

Lean canvas LTI aATS

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<div>Problem</div> <div><ul style="list-style-type: none">• Current Market Challenges:<ul style="list-style-type: none">◦ Complexity in using existing ATS systems.◦ Integration issues with other tools and platforms.◦ Lack of advanced AI screening features.◦ Poor mobile accessibility.</div> <div><div>Existing alternatives</div><div>List how these problems are solved today</div><div><ul style="list-style-type: none">• • • </div></div>	<div>Solution</div> <div><div>Proposed Features:</div><ul style="list-style-type: none">• User-friendly interface design.• Integration APIs for email, calendars, social media.• AI-powered resume screening and ranking.• Customizable workflow templates.• Collaboration features for team interaction.• Detailed analytics and reporting dashboard.• Data security measures and compliance protocols.• Mobile app for recruitment management on the go.</div>	<div>Unique value propositions</div> <div><div>Differentiators:</div><ul style="list-style-type: none">• Intuitive and user-friendly interface.• Seamless integration with email, calendars, and social media.• Advanced AI-based resume screening.• Customizable workflows and templates.• Real-time collaboration tools.• Comprehensive analytics and reporting.• Enhanced data security and compliance.• Mobile accessibility.</div>	<div>Unfair advantage</div> <div><div>Competitive Edge:</div><ul style="list-style-type: none">• Proprietary AI technology for resume screening.• Superior user experience design.• Strong integration capabilities.• Robust data security measures.</div> <div><div>Channels</div><div><div>Marketing and Sales:</div><ul style="list-style-type: none">• Direct sales team.• Online platform (website, social media).• Partner networks.• Marketing campaigns (email marketing, social media ads).</div></div>	<div>Customer segments</div> <div><div>Target Customers:</div><ul style="list-style-type: none">• Small and medium-sized enterprises (SMEs).• Large corporations.• Recruitment agencies.• Human resources departments.</div> <div><div>Key metrics</div><div><div>Performance Indicators:</div><ul style="list-style-type: none">• User adoption rate.• Customer satisfaction scores.• Subscription renewal rate.• Time to fill positions.• Cost per hire.</div></div>
<div>Cost structures</div> <div><div>Cost Structure</div><ul style="list-style-type: none">• Expenses:<ul style="list-style-type: none">◦ Development and maintenance costs.◦ Marketing and sales expenses.◦ Customer support and training costs.◦ Partnership and licensing fees.</div>		<div>Revenue streams</div> <div><div>Monetization:</div><ul style="list-style-type: none">• Subscription fees.• Licensing fees.• Additional service fees (customization, training).• Data analytics and reporting services.</div>		