





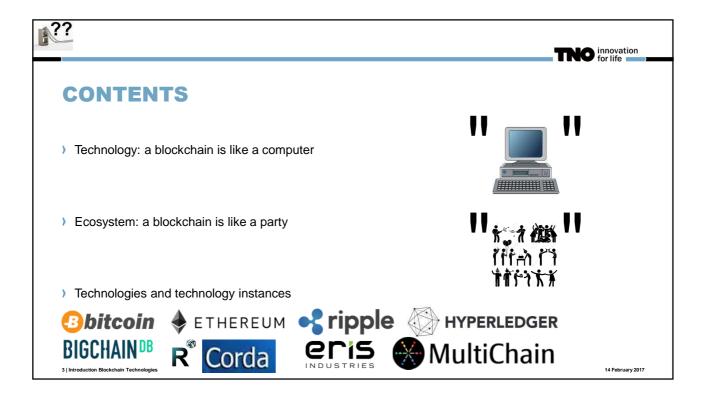
# **BLOCKCHAIN RAISES MANY QUESTIONS**

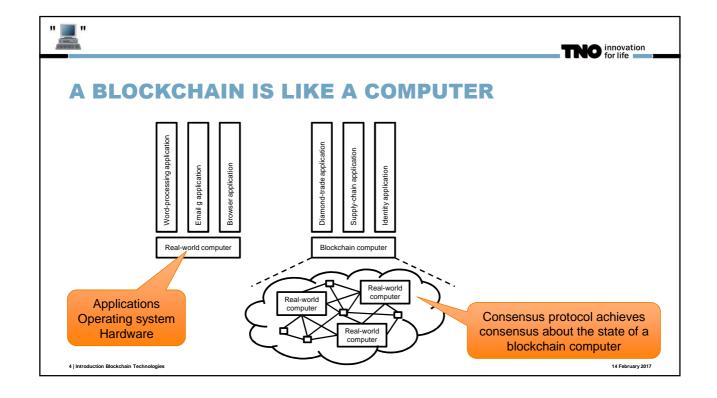
- What is this "blockchain" stuff that everybody is talking about?
  - > Concrete examples of use, financial, voting, other
  - ) Who guarantees the correct operation and security of the system?
  - Legal aspects, risks, uncontrollability, opposition by "middle man"
- ) How can blockchain improve my klantgericht ondernemen?
  - Does it make my business better, faster, cheaper, ...?
  - ) Is this something that my customers want?
  - ) Can I use it to improve the public image of my sector?
- > Where do I start with my blockchain use case?
  - What are my first steps?
  - Which parties or suppliers should I contact?

