

STUDENT **Doug Vo**

KEY PARTNERSHIPS

- Tesla
- Electrical Vehicles' developer and provider
- Other power bank company (SparkCharge)

=> Looking for a sufficient study and knowledge of our partner's charging technology in return of discount or possibly free products for their customer

COST STRUCTURE

- Material and manufacture cost
- Research activities for future upgrades
- Reponse activities with the customer
- Maintenances.
- Start up cost ~10k

KEY ACTIVITIES

- Contact material provider
- Looking for technology group
- Provide adequate, informative website
- Having a good communication with the ideal customer
- Provide good quality, safe to use products
- Provide sufficient knowledge of using the technology to the user

=> Most important: Clear communication and efficient product in order to gain the customer's trust and loyalty

KEY RESOURCES

- Operable website
- Online database
- Material provider
- Technology team

VALUE PROPOSITION

- Portable power bank for electrical car
- Convenient on the road charger
- skipping the charging station
- Saving electrical vehicle's user time
- Promote Electrical Vehicle's usage
- Better efficient for long-distance-traveling EVs

ELECTRICAL VEHICLE'S PORTABLE POWER BANK PROJECT

CUSTOMER RELATIONSHIPS

- Reliable, fast to reply to the customer's questions
- Build a response team to answer questions
- Send out survey to current customer for future changes

CUSTOMER SEGMENTS

- Electrical vehicle's user
- Tesla's user

DISTRIBUTION CHANNELS

- Online communication, social media, EV company
- Work best online promotion or EV company
- Can be integrated as the main way to connect and selling products

REVENUE STREAMS

- \$500 - \$600 per product
- Can be rent out \$50/month
- Can pay monthly or up front
- Online transaction