








The Business Model Canvas

Original

Designed by

No. _____
 Date: _____

<p>Key Partners </p> <p>Who are the partners? Who are the suppliers? Who are the distributors? Who are the complementors? Who are the competitors?</p>	<p>Key Activities </p> <p>What key activities do we have to perform? Do you produce things? Do you deliver things? Do you sell things? Do you manage things?</p>	<p>Value Propositions </p> <p>What value do we provide for customers? What kind of pain reliever do we provide for our customers? What benefits do we provide for our customers? What kind of products and services are we offering to our customers? What kind of products and services are we offering to our customers?</p>	<p>Customer Relationships </p> <p>What kind of relationship do we have with our customers? What kind of relationship do we have with our customers? What kind of relationship do we have with our customers? What kind of relationship do we have with our customers?</p>	<p>Customer Segments </p> <p>Who are our customers? What are our customer segments? What are our customer segments? What are our customer segments?</p>
<p>Key Resources </p> <p>What key resources do we have? What key resources do we have? What key resources do we have? What key resources do we have?</p>		<p>Channels </p> <p>How do we reach our customers? How do we reach our customers? How do we reach our customers? How do we reach our customers?</p>		
<p>Cost Structure </p> <p>What are the costs? What are the costs? What are the costs? What are the costs?</p>			<p>Revenue Streams </p> <p>How do we generate revenue? How do we generate revenue? How do we generate revenue? How do we generate revenue?</p>	