










The Business Model Canvas

Designed for:

Designed by:

Date:

Version:

<div>Key Partners</div> <div></div> <div>Cloud Infrastructure [KEY] (variable) · Engineering Salaries [KEY] (fixed) · Sales & Marketing (fixed)</div>	<div>Key Activities</div> <div></div> <div>· Enterprise Subscription [RECURRING] (subscription) · Usage-Based Billing [RECURRING] (usage fee)</div>	<div>Value Propositions</div> <div></div> <div>· Enterprise Subscription [RECURRING] (subscription) · Usage-Based Billing [RECURRING] (usage fee)</div>	<div>Customer Relationships</div> <div></div>	<div>Customer Segments</div> <div></div>
<div>Key Resources</div> <div></div> <div>· AWS (strategic alliance) · System Integrators (buyer supplier) · Tech Consultancies (strategic alliance)</div> <div>· AI/ML Platform (intellectual) · Engineering Team (human) · Cloud Infrastructure (physical)</div> <div>· Reduce deployment time by 90% with AI-powered automation (for Enterprise IT Teams) · One-click infrastructure setup for growing teams (for SMB Tech Companies)</div> <div>· Platform Development (platform) · Customer Success (problem solving)</div>	<div>Channels</div> <div></div> <div>· Direct Sales (direct) · Partner Network (partner) · Website & Content (owned)</div> <div>· Enterprise IT Teams [PRIMARY] (niche) · SMB Tech Companies (segmented)</div> <div>· Enterprise IT Teams: dedicated assistance · SMB Tech Companies: self service</div>			
<div>Cost Structure</div> <div></div> <div>CloudDeploy Inc.</div>	<div>Revenue Streams</div> <div></div> <div>Strategy Team</div> <div>2026-02-05</div> <div>1.0</div>			