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| <p>Key Partners ?</p> <p>1. Who are your key partners? 2. Who are your key suppliers?</p> <p>Electronic Manufacturing Services</p> <hr/> <p>PCB Assembler</p> <hr/> <p>SmartHome Reseller</p> <hr/> | <p>Key Activities ?</p> <p>1. What are your key activities?</p> <p>Electronics Production</p> <hr/> <p>Resell Product</p> <hr/> <p>Advertisement</p> <hr/> <p>Key Resources ?</p> <p>1. What are your key resources?</p> <p>Hardware</p> <hr/> <p>Electronic Parts</p> <hr/> <p>Housing</p> <hr/> | <p>Value Proposition ?</p> <p>1. What are your value propositions?</p> <p>Time Saving</p> <hr/> <p>Automation</p> <hr/> <p>Smarter Homes</p> <hr/> <p>Remote Access</p> <hr/> | <p>Customer Relationships ?</p> <p>1. Your customer relationships?</p> <p>Support Mail</p> <hr/> <p>Hotline</p> <hr/> <p>Documentation</p> <hr/> <p>Channels ?</p> <p>1. Channels</p> <p>Online Shops</p> <hr/> <p>Retail</p> <hr/> <p>Mess</p> <hr/> | <p>Customer Segments ?</p> <p>1. Customer</p> <p>Techies</p> <hr/> <p>Smart Home Enthusiasts</p> <hr/> <p>Housewife</p> <hr/> |
| <p>Cost Structure ?</p> <p>1. What about your cost structure?</p> <p>Hardware</p> <hr/> <p>Housing</p> <hr/> | | <p>Revenue Streams ?</p> <p>1. What are your revenue streams?</p> <p>Selling</p> <hr/> <p>Product Value aprox. 30€</p> <hr/> <p>Online Stores</p> <hr/> | | |