# Strategyzer Notes

Designed for:

Designed by:

Date:

Version:

**Key Partners** 

Who are our boy recovery Who are our less suppliers? Which Kay Resources are we acquairing from partners?
Which Kay Activities do partners per learn?

detrologies and economy deduction of risk and accordancy Acquisition of particular resources and activities

Key Activities

Our Distribution Charmels?

CUSTOMER PHINOSOPPIN

Beveres observa\*

What key activities do our value enopositions requirer



Value Propositions



What value do we deliver to the customer?
Which one of our constrain's problems we we heiping to sower

What based on a products and services are we offering to each Costoner Segment? Which customer needs one we setter/ring?

GUARGEMENT OF THE PROPERTY OF

Customer Relationships

What type of relationship-does each of our Customer Segments expect us to establish and maintain with them? Which once have we established? how are they integrated with the rest of our pusiness model?

Hew costly are they?

**Customer Segments** 

For whome are we counting value? Who are our most important ouscomers?

Key Resources



What Key Resources do our isslue Propositions require? Our Discribution Channels? Customer Relationships? Berrense Street of

TWEE OF HERMANIES Hypeas healischai Israelpatwitz espyrights, cisti, Auman Bauroial

Channels



How are we reashing them now? How are our Channels integrated? Which ones work best? Which ones are med post efficient?

now are we integrating them with customer tourness

COLORS POSS

Value of the Later Contracts in Arrival and Arrival articles and the Later Contracts in Arrival and Arrival

A Perchase novide an allow-customers sourchase specific products and solvious?

4. Запасту немостью сельных изментуровтом силопасти в мате име немостью реат уметам настоям видрогт

Cost Structure

What are the meet important posts innerent in our business moder? Which Key Resources are most expensive? Which Kay Activities are most expensive?

IN TWO MAINTENEMENT.

CHE STOPP REMINDE CHE STOPEZAN, REVISICIONAREA DECISIZIONI, RESPONDE AUTONIZIONI, RESPESSO DESCRIPTO PRESE ENTRE STOPPE PRESENTATIONI DE PRESENTATIONI PER STOPPE PE

Camer Control Statements (1995), and Statement Variable source (Comprises of scale (Comprises of scale

Revenue Streams

For what value are our sustomers really willing to pay? For what do they committe part How are they currently paying? How would they prefer to pay? How much does each Pevenue Streets contribute to overall revenue of

Asset rade shape for Jacons Score Foca Lending Per Crip Securing Artiforage force

Lini Mice Fradici Industrialization Customer soprates appendent Volume dependent

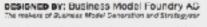












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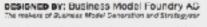












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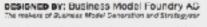












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Who are our less suppliers? Which Key Recourses are we assuring from partners? Which Key Activities do partners perform?

Key Activities

What key activities do our value enopositions requirer Beveree observe\*

Value Propositions

Which care of our concerne's problems are we happing to sower.
What bundles of products and services are we offering to each Coupting to each Coupting to work for products.
Which customer needs are we settlering?

Customer Relationships

What type of relationship-does each of our Outcomer Segments expect us to establish and maintain with them? Which once have we established? New are they'r tograted with the rest of our pusiness model? Hew costly are they?

**Customer Segments** 

For whomever we creating value?
Who are our most important distance?

Key Resources

What Key Resources do our instru-Propositions require? Our Destroution Channels? Customer Relationships? Bernous-Streams?

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Channels

Prough which channels do our Castomer Segmenta want to be reached? How are no reaching them now? now are our Channels Integrated? Which once work bed? Which once work bed? Which show are head once officient? How are he mad once officient?

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1. Intervincipies

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5. Intervincipies

6. Inte

Cost Structure

What are the meet important posts innerent in our susiness reader? Which Key Resources are most expensive? Which Key Arrivities are most expensive?

Name Control Stationers, certify, still find, familiary source. Committee of state Committee of State

Revenue Streams

For what value are our automers really writing to pay? For what do they committle part How are they surrently paying?

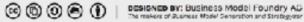














# **IP Model**

### The Business Model Canvas

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### **Key Partners**

Who are were less sequelers?
Which Key Resources are we sequeling from partners?
Which Key Activities of: partners per learn?

#### Key Activities

Beveree observa\*

### Value Propositions

Which customer species or product are we happing to sower. What basedies of products and services are we offering to each Ownerse Segment? Which customer needlases we satisfying?

### Customer Relationships

What type of relationship-does each of our Customer Segments expect us to establish and maintain with them? Which once have we established? New are they integrated with the rest of cor-pusiness model?

new costly are they?

#### Customer Segments

Who are our most important ouscomers?

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### Key Resources



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#### Channels

Through which channels do our Customer Segments want to be reaching there now? source our Channels Integrand? Which once you have a Which once want healt good efficient? roware we integrating them with customer tractines;

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  1. Americans

  1. Americans

  Americans

  2. Evaluation

  3. Evaluation

  3. Evaluation

  Americans

  Ameri

### Cost Structure

What are the most important posts innerent in our susiness modes?

IN THUS BANGES BOOK!

CITE SOME GRANGE DIE STIVETUN KNUTSCHVERE PRODUKKON, RIGHTAN AUSTRAGON, RIGHTANDOLEGISCHOFG!
FRAND DIE THE SOLGERFON WEIGT GROEDEN AFTENET FRAN ETHANDRICH.



#### Revenue Streams

For what do they committe part How are they currently paying?

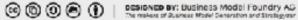
How much does each Pevenue Streets contribute to overall revenues?













**Design Innovative Customer Experiences** 

# Before During After

## **Activities**



What is the customer doing at each stage? What actions are they taking to move themselves on to the next stage?

### **Motivation**



Why is the customer motivated to keep going to the next stage? What emotions are they feeling? Why do they care?

### **Questions**



What are the uncertainties, jargon, or other issues preventing the customer from moving to the next stage?

### **Barriers**



What structural, process, cost, implementation, or other barriers stand in the way of moving on to the next stage?