

Key Partners <i>i. Who are your key partners/suppliers?</i> <i>ii. What are the motivations for the partnerships?</i> <ul style="list-style-type: none"> Type here 	Key Activities <i>i. What key activities does your value proposition require?</i> <i>ii. What activities are important the most in distribution channels, customer relationships, revenue stream...?</i> <ul style="list-style-type: none"> Type here 	Value Proposition <i>i. What core value do you deliver to the customer?</i> <i>ii. Which customer needs are you satisfying?</i> <ul style="list-style-type: none"> Type here 	Customer Relations <i>i. What relationship that the target customer expects you to establish?</i> <i>ii. How can you integrate that into your business in terms of cost and format?</i> <ul style="list-style-type: none"> Type here 	Market & Customer Segments <i>i. Which classes are you creating values for?</i> <i>ii. Who is your most important customer?</i> <ul style="list-style-type: none"> Type here
	Key Resources <i>i. What key resources does your value proposition require?</i> <i>ii. What resources are important the most in distribution channels, customer relationships, revenue stream...?</i> <ul style="list-style-type: none"> Type here 		Channels <i>i. Through which channels that your customers want to be reached?</i> <i>ii. Which channels work best? How much do they cost? How can they be integrated into your and your customers' routines?</i> <ul style="list-style-type: none"> Type here 	
Cost Structure <i>i. What are the most cost in your business?</i> <i>ii. Which key resources/ activities are most expensive?</i> <ul style="list-style-type: none"> Type here 			Revenue Streams & Pricing Model <i>i. For what value are your customers willing to pay?</i> <i>ii. What and how do they recently pay? How would they prefer to pay?</i> <i>iii. How much does every revenue stream contribute to the overall revenues?</i> <ul style="list-style-type: none"> Type here 	

