

# Business Model Canvas

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Company Name:

Date:

Key Partners	Key Activities	Value Proposition	Customer Relationships	Customer Segments
Supplier bahan-bahan mentah	Produksi alat-alat peraga Research and Development alat-alat peraga Aplikasi berbasis Web	Functionality Customization Reliability	"Remove this text, and add start yours" What type of relationship does each of our Customer Segments expect us to establish and maintain with them? Which ones have we established? How are they integrated with the	"Remove this text, and add start yours" For whom are we creating value? Who are our most important customers?
	<b>Key Resources</b>		<b>Channels</b>	
	"Remove this text, and add start yours" What Key Resources do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue Streams?		"Remove this text, and add start yours" Through which Channels do our Customer Segments want to be reached? How are we reaching them now? How are our Channels integrated? Which ones work best? Which ones are most cost-efficient?	
Cost Structure			Revenues Streams	
"Remove this text, and add start yours" What are the most important costs inherent in our business model? Which Key Resources are most expensive? Which Key Activities are most expensive?			"Remove this text, and add start yours" For what value are our customers really willing to pay? For what do they currently pay? How are they currently paying? How would they prefer to pay? How much does each Revenue Stream contribute to overall revenues?	



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