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| **Business Model Canvas** | | Fleeter/Fleet hub | | |  | Bandar AlMonajed |  | 21/04/2020 | |  | 1.1 | |
|  |  |  | | | |  |  | | | | |
| **Key Partners** | **Key Activities** | | **Value Propositions** | | | **Customer Relationships** | **Customer Segments** | | | | |
| Investors.  Restaurants & Food delivery paltforms.  Online and offline stores.  Supermarkets.  Shipping companies.  Car rental companies.  Public transport companies. | Balance supply and demand.  Contracting out of work company drivers.  Renting cars.  Payment to suppliers.  Customer support. | | Fleet on demand.  Revive buisnesses.  Revenue sharing.  Cost Reduction.  Fulfil demand.  High availability. | | | Self-service.  Highly automated.  Convenience. | Delivery companies.  Online and offline stores.  Drivers belonging to companies that are out of work. | | | | |
| **Key Resources** | | **Channels** |
| Fleeter Platform.  Pricing Algorithm.  Out of work drivers.  Unallocated rental cars.  Routing Algorithm.  Artificial Intelligence.  Automation. | | Direct contact.  Word of mouth.  PR.  Social Media. |
| **Cost Structure** | | | | **Revenue Streams** | | | | | | | |
| Cost driven (extensive outsourcing).  Monthly driver cost payment to suppliers.  Monthly car cost payment to suppliers.  Cost driven (maximum automation).  Patform development. | | | | Pay fixed amount per working day.  Pay per delivery. | | | | | | | |
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