

# Business Model Canvas

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Designed via [AltexSoft BMC Tool](#)

<div><b>Key Partnerships</b></div> <div><ul style="list-style-type: none"><li>- 1.Pipeline Oparators</li><li>- 2. Oil and Gas companies</li><li>- 3. Technology providers (sensors, software)</li><li>- 4. Maintenance service providers</li><li>- 5. Environmental regulatory agencies</li></ul></div>	<div><b>Key Activities</b></div> <div><ul style="list-style-type: none"><li>- 1. Research and developments</li><li>- 2. Marketing and sales</li><li>- 3. Customer support and maintenance</li><li>- 4. Continuous software updates</li><li>- 5. Sensors calibration and testing</li></ul></div>	<div><b>Value Propositions</b></div> <div><ul style="list-style-type: none"><li>- 1. Real time leakage detection</li><li>- 2. Automated alerts via sms</li><li>- 3. Location based issues tracking</li><li>- 4. Reduced downtime and cost</li><li>- 5. Enhanced pipeline safety</li></ul></div>	<div><b>Customer Relationships</b></div> <div><ul style="list-style-type: none"><li>- 1. Support and maintenance service</li><li>- 2. Regular software updates</li><li>- 3. Training and onboarding</li><li>- 4.Dedicated customer success team</li></ul></div>	<div><b>Customer Segments</b></div> <div><ul style="list-style-type: none"><li>- 1. Oil and Gas companies</li><li>- 2. Pipeline Oparators</li><li>- 3. Maintenance service providers</li><li>- 4. Environmental regulatory agencies</li></ul></div>
	<div><b>Key Resources</b></div> <div><ul style="list-style-type: none"><li>- 1. Development team (Hardware and Software)</li><li>- 2. Sales and Marketing team</li><li>- 3. Partnerships with pipeline Oparators</li><li>- 4. Data analytics infrastructure</li><li>- 5. Sensor technology</li></ul></div>		<div><b>Channels</b></div> <div><ul style="list-style-type: none"><li>- 1. Sale teams</li><li>- 2. Online marketing</li><li>- 3. Industry conferences</li><li>- 4. Partnerships with pipeline Oparators</li><li>- 5. Word of mouth referrals</li></ul></div>	
<div><b>Cost Structure</b></div> <div><ul style="list-style-type: none"><li>- 1. Hardware development and production</li><li>- 2. Software development and maintenance</li><li>- 3. Marketing and sales expenses</li><li>- 4. Customer support and maintenance</li><li>- 5. Research and development</li></ul></div>			<div><b>Revenue Streams</b></div> <div><ul style="list-style-type: none"><li>- 1. Hardware sales (sensors and detection systems)</li><li>- 2. Software subscriptions (mobile app and data analytics)</li><li>- 3. Maintenance and repair services</li></ul></div>	