

. Kev Activities Value Propositions Kev Partnership: Customer Relationship Customer Segments Business Function: Beverage (ID) Business Actor: Local Coffee preparation, order fulfillment Value: High-quality **Bean Suppliers** fresh coffee and cozy Business Actor: Walk-**Business Interaction:** ambiance in customers Personalized service. (individuals, groups) loyalty program Capability: Inventory communication Stakeholder: Delivery management, staff scheduling Services (e.g., Yandex Eats. Delivery Club) ന) **Business Service:** Stakeholder: Office Business Role: Marketing and Fast service, free Wi-Fi, loyalty rewards employees, university customer service Business Role: Equipment Channels: students Maintenance Provider Key Resources: Business Collaboration: Local Product: Coffee, tea, Bakeries(for pastries/ snacks) Resource: Espresso Business Interface: Physical Business Role: pastries, sandwiches, store, mobile ordering app, machines, trained baristas, Tourists and digital snacks social media seating area, POS system nomads Contract: Wholesale supply agreements, app partnerships Cost Structure Revenue Streams : Direct product sales, subscriptions, promotional campaigns Rent, salaries, ingredients, equipment maintenance, utilities