



BUSINESS MODEL CANVAS

mar 31, 2021

Key Partners	Key Activities	Value Proposition	Customer Relations	Customer Segments
<p>Who do we need to work with in order to produce and deliver our solution?</p> <p>The mentors in the course are our key partners.</p>	<p>What do we need to do in order to produce, market, and deliver our solution?</p> <p>We will apply the scrum framework to be able to produce and deliver our product. We will work in sprints and split epics into user stories and then further divide those into tasks, divide and conquer. We will not need to market anything since we already have our customer.</p>	<p>What problem do we solve?</p> <p>Difficulties with accounting and administratitve work</p> <p>How do we solve it?</p> <p>We offer a platform on which you can track all your economic activities in detail and recieve and send your information to other users.</p>	<p>How do we talk to our market about our solution?</p> <p>We have google meets with our customer regularly to discuss topics related to the product.</p> <p>How do we get more customers?</p> <p>Take the course again.</p>	<p>Who needs our solution?</p> <p>Entrepreneurs and business owners.</p> <p>How many people need our solution right now?</p> <p>1</p> <p>How many will eventually need it?</p> <p>1000000</p>
	<p>Key Resources</p> <p>What do we need to have in order to produce, market, and deliver our solution?</p> <p>Time, good teamworking skills and good support from the mentors in the course. We also require some time from our customer to validate our work and discuss definition of done and acceptance criteria.</p>		<p>Channels</p> <p>How do we deliver our solution to our customers?</p> <p>By regular follow-ups and validations, we will deliver the product that our customer wants. It will be delivered on the internet since our product is a website.</p> <p>Where will customers find our solution?</p> <p>On the internet.</p>	
Cost Structure		Revenue Streams & Pricing Model		
<p>How much will our key activities, resources, and partners cost us?</p> <p>16800</p>		<p>How will we get paid for the solution we provide?</p> <p>Pro bono</p>		