Agenda

- Objectives of this presentation
- What is Innovation?
- The 12 Dimensions of Innovation
- The Dynamics of Innovation
- Summary
- References
Objectives of this Presentation

- What are we going to get here
  - You will get different views from Industry Leaders on Innovation and a definition of ‘Innovation’
  - You will learn a systematic model of 12 dimensions describing different aspects of Innovation
  - You will see examples in industry of important Innovations
  - You will learn a framework to describe the Dynamics of Innovation

- This knowledge you will help you to
  - Systematically characterise the degree of innovativeness of products and identify potential for improvement
  - Better understand competitive forces and company strategies
  - Better understand why industries undergo different phases
  - Better understand the need for dedicated innovation in each of the characteristic phases

Understanding the mechanisms of Innovation is a key to success for Entrepreneurs
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Key Notes on Innovation

„The species that survived were not the most intelligent – they were the most adaptable to change“
Charles Darwin

„It makes no difference how innovative a company thinks it is. What matters is whether customers will pay“
M. Sawhney, MIT

„Since I am on the board, I have been doing just one thing: Innovation“
Ed Zander, CEO Motorola

„Innovation is central to the success of the company and the only reason to invest in its future“
Jeffrey Immelt, CEO General Electric

„Innovation is the only way that Microsoft can keep customers happy and competitors at bay“
Steve Ballmer, CEO Microsoft

„Innovation distinguishes between a leader and a follower“
Steve Jobs CEO Apple Inc

Innovation is about …

- delighting customers so that they are willing to pay
- differentiation towards competitors
- bringing costs down
Definition

Innovation is when sustainable profits are created from successful exploitation of new ideas.
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The 12 Dimensions of Innovation

This figure is called ‘Innovation Radar’

Source: MIT Sloan School of Management (1)
# Definitions and Examples for the Dimensions of Innovation

<table>
<thead>
<tr>
<th>Dimension</th>
<th>Description</th>
<th>Examples</th>
</tr>
</thead>
<tbody>
<tr>
<td>Offerings (WHAT)</td>
<td>Develop innovative products or services</td>
<td>Apple iPod, Online Auctions (eBay), Hybrid cars</td>
</tr>
<tr>
<td>Customers (WHO)</td>
<td>Discover unmet customer needs or identify underserved customer segments</td>
<td>Green Power, Investment Funds with focus on sustainability, anti-aging pharmaceuticals</td>
</tr>
<tr>
<td>Processes (HOW)</td>
<td>Redesign core operating processes to improve efficiency and effectiveness</td>
<td>Dell’s mass customization of PCs, Mannesmann D2’s ready-to-go Mobile Phones</td>
</tr>
<tr>
<td>Presence (WHERE)</td>
<td>Create new distribution channels or Innovative points of presence</td>
<td>Retail of seasonal goods in Coffee Shops (Tchibo), e-Newspapers via Email</td>
</tr>
<tr>
<td>Platform</td>
<td>Use common components or building blocks to create derivative offerings</td>
<td>Car platforms, SAP (in fact, most modular software products),</td>
</tr>
<tr>
<td>Solutions</td>
<td>Create integrated and customized offerings that solve end-to-end customer problems</td>
<td>UPS Logistics Services, Turn-Key building constructions</td>
</tr>
<tr>
<td>Customer experience</td>
<td>Redesign customer interactions across all touch points and all moments of contact</td>
<td>Retail store as entertainment experience, new user interfaces (Apple iPhone, MS Vista)</td>
</tr>
<tr>
<td>Value Capture</td>
<td>Redefine how company gets paid or create innovative new revenue streams</td>
<td>Advertising revenues from Search (Google), revenue sharing with suppliers</td>
</tr>
<tr>
<td>Organization</td>
<td>Change form, function or activity scope of the firm</td>
<td>Cisco partner-centric networked virtual organization, McDonald’s franchising concept</td>
</tr>
<tr>
<td>Supply Chain</td>
<td>Think differently about sourcing and fulfillment</td>
<td>Collaborative design with suppliers, functional procurement</td>
</tr>
<tr>
<td>Networking</td>
<td>Create network-centric intelligent and integrated offerings</td>
<td>Apple iTunes, Otis Remote Elevator Monitoring service, remote heat metering</td>
</tr>
<tr>
<td>Brand</td>
<td>Leverage a brand into new domains</td>
<td>Virgin Group (music label, airlines, branded venture capital), Vodafone ZuHause</td>
</tr>
</tbody>
</table>
Example: Apple’s iPhone

