BUSINESS MODEL CANVAS







Key Partners

- The CROUS, which provides the room that will be rented to make the common storage unit
- Students who adhere to **MoinsShare**



- App development and updates
- Maintenance of the common storage unit



- A common storage unit "The Local"
- A mobile application

Value Propositions

Service providing a fast and easy way to share appliances among students, to optimize their distribution in student residences and consequently reduce expenses and overconsumption.



Customer Relationships

Direct relationship with the customers Customers provide feedbacks on the app to improve our service

Channels



- Subscriptions available on the app

Customer Segments

Students living in student residences

Pilot project on the 1.200 students of the "French House" of "Cité Universitaire International"

Seaments could then be enlarged with a larger pool of students in Residency Halls

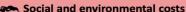
Cost Structure

- Development and app improvements; supply of appliances/goods; rent and maintenance of the common storage unit



Service subscriptions







There should not be environmental costs if the service functions accurately



Social and environmental benefits

- Reduces consumption of goods
- Prevents throwing away perfectly usable goods
- Favors social links through sharing