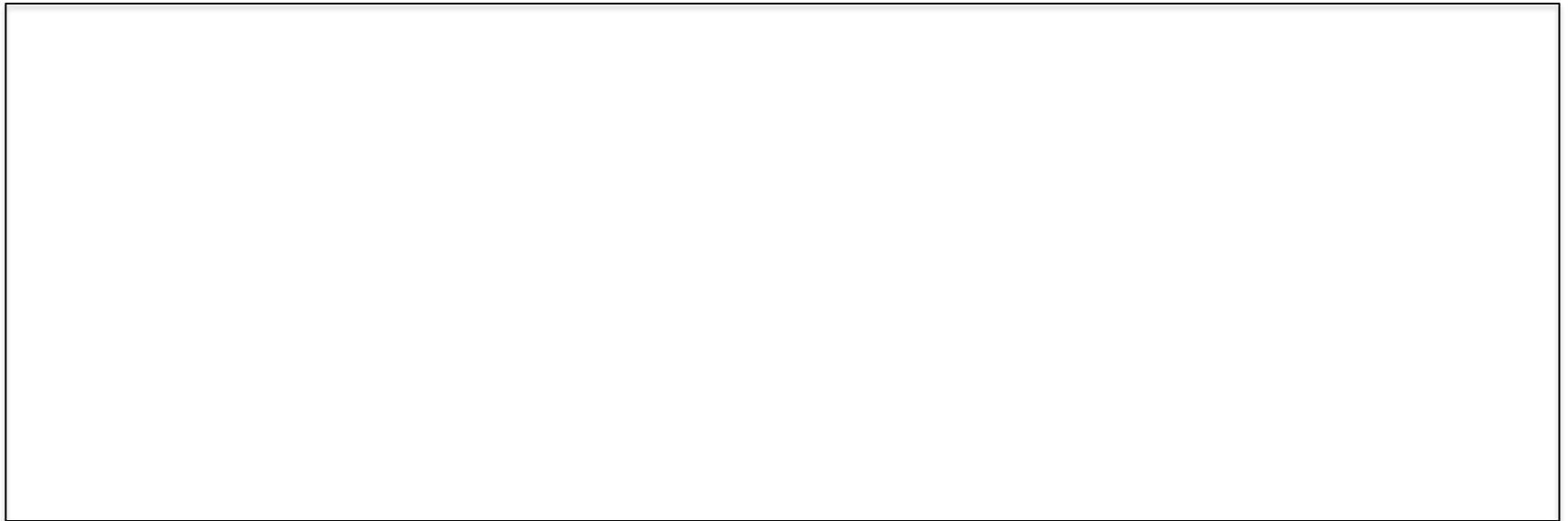# Step 1 – Define Your Value Offering

What do we offer that is valuable enough to be funded or supported?
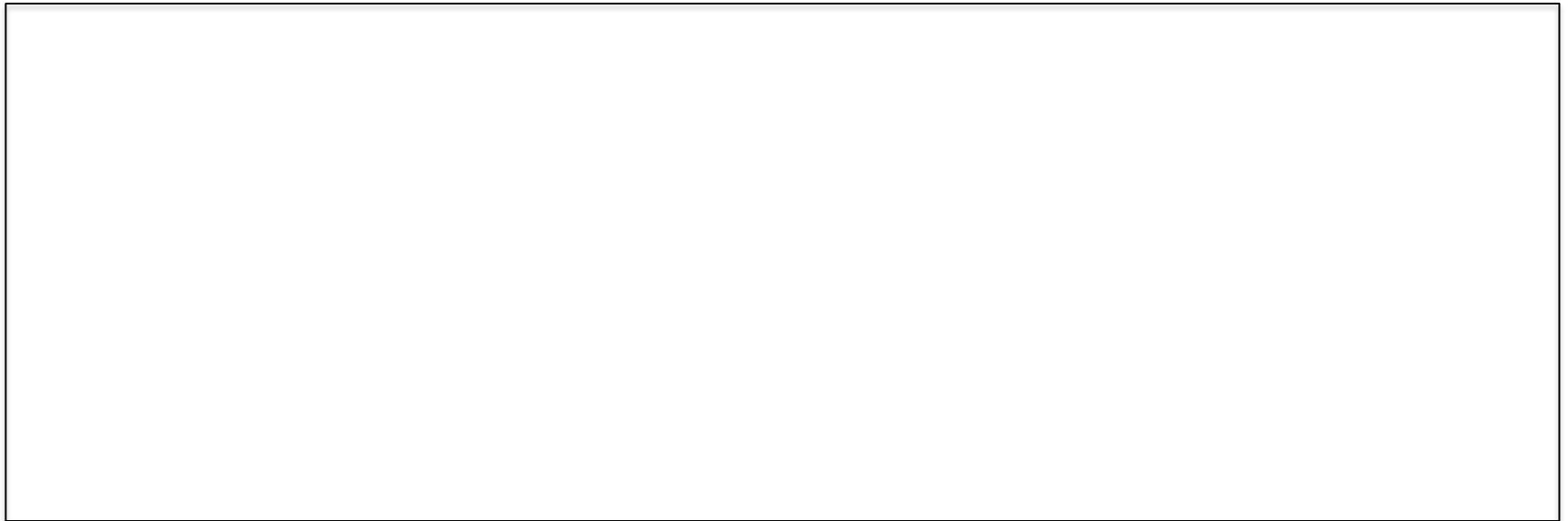Examples: internship coordination, support, networking ……

