







<h3>Key Partners</h3> <p>Identify your company's key partners. This can consist of important suppliers in your supply chain. What <b>key resources</b> does the company receive from these partners? What <b>key activities</b> are performed by these partners? Think about why your company uses these partners the ks How alfy these partners and the motivations behind them.</p> 	<h3>Key Activities</h3> <p>What specific key activities are necessary to deliver your <b>value proposition</b>? What activities set your company apart from others? Think about your company's unique differences in th <b>revenue streams</b>, distribution <b>channels</b>, or <b>customer relationships</b>. Do you need to procure specific niche knowledge, source raw materials, or streamline to keep costs and prices low?</p> 	<h3>Value Propositions</h3> <p>Identify the core value the company provides to customers. What exactly is the company trying to give to customers? What problem is the company trying to solve and what needs are you satisfying? How does your company's offering differ from its competitors? Englishis the demands of your customers (e.g. quality, design, status)?</p> 	<h3>Customer Relationships</h3> <p>What type of relationship do you have with your customers? How do you interact with customers and how does this differ amongst <b>customer segments</b>? Do you communicate frequently with them Is customer intimacy important? How does your company provide support? (e.g?</p> 	<h3>Customer Segments</h3> <p>Identify who is your <b>value proposition</b> to, i.e., who are you creating value for? Who are your most important customers and what are they like? What they like? What do they enjoy? What is your target market? Are you targeting a small niche community or a mass market?</p> 
<h3>Cost Structure</h3> <p>Identify the key costs in your company's business model. What are the major drivers of costs? How do your <b>key activities</b> and <b>key resources</b> contribute to the cost structure? How do your costs relate to your <b>revenue streams</b>? Are your company's pricing economies of scale? What proportion of costs are fixed and variable? Is your company focused on optimization or value?</p> 	<h3>Cost Structure</h3> <p>Identify the ways your <b>value proposition</b> generates money for your business. Does your company have multiple streams or just one? What is the pricing strategy for the revenue mode? Through what channels do your customers pay? Does your company offer multiple forms o</p>	<h3>Revenue Streams</h3> <p>Identify the ways your <b>value proposition</b> generates money for your business. Does your company have multiple streams or just one? What is the pricing strategy for the revenue mode? Through what channels do your customers pay? Does your</p> 