

**Proposal Statement:**

My dream job would entail me working for a medium sized company as a Software Engineer that is focused on solving problems for their customers, whether that be end users/consumers, or business-to-business customers. My role in this would be a software developer/engineer. This would allow me to work with a small team, developing software to creatively solve problems and address issues as they come up.

**Key Partners:**

- Colleagues
- Employees
- Bosses

**Key Activities:**

- Developing
- Collaboration
- Engineering Process

**Key Resources:**

- Software Engineering
- College Degree
- Computer Programming
- Problem Solving
- Computers
- Hardware
- Software
- Office Space
- Money/Financing

**Customer Relationships:**

- Extensive Support
- Personal Tailoring
- Retention

**Customer Segments:**

- Business Customers
  - For B2B sales of Business Software
- Traditional Consumers
  - For Software and Product Sales

**Channels:**

- Online
- Word of Mouth

- Social Media
- Traditional Media
- Advertisements

### **Value Propositions:**

- Solving Problems
- Developing software useful to businesses
- Developing software and products useful to consumers
- Bug-Free Computer Development

### **Cost Structure:**

- Gas
- Power
- Electric
- Bills
  - Office Rent
  - Office Equipment
- Software Costs
- Hardware Costs

### **Revenue Streams:**

- Business to Business Sales
- Consumer Sales