
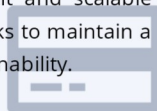


<h3>Key Partners</h3> <p>The application's main strategic partners are technology providers and academic collaborators.</p> <p>The former guarantee the availability, security, and scalability of the system through hosting services, databases, and development tools.</p> <p>The latter, such as educational institutions or associate professors, provide reliable and up-to-date information on courses and programs.</p> <p>These partnerships allow the core team to focus on the development and continuous improvement of the product.</p> 	<h3>Key Activities</h3> <p>The application's key activities focus on design, developing and maintaining the web system, ensuring its proper functioning and an efficient user experience.</p> <p>These include managing teacher/course data and optimizing the search engine to improve the accuracy of results.</p>  <h3>Key Resources</h3> <p>The key resources for the application are technological and human. Reliable infrastructure, secure databases, and web development tools are required to implement the main functions. In addition, the project depends on developers and academic collaborators who ensure that the information provided is up to date and reliable.</p> 	<h3>Value Propositions</h3> <p>The main value proposition of the application is to facilitate access to reliable and organized academic information about teachers and courses, allowing users to quickly find the options that best suit their interests or learning needs.</p> <p>The project seeks to address the lack of centralization and updating of educational information by offering a simple tool that optimizes the search and comparison of courses and teachers. In this way, it meets users' need for a clear, accessible, and up-to-date platform.</p> <p>Unlike other systems, the application stands out for its simplicity of use and its open structure, which does not require authentication to consult information, making it practical and accessible to any interested user.</p> 	<h3>Customer Relationships</h3> <p>The relationship with users is based on accessibility and self-service, offering a simple and straightforward experience without the need for authentication. Users can freely browse courses and professors, accessing reliable and up-to-date information. Support focuses on maintaining system availability and data accuracy, strengthening trust in the platform.</p>  <h3>Channels</h3> <p>The application offers its value proposition through a digital channel, a website accessible from any device, which allows users to browse courses and teachers without registering.</p> <p>Promotion is carried out through social media and partnerships with educational institutions, achieving efficient and low-cost outreach.</p> 	<h3>Customer Segments</h3> <p>The application is primarily aimed at students and individuals interested in academic training who are seeking reliable and up-to-date information on courses and teachers. This group values ease of access, data organization, and the ability to quickly find educational options that suit their interests.</p> <p>Complementarily, the platform also generates value for educational institutions and teachers, who can benefit from greater visibility for their programs and skills.</p> <p>The target market is broad, focused on users in the academic environment, but with a design that allows it to be easily adapted to different educational levels or training contexts.</p> 
<h3>Cost Structure</h3> <p>The cost structure of the application focuses mainly on the technological and human resources required for its development and maintenance. Fixed costs include web hosting, database services, development tools, and server maintenance, which guarantee the availability and security of the system.</p> <p>Variable costs are associated with the development team's working time, academic content updates, and possible functional improvements based on user needs or system growth.</p> <p>The model focuses on cost optimization, prioritizing the use of efficient and scalable resources, such as cloud services and open-source tools. In this way, it seeks to maintain a balanced relationship between quality, performance, and operational sustainability.</p> 		<h3>Revenue Streams</h3> <p>The app's revenue model is primarily based on complementary services and academic visibility options. Although basic access to the search engine is free, revenue streams such as educational advertising, institutional subscriptions, or premium plans could be implemented to allow teachers or institutions to highlight their courses.</p> <p>In the long term, revenue could also be generated through collaboration with universities or academies, which would pay to integrate their educational offerings into the platform.</p> <p>The pricing strategy would be flexible and accessible, with the aim of maintaining a balance between economic sustainability and ease of access for users. Payments would be made digitally, prioritizing simplicity and transparency in each transaction.</p> 		