The iPhone is just a two dimensional Innovation (Brand & Customer Experience)

Alteration of the iPod brand

Supply Chain
Organisation
Value Capture
Customer Experience
Solutions
Platform
Presence
WHERE

Brand
Networking
Processes
HOW

Touch screen & rich graphics

Offerings
WHAT
Example: Vodafone ZuHause

Offerings

WHAT

Customers

WHO

Processes

HOW

Value Capture

Customer Experience

Solutions

Platform

Presence

WHERE

Networking

Supply Chain

Organisation

Brand

High complexity hidden away from customers

Not a breaking new offer but leveraging the Vodafone brand to enter fixed line business

Call forwarding manager

Number porting and transparency

Vodafone ZuHause is a multi-dimensional Innovation

Example: Vodafone ZuHause

23rd May 2007

Dr. Jochen Hertle
The Innovation Radar also can show the overall Innovation Power of competing companies.
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The Dynamics of Innovation

Thesis: Industries do not innovate on all 12 dimensions all the time – there is a sequence of phases each dominated by an Innovation pattern

Intensity of innovation (number of different approaches and solutions)

WHAT      HOW      WHERE      WHO

Note: In practice, the situation might be more complex. Especially when a company introduces new products and already has processes, presence and customer relationships in place. Several new products may result in overlapping waves of innovation
Four Main Phases for Industry Development

- The Product Innovation Phase (WHAT)
  - Many different competing companies with different product designs in the market
  - Customers are mainly early adopters
  - The inflection point is characterised by the emergence of a dominant design

- The Process Innovation phase (HOW)
  - As soon as a dominant design has emerged, companies focus on process innovation in order to produce cheaper, faster and with higher quality
  - In many cases investments in IT systems are particularly high during this phase
  - The inflection point is characterised by a low RoI for the capital investments in process improvements

- The Expansion Phase (WHERE)
  - As soon as company processes are lean and effective, scale in terms of market footprint is becoming essential
  - In many cases, companies will expand geographically / internationally during this phase
  - The inflection point is characterised by a low RoI for the capital investments in distribution

- The Segmentation Phase (WHO)
  - After expansion of distribution channels, companies seek to sell variants of the product to new customer segments
  - Vertical markets and niches are being served - very often at lower margins
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The ultimate goal of Innovation is to generate sustainable profit
  - increasing revenues, reducing costs, sustainable differentiation
There are 4 main dimensions of Innovation
  - WHAT, HOW, WHERE, WHO
8 further dimensions need to be taken into account in order to have a detailed view on product innovations
  - All 12 dimensions can be shown in a diagram called the ‘Innovation Radar’
Industries undergo phases of development
  - Typically, four main phases with a different focus on Innovation follow each other
  - WHAT – HOW – WHERE - WHO

If you are getting in contact with an industry (applying for a job, trying to sell a product, or trying to found your own company) – make sure you understand which Innovation phase this industry is in and how innovative the products of that company are in relation to its competitors
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(1) The 12 Different Ways for Companies to Innovate
Mohanbir Sawhney, Robert C. Wolcott, Inigo Arroniz
MIT Sloan School Management Review (Spring 2006)

(2) Mastering the Dynamics of Innovation
James M. Utterback

(3) Does IT Matter?
Nicholas G. Carr

(4) The Entrepreneurial Mindset: Strategies for Continuously Creating Opportunity in an Age of Uncertainty
R.G. McGrath, I. MacMillian

(5) Innovation und Kooperationsmanagement im Blick
Global CEO Study 2006