

**A
REPORT
ON
BUSINESS MODEL CANVAS
(BMC)**

An ERP Product for AIT Using SaaS [BMC Report]

- The BMC stands on Business model canvas. This canvas use to develop the business model of any projects and plans. In other way, it is over all plan or overview of any project it will essay to describe in this canvas.
- The business model canvas mainly focus on the developing or implements any idea as well as development steps of business polices on any type of projects.
- It will also contain the costing of projects means to develop specific project there are different types of cost include and it will also describe in this model.
- It will develop in few steps those are following below.

1. Key Partner

2. Key Activities

3. Key Resources

4. Value Propositions

5. Customer Relationship

6. Channels

7. Customer Segments

8. Cost structures

9. Revenue Streams

1. Key Partner

There are few partners who are importance to develop our model.

- **Alumni Student** who can see their all the records of college work whenever they want.
- **Prospective Student** who would be able to see their most of the activities related to college with minimum number of clicks.
- **Current Students** can see their results, timetables and attendance stuff with this product.
- **Faculty** can use this product for their all details, upload assignments and to share useful material during exams and practical work.
- **Administrative Staff** will use this product to enter all details related to college work, which will return in minimal paperwork.
- **Parents** can see the progress like academic and attendance information of their child using this product.
- **Principal / Head of Department** can monitor their respective faculties with the feature of Feedback Rating feature in product.
- **Management** are the important entity of our product as they guide, manage and finance the whole structure of working department.

2. Key Activities

In key activity, we involve every important thing that are used to develop or use to implement our project model.

- The complete **Syllabus** will be available with each subject so that one can get knowledge of that particular subject.
- **I-Card** will be generated with the help of database and will be available easily and fast.
- **Class Timetable** will be generated easily and quickly with less number of efforts.

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- The complete record of student's previous academic detail will be shown in **University Grade History**.
- **Exam Results** of Midsem and University as well will be shown here with the past results also.
- **Exam Schedule** of University and college events like Midsem, Submission, Viva Remedial will be available in this product.
- **Assignments** will be uploaded and can be downloaded from this product and this will return in paperless work.
- **Attendance Viewing** will be much easier because it will be directly available in product instead of notice board.
- **Faculty Feedback** will be provided so that Principal/HOD can track the overall report of one faculty.
- Online **Fees Payment** will be provided to easily and quickly pay the Fees and reduce the Administrative work.
- **Weekly Lecture Timeline** will be there to see all the upcoming lectures.
- **Circulars** will be posted with priority to give attention for the students about any Topic.

3. Key Resources

In this section we listed the resource to develop our model.

- **Browser** will become the main part for this product to run and use its features.
- A good and steady **Internet Access** is must for the better outcome of this product.
- **Valid Authentication ID** will be must to use core features of this product.
- **Desktop, Laptop, Mobile** As we are working on coding section, database, app etc. So for that we need to have these resources available on which we can work on.

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4. Value Propositions In this section we focus on the product or services what we are going to provide the users as well as we also focus on satisfaction of users.

- The number of clicks will be less and hence it will prove its feature **Timesaver**.
- It will be **Eco Friendly** because the paperwork will become least which were being used in assignments and noticeboards.
- There are currently some resources which are engaged in other work which will be replaced by this product and become **Resource Saving**.
- The entire amount to handle this product will be less and more of the manpower and resources as well becomes less and thus it will become in list of **Cost Reduction**.
- The designing part of the front-end will be so aesthetic and simple to use which will serve **Intuitive UI/UX**.

5. Customer Relationship

In this section we focus relationship between our desired modules.

- The **Feedback** module in our product will serve best relationship between faculties and students.
- The product will contain **User Review** section as review and rate our product.
- **Help & FAQ** will guide to solve queries generated by users while using the product.
- **Improvement Suggestions** will be taken from users to create the product more user-friendly.

6. Channels

In this section we focus on medium that connect this product to the end users. In simple way here we will discuss how to advertise or represent this product to the clients.

- The product can be promoted by **Social Media** Facebook, Twitter, YouTube, Google+.
- We can send the promotion link in Bulk SMS which is **Electronic Media**.
- **Posters** can also make addition in promotions.

7. Customer Segments

Now in this section we focus where are this project is use and which are use this project and as well as its services.

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- **Principal / Head of Department** can monitor their respective faculties with the feature of Feedback Rating feature in product.
- **Administrative Staff** will use this product to enter all details related to college work, which will return in minimal paperwork.
- **Librarian** can keep record of available books as well as the books borrowed by students.

8. Cost structures

In this section we listed all cost for creating for this project and we mainly focus on different types of costs for development projects.

- To promote this product, the main cost will be used in **Advertisement** to aware the public.
- **Database Maintenance** is also one of the cost consuming structure as we have to assign a person to handle it.
- To run this product in regular life we have to put it on Server and for that **Server Maintenance** will cost.
- **Domain Name & Space cost** since we are creating an ERP product, we need our product which will be available online. So for that we need to get a Domain Name & Space.
- **Admin Cost** admin is the basic management section of our project. They have to see and update the students' profile according to need and the information available.

9. Revenue Streams

It is more important part of this model there are we listed the streams those use to generate revenue from this product.

- There will be revenue from **College Fees** which will be charged from this product at one place directly instead of collecting them as Gymkhana Fees and other ones.