

STEP	1	→	2	→	3	→	4	→	5	→	6	→	7	→	8	→	9	→	10	→	11	→	12	→	13	→	14	→	15	→	16	→	...
1. USER: WHAT DOES THE CUSTOMER DO?																																	
2. TOUCHPOINTS: WHAT ARE THE MOMENTS AND PLACES THE CUSTOMER GETS INTO DIRECT CONTACT WITH YOUR SERVICE?																																	
3. SERVICE   DIRECT CONTACT: WHAT DO YOUR STAFF ACTUALLY DO?																																	
4. SERVICE   BACK OFFICE: WHAT DO YOUR STAFF ACTUALLY DO?																																	
5. MEANS AND PROCESSES: WHAT ELSE IS INVOLVED?																																	