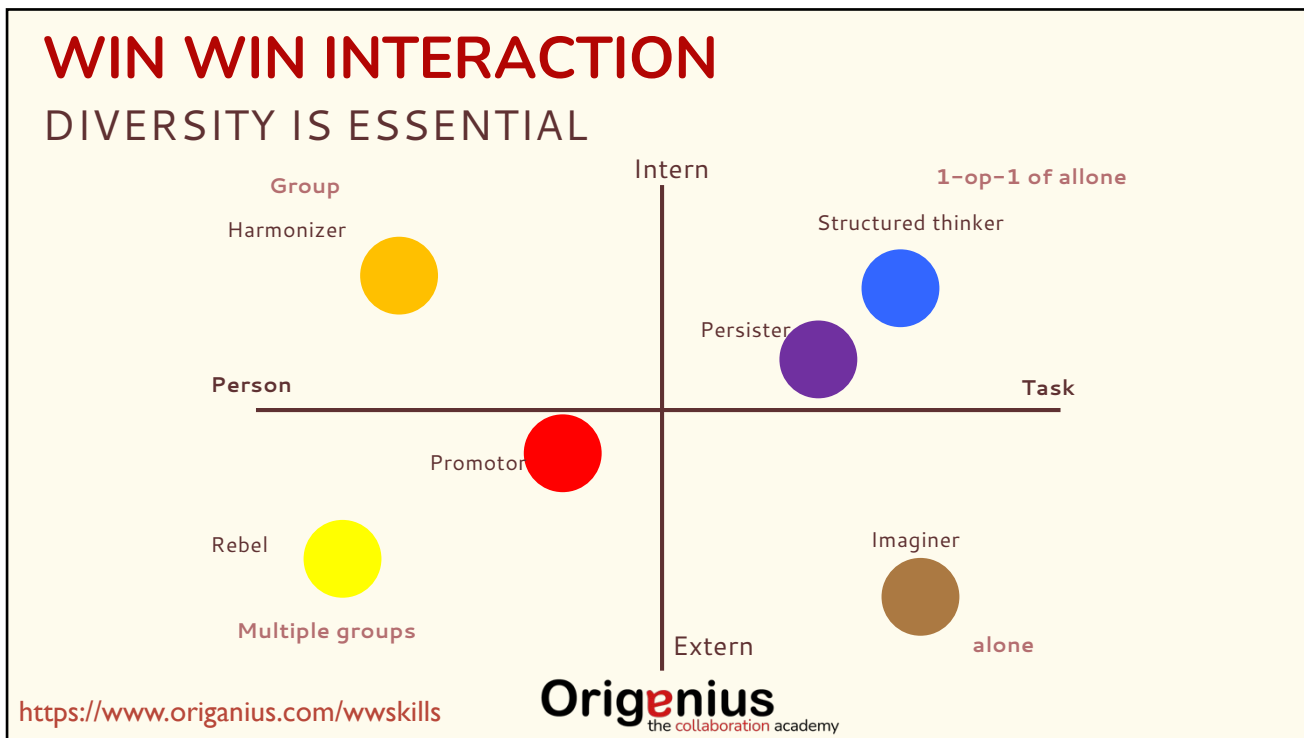


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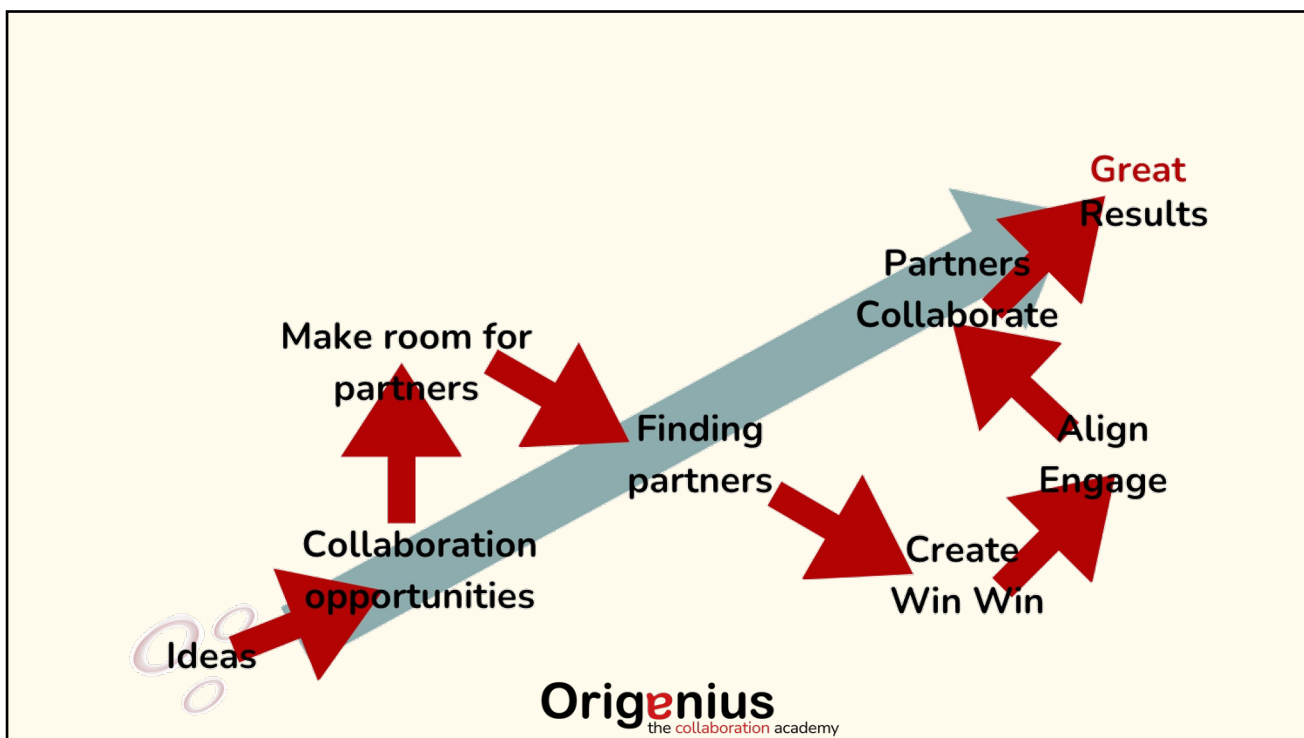
# ... PEOPLE COLLABORATE



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# ONE LAST THING

IPR

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**WHAT'S WITH THE TREE?**

A colorful illustration of a tree. The tree has a dark brown trunk and branches. The leaves are composed of various colored dots and shapes, including purple, pink, red, orange, yellow, and green. The tree is set against a light yellow background. Below the tree, there is a shadow cast on the ground.

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# TREE OF 40 FRUIT

PROF. SAM VAN AKEN, SYRACUSE UNIVERSITY



[www.treeof40fruit.com](http://www.treeof40fruit.com)



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# LET'S CONNECT

The Collaboration Academy

- Keynotes
- Masterclasses
- Workshops & Mentoring

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<https://www.origenius.com/books>



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