# The Business Model Canvas

### Key Partners

Acquisition of particular resources and activities

Who are our Key Partners? Who are our key suppliers? Which Key Resources are we acquiring from partners? Which Key Activities do partners perform? **MOTIVATIONS FOR PARTNERSHIPS** *Optimization and economy Reduction of risk and uncertainty* 





Revenue streams? CATEGORIES Production Problem Solving



What Key Resources do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue Streams? **TYPES OF RESOURCES** Physical Intellectual (brand patents, copyrights, data) Human Financial

#### Cost Structure

What are the most important costs inherent in our business model? Which Key Resources are most expensive? Which Key Activities are most expensive?

**IS YOUR BUSINESS MORE:** *Cost Driven (leanest cost structure, low price value proposition, maximum automation, extensive outsourcing)* Value Driven (focused on value creation, premium value proposition)

SAMPLE CHARACTERISTICS: *Fixed Costs (salaries, rents, utilities)* Variable costs *Economies of scale* Economies of scope



#### **Designed for:**

#### Key Activities

What Key Activities do our Value Propositions require? Our Distribution Channels? Customer Relationships?

Platform/Network



## Value Propositions

What value do we deliver to the customer? Which one of our customer's problems are we helping to solve? What bundles of products and services are we offering to each Customer Segment? Which customer needs are we satisfying?

CHARACTERISTICS Newness Performance Customization "Getting the Job Done" Design Brand/Status Price Cost Reduction Risk Reduction Accessibility Convenience/Usability

#### Key Resources







## Customer Relationships

What type of relationship does each of our Customer Segments expect us to establish and maintain with them? Which ones have we established? How are they integrated with the rest of our business model? How costly are they? EXAMPLES

Personal assistance Dedicated Personal Assistance Self-Service Automated Services Communities Co-creation



#### Channels

Through which Channels do our Customer Segments want to be reached? How are we reaching them now? How are our Channels integrated? Which ones work best? Which ones are most cost-efficient? How are we integrating them with customer routines? **CHANNEL PHASES:** 1. Awareness How do we raise awareness about our company's products and services? 2. Evaluation How do we help customers evaluate our organization's Value Proposition? *3. Purchase* How do we allow customers to purchase specific products and services? 4. Deliverv How do we deliver a Value Proposition to customers? 5. After sales How do we provide post-purchase customer support?

#### Revenue Streams

For what value are our customers really willing to pay? For what do they currently pay?

How are they currently paying? How would they prefer to pay?

How much does each Revenue Stream contribute to overall revenues?





**DYNAMIC PRICING** *Negotiation(bargaining)*  Day On:

Iteration:

### Customer Segments



For whom are we creating value? Who are our most important customers?

Mass Market Niche Market Segmented Diversified Multi-sided Platform