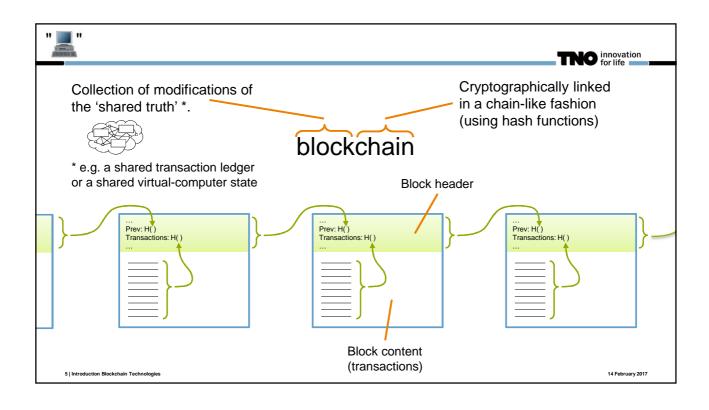


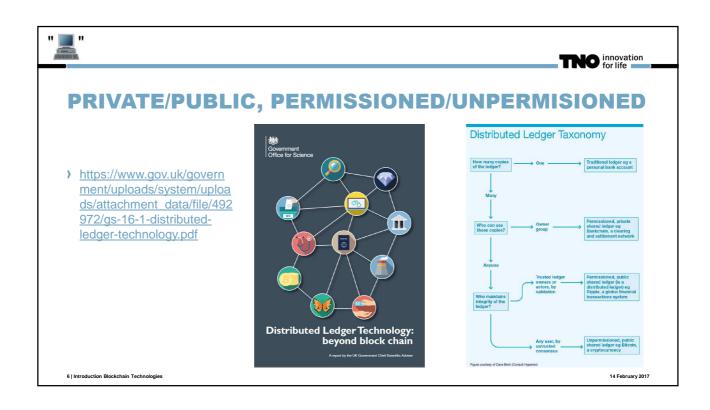
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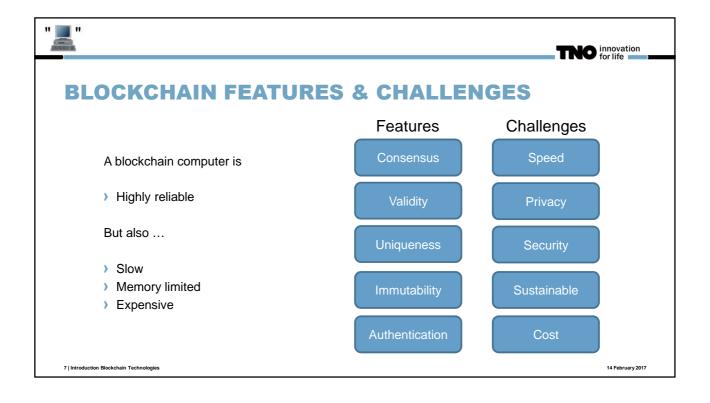
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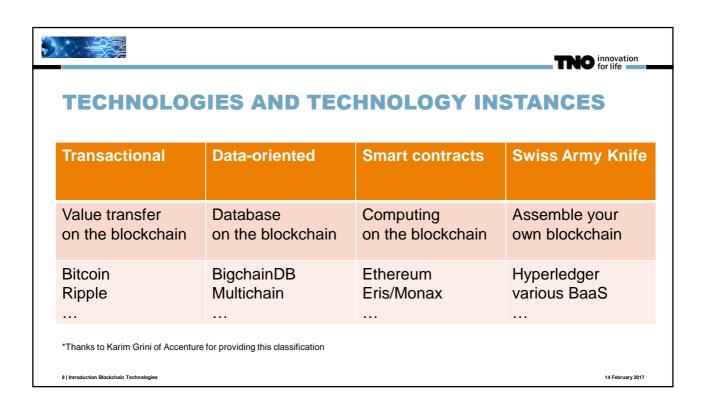












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## A BLOCKCHAIN IS LIKE A PARTY

- ) Somebody has to take the initiative
  - Invite friends to help you with the organisation
- ) Make decisions together
  - > Who arranges what?
  - ) How are things paid?
  - ) Outsource food or location?
  - ) Whom to invite? Open, closed?
  - ) How do we decide on things?
- ) Execute the plan and start the party
  - Invitations, publicity, changes
  - ) ...more work ©©



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# **EXAMPLE USE CASE: PAY PER CONTENT ITEM**

- ) More and more people create content items independently
  - Professional, semi-professional, amateur, ...
  - Video, blog, column, article, photo, app, ...
- Much money and power goes to the "middle man"
  - > Broadcasters, VoD services, magazines, newspapers, websites, ...



"Could we have a marketplace where independents could sell their content directly to consumers?"

"How do we prevent that our new marketplace turns into an expensive and powerful middle man"

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4 February 2017

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## **OK. LET'S START THE PARTY PLANNING**

- ) Who shall I involve in planning my "pay-per-content-item" party?
- ) What will our system look like to users, mock-ups, proof-of-concept?
- ) How do we decide on the functionality of the system? Governance?
- ) Who invests in what aspect of the system? Business models?
- ) Make, buy, open source?
- What will be our legal status? (Note: a cartel on a blockchain is still a cartel)
- On what (blockchain?) infrastructure will we run our system? (Our own? A third-party one?)
- ) PoC → pilot → alpha → beta → operational → ...
- > ... more work ©©



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#### IN CONCLUSION

- Metaphors
  - Blockchain is like a computer
  - ) Blockchain is like a party
- Different blockchain technologies
  - > Public private
  - Permissioned permissionless
  - Value-transfer database computer Swiss army knife
  - Single instance many instances

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