

A close-up, low-angle shot of a glowing incandescent lightbulb. The bulb is filled with a bright, warm light, and the glass is tinted with a deep blue color. The filament is visible, and the base of the bulb is in the foreground, showing the internal wiring and the screw-in base. The background is a solid, vibrant blue, creating a strong contrast with the glowing bulb.

Business Model Canvas

The Business Model Canvas

Designed for:

Designed by:

One:

Iteration:

Key Partners



- Who are our Key Partners?
- Who are our key suppliers?
- Which Key Resources are we acquiring from partners?
- Which Key Activities do partners perform?

- *Hydroxylated and aromatic*
- *Reduction of risk and reactivity*
- *Suppression of particular responses and activities*

Key Activities



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

- **Procedures**
- **Problems Solving**
- **Mathematical Concepts**

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?

- **General Information**
- **Summary**
- **Background**
- **Conclusions**
- **Learning the Job Area**
- **Range**
- **Broad Issues**
- **Price**
- **Cost Reduction**
- **Risk Reduction**
- **Flexibility**
- **Improving Quality**

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?

How costly are the
 solutions:
 Personal solutions
 (Individual Personal Business
 Self Service)
 Automated Services
 Communities
 etc. etc.

Customer Segments



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

- New Media
- Old Media
- Digital
- Analog
- Web and Beyond

Key Resources



What Key Resources do our Value Propositions require?
Our Distribution Channels? Customer Relationships?
Revenue Streams?

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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?

4. **Inventory**
How do you determine the value of your inventory?
5. **Valuation**
How do you determine the value of your equipment?
6. **Purchase**
How do you determine the value of your purchases?
7. **Delivery**
How do you determine the value of your deliveries?
8. **After sales**
How do you determine the value of your after sales?

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?

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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?

Times
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 Landing: Starting Learning
 Learning
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 Learning

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JOHN C. LARSEN, JR.
 Department Manager
 Field Management
 Eastman Kodak

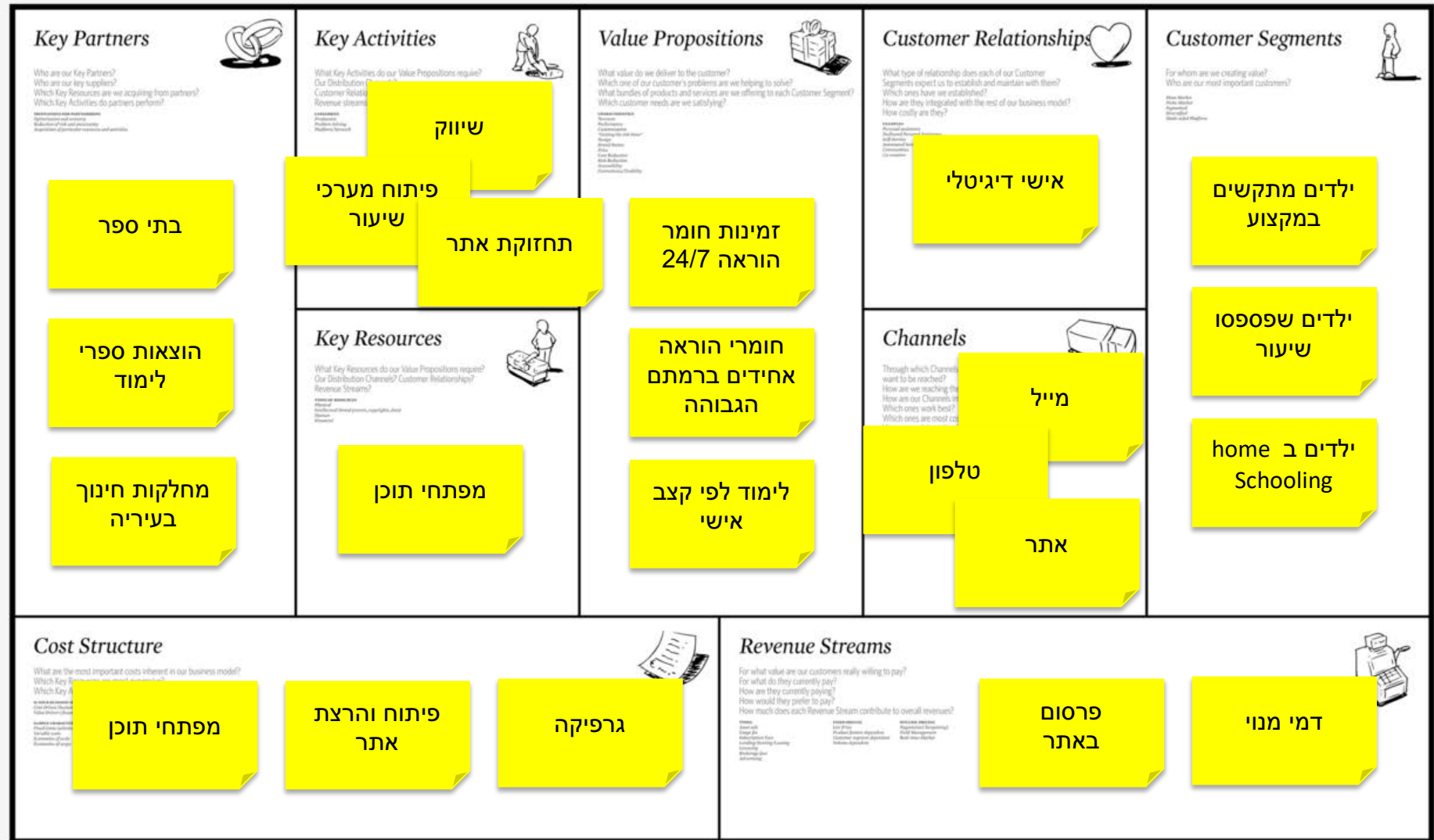




The Business Model Canvas

Designed for: **אתר אינטרנט ללימוד מתמטיקה** by:

On: Date: Iteration:



The Business Model Canvas

Designed for:

Designed by:

Date:

Version:

Key Partners  מי השותפים שלי למיזם?	Key Activities  אילו פעילויות אני עושה ליצור ערך? Key Resources  מה המשאבים שעומדים לרשותי?	Value Propositions  מה הערך שהמיזם מביא למשתמשים?	Customer Relationships  איך אני מתקשר עם המשתמשים? (מייל, כיתה, אתר אינטרנט) Channels  איך אני מגיע למשתמשים?	Customer Segments  עבור מי אני בונה את המיזם?
Cost Structure  אילו תזרימי עלות/תקורות הפרוייקט דורש?		Revenue Streams  אילו תזרימי ערך הפרוייקט מייצר?		



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