

Key Partners

- 1. **NGOs:** For social good campaigns.
- **2. Startups and Businesses:** For equity-based crowdfunding.
- Aptos Ecosystem Partners:
 To leverage the blockchain's network.
- Regulatory Bodies: To ensure compliance with laws.

Business Model

The platform is primarily **B2C** (Business-to-Consumer), as it allows individuals to create and contribute to campaigns, whether for social good or business funding. The focus is on individual users engaging with the campaigns directly.



Key Activities

- Platform Development:
 Building and maintaining the decentralized crowdfunding platform.
- 2. Partnership Management:
 Onboarding and managing
 collaborations with NGOs and
 businesses.
- 3. **Community Engagement:**Running campaigns, hosting AMAs, and building trust with users.

Key Resources

- Technical: Blockchain developers, UI/UX designers, and smart contract auditors.
- Human: Marketing, legal, and community management teams.
- 7. **Financial:** Initial capital for platform development and operational costs.
- 8. **Partnerships:** Collaborations with NGOs, startups, and investment firms.

Customer Relationships

1. Social Campaign Donors:

Interaction is community-driven, with regular updates on campaign progress, impact reports, and transparent transaction records available on the blockchain. The process is straightforward, so interactions are minimal but focused on building trust.

2. Business Campaign Creators and Investors:

Interaction is high-touch and professional, with dedicated account managers providing guidance on campaign creation, marketing

Value Proposition

- 1. **For Donors:** Transparent, tamper-proof giving.
- 2. **For Businesses:** Seamless funding with minimal fees and blockchain-based equity management.
- 3. **For Campaign Creators:** Secure and interference-free fundraising.

Channels

- Digital Marketing: Social media, email campaigns, and influencer marketing.
- 2. **Community Platforms:**Discord, Telegram, and Reddit groups.
- 3. **Partnerships:** Collaborations with NGOs and businesses for targeted outreach.

Customer Segments

- Social Campaign Donors:
 Socially conscious individuals and organizations seeking transparent ways to contribute to disaster relief and charitable causes.
- 2. Business Campaign
 Creators and Investors:
 Startups, small businesses,
 and investors looking for
 equity-based crowdfunding
 solutions with blockchain
 transparency.
- 3. Tech-Savvy Enthusiasts:
 Blockchain users and
 innovation seekers drawn to
 decentralized platforms for
 their trustworthiness and
 cutting-edge technology.
 By catering to these diverse
 groups, we create value and
 ensure a meaningful user
 experience for all.



Cost Structure

- 1. Development Costs:
 - Smart contract and platform development.
 - Continuous upgrades and feature additions.
- Operational Costs:
 - o Server maintenance and hosting.
 - \circ Customer support and moderation.
- 3. Marketing Expenses:
 - o Community building and influencer partnerships.
 - o Paid campaigns for user acquisition.
- 4. Regulatory Compliance:
 - o Legal consultations and audits.

Revenue Streams

- . **Platform Fee**: 2% on funds raised for business crowdfunding campaigns.
- 2. **Tipping** While creating campaigns is free, GoFundMe encourages donors to leave a voluntary tip to support the platform. These tips help cover operational costs and are a primary revenue source.
- 3. **Corporate Partnerships -** Collaborates with corporations for branded fundraising campaigns
- 4. Premium Features:
 - Enhanced campaign visibility.
 - Analytical tools for campaign creators.







This document is for educational purposes only and should not be used for any other reason.

All content is Copyright material of CFI Education Inc.

https://corporatefinanceinstitute.com/

© 2019 CFI Education Inc.

All rights reserved. The contents of this publication, including but not limited to all written material, content layout, images, formulas, and code, are protected under international copyright and trademark laws. No part of this publication may be modified, manipulated, reproduced, distributed, or transmitted in any form by any means, including photocopying, recording, or other electronic or mechanical methods, without prior written permission of the publisher, except in the case of certain noncommercial uses permitted by copyright law.