Business model canvas

Key partners

- 1. product suppliers
- 2. pick up point operators Purchasing habits discovery.
- 3. Community leaders or organizers

Key activities

- 7. Community research and demand analysis, Consumers
- 2. Negotiate bulk purchases with suppliers
- - Key resources
- 1. User and Product data
- 2. Group-buying Platform (App. website)
- 3. Network about community and pick up points.



Value propositions

- 1. Offering products to consumers at price below market rates
- 2. Offering self-pickup options. with suppliers

 3. Manage and coordinate pickup points nearby pickup points.
- 4. plan and promote group-buying events 3. simple and intuitive group-buying

Customer relationships

- 1. Community management.
- 2. Social media and community
- 3. Regular promotions and group buying discount

Customer segments

- 7. Community members
- 2. Consumers who seek low price
- 3. Consumers who seek Convenience and quality service
- 4. Consumers who willing to pick up their goods



Channels

- 1. Mobile App
- 2. Social media platform
- 3. Email notifications
- 4. Local community



Cost structure

- 1. platform development and maintenance costs
- 2. pickup point management and collaboration costs
- 3. Marketing and promotion costs
- 4. Costomer support and event organization costs



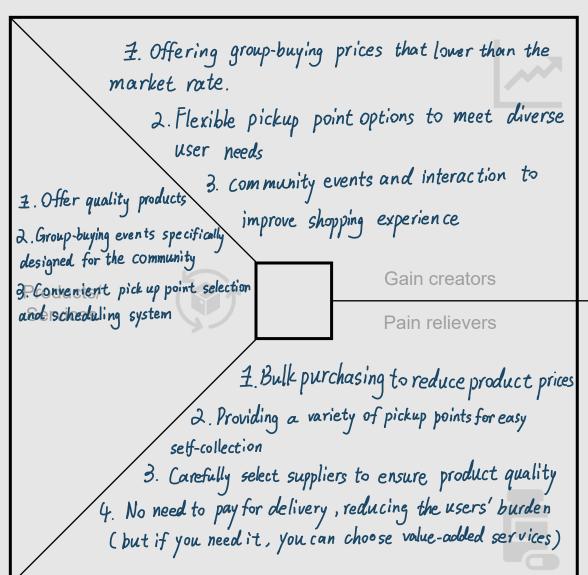
Revenue streams

- 1. Revenue from group-buying sales
- 2. Membership fees (eg. priority solve problems.)
- 3. Product recommendations and advertising revenue
- 4. Value-added services (eg. deliver goods to home in time)



Value proposition canvas

Value map



Customer profile

7. High-quality products at low prices

2. Flexible to choose pickup points and times

3. Access reliable products

Y. Benefit from community involvement jobs
with discounts and shopping recommendations 1. save money on daily

shopping through group-buying

Customer

2. purchase high-quality, value-

for-money products

3. Obtain needed products through self-pick up or value

-added services

Gains

1. Unaffordable, high product prices

2. Inconvenient and time-consuming traditional Shopping methods

3. Product quality can't meet expectations

4. Slow or costly delivery logistics