

Business Model Canvas: aijai

Key Partners	Key Activities	Value Propositions	Customer Relationships	Customer Segments
<ul style="list-style-type: none">The Owl Parliament (Core IP)Enterprise ClientsLegal CounselInvestor NetworkLearner Advisory Board	<ul style="list-style-type: none">Platform DevelopmentWisdom Curation & EditorialB2B Sales & MarketingCommunity Management	<p>For Learners:</p> <p>"Get smarter, faster."</p> <ul style="list-style-type: none">Accelerated wisdomCalibrated judgementaijai Passport <p>For Owls:</p> <p>"Reclaim your relevance."</p> <ul style="list-style-type: none">Legacy & significanceIntellectual community <p>For Enterprises:</p> <p>"Stop wisdom from retiring."</p> <ul style="list-style-type: none">Brain drain solutionTalent acceleration	<ul style="list-style-type: none">Self-Service PlatformCommunity-Driven (Parliament)Personal Assistance (B2B)	<p>1. Large Enterprises (B2B)</p> <p>(Primary: Consulting, Finance, Law)</p> <p>2. Individual Professionals (B2C)</p> <p>(Secondary)</p> <p>3. The Owls</p> <p>(Dual-sided partner)</p>
Key Resources	Channels			Revenue Streams
<ul style="list-style-type: none">The Owl Network & Library (Moat)Technology PlatformCore Team (CEO, CPO, Head of Wisdom)Brand & IP	<ul style="list-style-type: none">Direct B2B Sales ForceDigital Marketing (LinkedIn, SEO)Word-of-Mouth & ReferralsDirect Web Platform			

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				1. B2B SaaS Subscriptions \$500 / user / year
				2. IP Harvesting Services \$50k - \$250k+ per project
				3. B2C Subscriptions ~\$100 / year
Cost Structure				
Fixed Costs:				
<ul style="list-style-type: none">• Core Team Salaries• Platform Infrastructure• Editorial Management				
Variable Costs:				
<ul style="list-style-type: none">• Sales Commissions & Marketing• Owl Honorariums				
→ Target EBITDA				
Margin: 30-40%+ at scale				