Designed for:

Designed by:

Date:

Version:

Key Partners

Who are our key suppliers? Which Key Resources are we acquairing from partners? Which Key Activities do partners perform?

Reduction of risk and uncertainty Acquisition of particular resources and activities

Big belly **EWF ECO** **Key Activities**

Creation

Coding



Value Propositions What value do we deliver to the customer?

Which one of our customer's problems are wehelping to solve? What bundles of products and services are we offering to each Customer Segment? Which customer needs are we satisfying?

"Getting the Job Done" Price Cost Reduction Blok Reduction Accessibility

> A route optimizer for emptying Big

Belly Bins

Web application

Customer Relationships

Establish a

easy-access

route system

for the client.

What type of relationship does each of our Customer Segments expect us to establish and maintain with them?

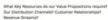
Customer Segments

For whom are we creating value? Who are our most important customers

Niche Marke

Companies that have Big **Belly Bins**

Key Resources



Route finding

TYPES OF RESOURCES standardust (braint autority, copyrights, statul

Google Maps Intellij

Channels

Word of mouth

EWF ECO publishes

article

Cost Structure

What are the most important costs inherent in our business model? Which Key Resources are most expensive? Which Key Activities are most expensive?

Doe't Driven Deanest cost structure, its price value pressur Value Driven docused on value creation, premium value proposition)

SAMPLE CHARACTERISTICS Floord Costs (Salaries, rents, utilities) Variable costs Economies of scale

Google Maps Server Maintenance Code Maintenance



Revenue Streams

For what value are our customers really willing to pay? For what do they currently pay? How are they currently paying?

Landing/Renting/Leasing Licensing Brokerage Ness

How would they prefer to pay?

How much does each Revenue Stream contribute to overall revenues?

A payment for the product, Potential monthly payment for maintenance of product

