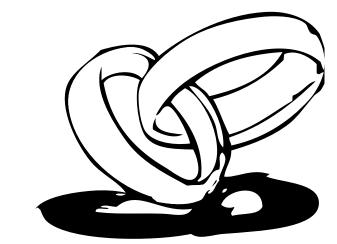
Key Partners



Who are our Key Partners? Who are our key suppliers? Which Key Resources are we acquiring from partners? Which Key Activities do partners perform?

Reduction of risk and uncertainty

The main Key partner and Key suppliers of the project we are planning is the school. In particular ITIS Guglielmo Marconi school in Verona.

The resources that are provided to us by the partner are:

- An environment where to work and develop the project.
- A domain or subdomain to publish our project.

The main activity carried out by the partner is that of advice and support for project management and development.

Key Activities



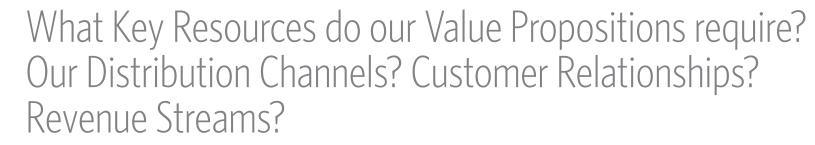
What Key Activities do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue streams?

Production Problem Solving Platform/Network

Our value propositions require activities like:

- Maintenance and development of IT platforms.
- Problem solving

Key Resources





Our valuable proposals require resources such as: - An environment to work in.

- Several computers and code writing programs.
- A web space to host our services
- A team that shares out the project's progress
- Some computer resources such as a database

Value Propositions



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?

"Getting the Job Done Brand/Status

previous one.

The value proposals of our project are as follows: - Our project brings an innovation compared to the

- will allow you to process the service from different types of devices and will be optimized.

- some features will be added to make the

navigation experience as pleasant as possible. - We release a new type ti design, more colorful and fun

Customer Relationships .

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?

Personal assistance Dedicated Personal Assistanc Automated Service

Since the product is dedicated for school use, there is no customer relationship. We could use an e-mail contact in case of clarifications or possible malfunctions.

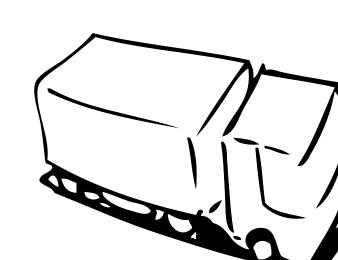
Customer Segments

For whom are we creating value? Who are our most important customers?

Mass Market Niche Market Segmented Multi-sided Platform

Ours being a school project does not have a real customers divided into segments.

The beneficiaries of the work will be the students of the institute.



Through which Channels do our Customer Segments want to be reached?

How are we reaching them now?

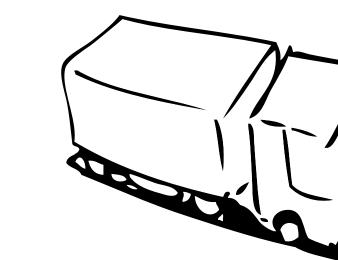
How are our Channels integrated? Which ones work best?

Which ones are most cost-efficient?

How are we integrating them with customer routines?

We will use indirect channels represented by

Channels



e-mails to relate to our customers.

Cost Structure

Fixed Costs (salaries, rents, utilities)

Economies of scope

What are the most important costs inherent in our business model? Which Key Resources are most expensive? Which Key Activities are most expensive? Cost Driven (leanest cost structure, low price value proposition, maximum automation, extensive outsourcing) Value Driven (focused on value creation, premium value proposition) **SAMPLE CHARACTERISTICS:**

We will have no costs



Revenue Streams

For what value are our customers really willing to pay? For what do they currently pay? How are they currently paying? How much does each Revenue Stream contribute to overall revenues?

Lending/Renting/Leasing Brokerage fees

List Price Product feature dependent Customer segment dependent Real-time-Market

Negotiation(bargaining) Yield Management

We will not have any profit

