

Gradebook Application Business Model Canvas

Key Partners: 1. Web host 2. School faculty a.School board b.Administration c. Teachers 3. Law firm 4. Accountants 5. IT Help Desk (outsourced) 6. Quality Assurance (outsourced) 7. Payment gateway	Key Activities: 1. Research and Development 2. Create Dummy Data 3. Application Production 4. Application Testing 5. Distribution 6. Troubleshooting and Maintenance Key Resources: 1. Developers 2. Reliable Server 3. Gradebook Application Platform 4. Technology Infrastructure	Value Propositions: 1. Reliable, useful gradebook system 2. Time-saving analytical features to determine students' needs 3. Easy-to-use UI for managing students and courses	Customer Relationships: 1. Transitional relationship with customers 2. Likely try to make a long term relationship with that of administration 3. Also focus on the switch costs to the new gradebook	Customer Segments: 1. School Administration 2. Professors 3. Students
			Channels: Direct - The gradebook software, and social media Indirect - The schools, and the administration	
Cost Structure: 1. Operating expenses (staff, website) 2. Marketing expenses to get the product out there and known		Good Grades Business Model Canvas CMPS 480 1/21/2022 Madison Mitchell Emily Foglia Tyler Sovko Brandon Stocke Benjamin Jewell		Revenue Streams: 1. Licensing a. Annual Cost for self-hosted b.Per-user cost for clients hosted by us. 2. Embedded web advertisements