

## Revenue Stream

According to Customer Segments and value proposition, there are 4 types of customers that are willing to pay for our customer, including patients who ask for convenience, privacy, lower price and lack of methods to find certificated therapist. To solve this problem, we offer features like doctor matching, online medicine store, social networking.

for doctor matching, our solution in value proposition is to match a patient with a doctor basing on their preferences privately, and make treatment directly online to make it easier and more convenient to proceed. In this business model, its' a customer to customer ecommerce. A customer, who is a doctor in our case, sells service, which is treatment of alcoholic disorder, to another customer, who is a patient. This personal transaction makes it more convenient and private to customers who need this and buy this service. And our site act as intermediary who match doctors with customers, and we get amount of money from fees or commissions charged to doctors as our incoming. Since there exist competition among doctors and there is no physical room for treatment, users can pay at a lower price.

for online medicine store, after every diagnosis made by doctors, patient will get the prescription from the doctor and it can be sent to medicine store we cooperated with online directly in our platform to buy drugs legally. Compared to the previous one, this is a business to customer ecommerce, drug store or drug company sell their product which focuses on alcoholic disorder to customers. Since we cooperated with drug company or drug store, they pay us a percentage of every sell, we offer them a new place to sell their drugs. Meanwhile, users are happy with online shopping and convenience of "buying directly", the sale of drugs can increase which can give us more benefit.

for social networking, since we replace traditional community like AA with a more efficient plantform for patients to contact with each other. The idea case is that when we gather enough users, we can cooperate with some drug companies or centers to make ads about them and get ads fee for this.