**Service Description – Titel**

## Einleitung

Connecting Students and Universities with a skill-based matching platform.

## Zielgruppe (Customer Segment)

Students  
Universities  
Companies

## Funktionen

Featureset for MVP

* Skill and Need Databases (manual entries only)
* Match Engine
* User Administration

Extensions

* Login via single sign on (SSO) for FHNW
* Login via SSO Linkedin
* Skill Database (via SSO)
* Skill Database (via CV)
* Evaluation of Modules with Skills -> Potential use of A.I.
* Personality Trait Test
* Carreer Path assistant -> Potential use of A.I.  
  Analysis of CV’s and determination, which career steps have commonly been taken to reach goal X.
* Module creator -> Potential use of A.I.  
  Analysis of the companie’s needs and proposal of new modules to universities

Future Directions

* Potential use of the software as skillbased Matching within an company

## Revenue Stream / ROI

Student Jobs (skill based)

* Brokerage fee
* Extra fee for express brokerage

Internships (skill based)

* Brokerage fee, paid by companies

## Wie funktioniert die Wertschöpfung (Value Proposition)

## Welcher Partner werden dafür benötigt

* Switch/ AAI
* Universities
* Companies

## Massnahmen um den Service umzusetzen

Bewertung 1-6

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Peter | Yannick | Simon | Isabelle |
| Potential |  |  |  |  |
| Umsetzbarkeit |  |  |  |  |
| Priorität |  |  |  |  |
| MVP Relevanz |  |  |  |  |

Lean Canvas