










The Business Model Canvas

Designed for:

Designed by:

Date:

Version:

<p>Key Partners </p> <ul style="list-style-type: none"> • vendors • open source communities 	<p>Key Activities </p> <ul style="list-style-type: none"> • collecting sensor data • maintaining infrastructure • providing UIs (remote control, automation, information about sensors/actors) • providing APIs (devices, hubs, platforms, third-party services) <p>Key Resources </p> <ul style="list-style-type: none"> • "IoT things" • network / infrastructure • servers • third-party (web) services 	<p>Value Propositions </p> <ul style="list-style-type: none"> • sensors • actors • UI • API • computation • curriculum srv • notification srv • roominfo srv • student srv • lecture srv 	<p>Customer Relationships </p> <ul style="list-style-type: none"> • acquisition by study or contract • raising awareness through digitalization (Digital HHz) <p>Channels </p> <ul style="list-style-type: none"> • physical • digital 	<p>Customer Segments </p> <ul style="list-style-type: none"> • lecturer • students • facility management • visitors (eg. conferences)
<p>Cost Structure </p> <ul style="list-style-type: none"> • infrastructure • acquisition cost 		<p>Revenue Streams </p> <hr/>		