



## Mini Business Competition

Nama Ketua:

Adhima Anfasa Bilqi



Kelompok:

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Kelas:

Business Plan Competition



<b>Key Partners:</b> <ul style="list-style-type: none"><li>• material vendor (Bed,Pillow,Bolster)</li><li>• Travel apps</li><li>• Travel Agent</li><li>• Building Developper</li><li>• Investors</li><li>• Internet and IOT Company</li></ul>	<b>Key Activities:</b> <ul style="list-style-type: none"><li>• production of bobopad's custom built operation system</li><li>• promotion with big and bold steps</li></ul>	<b>Value Propositions:</b> <ul style="list-style-type: none"><li>• High Tech</li><li>• Innovative Sleep Pods</li><li>• Hygiene Pods</li><li>• Flexible Booking</li></ul>	<b>Customer Relationships:</b> <ul style="list-style-type: none"><li>• user education</li><li>• smart booking system</li><li>• keyles qr code</li><li>• personalization</li></ul>	<b>Customer Segments:</b> <ul style="list-style-type: none"><li>• Traveler</li><li>• Backpacker</li><li>• Tourists</li><li>• Networking Professional (Event Attendees)</li><li>• Influencer</li></ul>
	<b>Key Resource:</b> <ul style="list-style-type: none"><li>• materials for making sophisticated items</li><li>• human resource</li></ul>		<b>Channels:</b> <ul style="list-style-type: none"><li>• Bobobox app</li><li>• Social media</li><li>• Offline marketing</li></ul>	
<b>Cost Structure:</b> <ul style="list-style-type: none"><li>• human resource</li><li>• hotel maintenance</li><li>• operational costs</li><li>• worker fee</li></ul>			<b>Revenue Streams:</b> <ul style="list-style-type: none"><li>• Accomodation Revenue</li><li>• Membership or Loyalty Programs</li><li>• Additional Services</li></ul>	

