



Key Partners ?	Key Activities ?	Value Proposition ?	Customer Relationships ?	Customer Segments ?
<p>1. Who are your key partners?</p> <p>Traditional (big) educational consultancy firms</p> <ul style="list-style-type: none"> - Sub contracted projects in portfolio - Network in these organizations (2) present 	<p>1. What are your key activities?</p> <p>Educational consultancy</p> <ul style="list-style-type: none"> - Providing clients with advice on how to improve their educational practices (HRD) - Assisting in policy research (as subcontractor of big governmental research projects) 	<p>1. What are your value propositions?</p> <p>High quality advice at limited costs</p> <ul style="list-style-type: none"> - My strong knowledge on both education, policy and IT in educational settings allows me to deliver high quality advice. - Due to the lack of a prestige factor and low overhead (office, etc) cost I will be able to deliver my services at lower cost than traditional consulting firms. 	<p>1. Your customer relationships?</p> <p>Co-creation</p> <ul style="list-style-type: none"> - Together with the client I will, identify the problem(s) and we will work towards a solution. 	<p>1. Customer Segments</p> <p>School</p> <ul style="list-style-type: none"> - Providing advice to boards on how to run schools <p>Educational consultancy firms</p> <ul style="list-style-type: none"> - Sub-contracting research projects for national and EU government.
	<p>Key Resources ?</p> <p>1. What are your key resources?</p> <p>Knowledge</p> <ul style="list-style-type: none"> - High level knowledge on Recognition of Prior Learning (master thesis / research article / recognition of knowledge by EU bodies (CoE)) - Knowledge of educational practices (master Educational Science and Technology) - Strong MOOC experience (over 100 MOOCs completed) - Teaching experience (certified teacher) 		<p>Channels ?</p> <p>1. Channels</p> <p>Informal networking</p> <ul style="list-style-type: none"> - Using my existing network in various schools and educational organizations to obtain new clients and projects 	
<p>Cost Structure ?</p> <p>1. What about your cost structure?</p> <p>Hourly rate</p> <ul style="list-style-type: none"> - Far below traditional consultancy firms but with good level of knowledge. 		<p>Revenue Streams ?</p> <p>1. What are your revenue streams?</p> <p>Project fees</p> <ul style="list-style-type: none"> - Single (non-recurring) transactions (project based) 		