## **VALUE PROPOSITION CANVAS**

**TEAM ID - SP21C001908** 

**BUSINESS TO BUSINESS MODEL** 



## **GAIN** CREATORS



Making industries independent.

**PRODUCTS** & SERVICES · Harvesting mechanical energy.

Potential at places where footfall is high.  Reduces the energy expense.

Targeting infrastructure companies.



PAIN **RELIEVERS** 

- Low maintenance
- Saves energy expenses
- Modular: can be adopted to any size

# GAIN ...



- Utilizing mechnical energy that occurs everyday.
- Self energy generation.
- Saving energy costs.

## **CUSTOMER JOBS**

- Switching to renewable energy.
- Increasing employees for maintainance.
  - Switching to green energy.



- · Damage due to weather and impulse.
  - · Need to rebuild the existing infrastructure.
    - · High implementation costs.

**VALUE PROPOSITION** 

**CUSTOMER SEGMENT**