Step 2 – Identify the Funder / Supporter

Who provides money, resources?
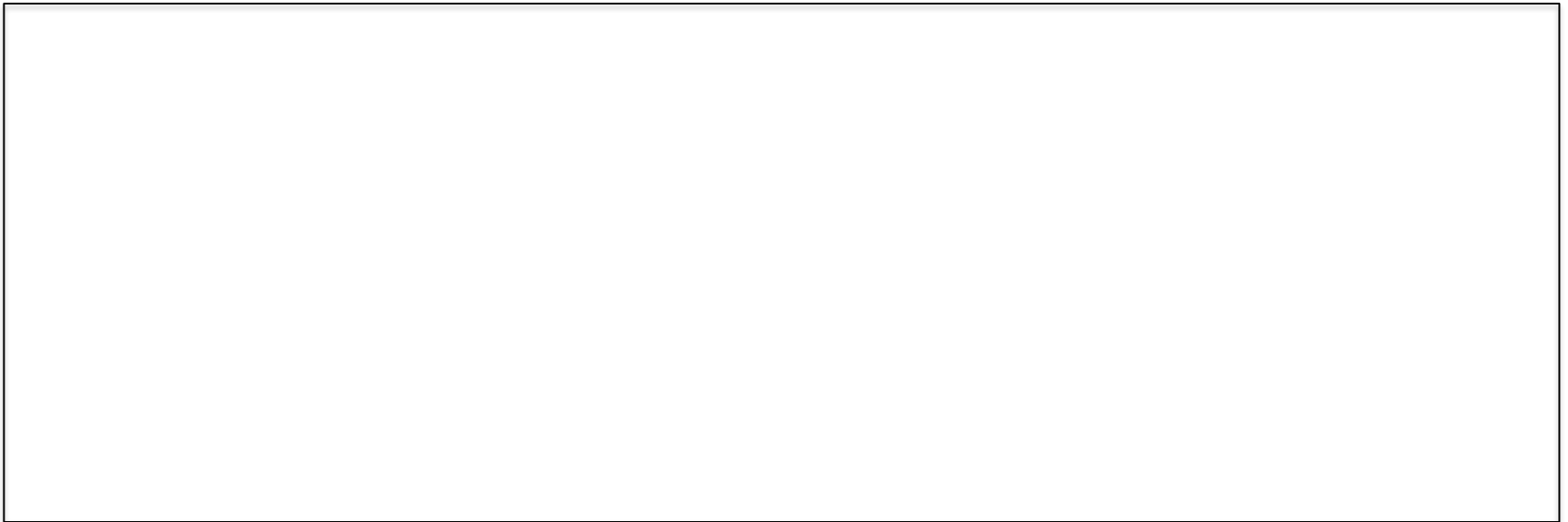Examples: Programs (DAAD, Erasmus ..), GSI, partner institutions, other department ...

Step 3 – Describe the Revenue Logic

How do we capture the value?

Choose or combine options:

Grant/Funding, Service Fee, Partnership/Sponsorship, Membership, Commission, Cross-subsidy, Other…

Step 4 – Define Frequency & Conditions

When and how often is this revenue or support received?
Examples: per project, annually, per intern, per event.

Step 5 – Clarify the Impact / Benefit

What measurable result justifies this funding?
Examples: improved coordination, stronger partnerships, increased intern satisfaction, more students

Summary Table

Value Offered	Funder / Supporter	Revenue Logic	Frequency	Impact