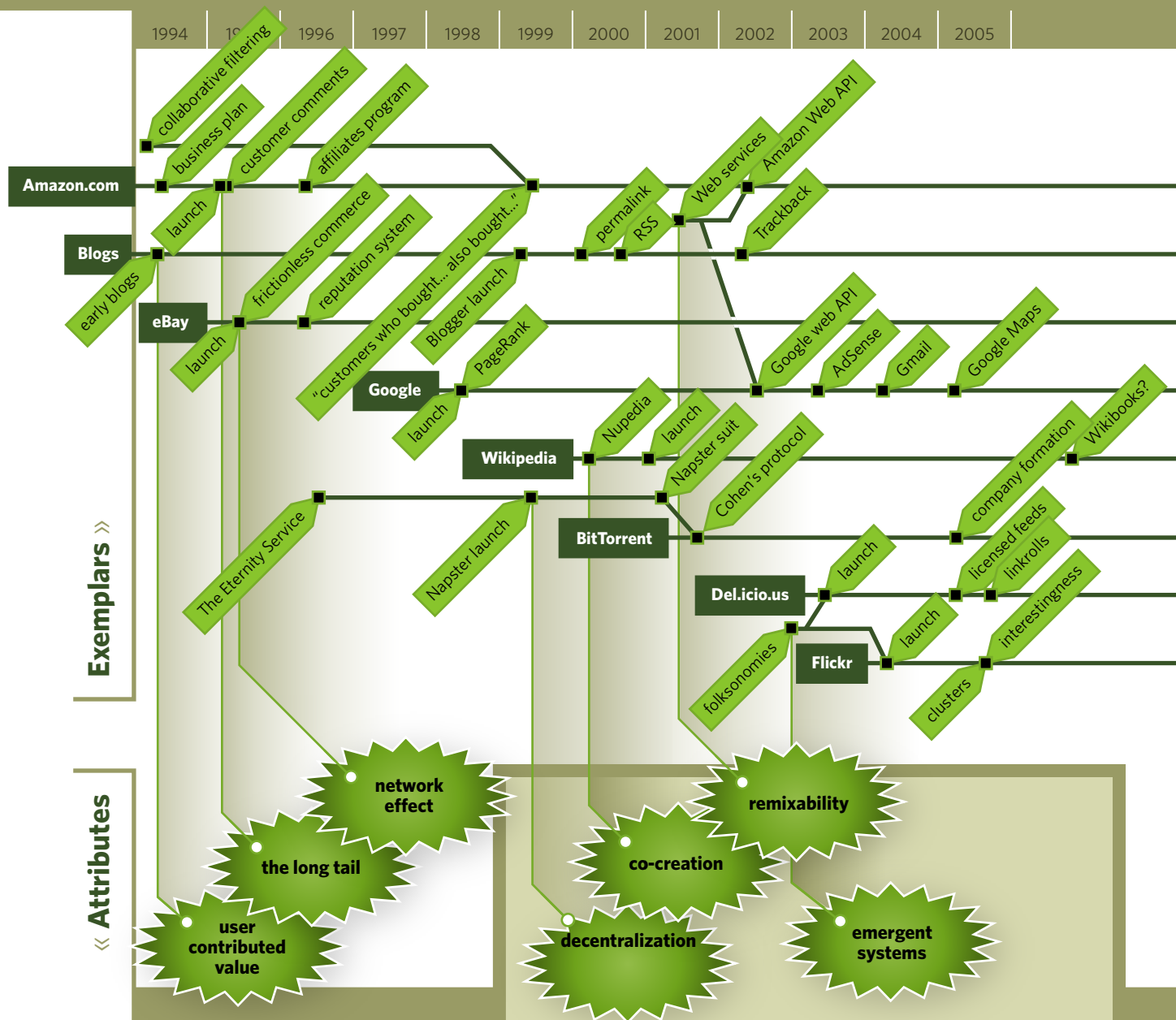


What put the '2' in Web 2.0?

As Tim O'Reilly's *Meme Map* shows, Web 2.0 services share many attributes. But which create competitive advantage and prompt fast growth? By tracking the services that embrace Web 2.0, we can identify attributes that have made a difference.

The *Foundation Attributes* that enable the economics of Web 2.0, such as the network effect and the Long Tail, pre-date other attributes by several years. They exist in many non-Web 2.0 services. *Experience Attributes* have surfaced much more recently, and these give Web 2.0 services a strongly differentiating competitive advantage: relevant, human, and surprising user experiences.



Foundation Attributes

These attributes frame the economic model of Web 2.0 services. They allow services to scale efficiently to accommodate many customers. However, many non-Web 2.0 services also benefit from this same foundation (e.g., email and bulletin boards). Therefore there must be more that differentiates Web 2.0 from what came before.

Experience Attributes

These attributes create unique service experiences that were undeliverable before Web 2.0. Users can tailor services and systems to create new, relevant experiences that meet their needs on their terms. The value generated by these new experiential attributes fuels the economic models created by Foundation Attributes. If a service doesn't embrace one or more of these attributes, it can't enjoy the competitive advantage and fast growth that Web 2.0 makes possible.

About the attributes

FOUNDATION ATTRIBUTES

User-contributed value — Users make substantive contributions to enhance the overall value of a service.

The Long Tail — Beating the sales of one or two best-seller products by using the Internet to sell a cumulatively greater amount of the products that have low demand or low sales.

Network effect — For users, the value of a network substantially increases with the addition of each new user.

EXPERIENCE ATTRIBUTES

Decentralization — Users experience services on their terms, not those of a centralized authority, such as a corporation.

Co-creation — Users participate in the creation and delivery of the primary value of a service.

Remixability — Experiences are created and tailored to user needs by integrating the capabilities of multiple services and organizations.

Emergent systems — Cumulative actions at the lowest levels of the system drive the form and value of the overall system. Users derive value not only from the service itself, but also the overall shape that a service inherits from user behaviors.

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