

# The Business Model Canvas

<p><b>Key Partners</b>          Who are our Key Partners?          Who are our Key Suppliers?          Which Key Resources are we acquiring from partners?          Which Key Activities do partners perform?</p> <p>We are acquiring the basic needs for designing our CRUB from the working files we downloaded from IMDB DB.</p>	<p><b>Key Activities</b>          What Key Activities do our Value Propositions require?          Our Distribution Channels?          Customer Relationships?          Revenue streams?</p> <p>Our distribution channel is github, where we can have a relationship with the users who download our program.</p>	<p><b>Value Proposition</b>          What value do we deliver to the customer?          Which one of our customer's problems are we helping to solve?          What bundles of products and services are we offering to each Customer Segment?          Which customer needs are we satisfying?</p> <p>We are offering a free database to our users, so they are able to search, combine and select information from 2 tables.</p>	<p><b>Customer Relationships</b>          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 rest of our business model?          How costly are they?</p> <p>We wish to have a relationship of cooperation with our users. They give us feedback which we can use to improve our program.</p>	<p><b>Customer Segments</b>          For whom are we creating value?          Who are our most important customers?</p> <p>We are looking to make a program for our customers and users that are currently Administrators. People which databases where they need to be able to create, read, update and delete.</p>
	<p><b>Key Resources</b>          What Key Resources do our Value Propositions require?          Our Distribution Channels? Customer Relationships?          Revenue Streams?</p> <p>The DB we have received from IMDB to design our program from.</p>		<p><b>Channels</b>          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?          How are we integrating them with customer routines?</p> <p>Through github where they can download the program and report any problems to us.</p>	

### ***Cost Structure***

What are the most important costs inherent in our business model?

Which Key Resources are most expensive?

Which Key Activities are most expensive?

**Idea: Our software is open source and open to a community of developers that can freely help and work on the program in their own free time.**

### ***Revenue Streams***

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?

**So far, the service is free.**

Source: [www.fiaipdonna.it/wp-content/.../04/2013-Business-Model-Canvas-Template.docx](http://www.fiaipdonna.it/wp-content/.../04/2013-Business-Model-Canvas-Template.docx)