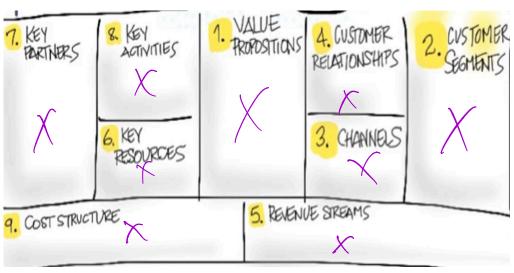
# Aaron Davidge



#### 1. Value Propositions

# I drivers - who make profit for successful deliveries.

# a Users - get thiritems deliverd for a small fee.

Goal: To facilitate the delivery pricess for the driver to rec'ieve orders & the customer to Submit Orders for a fee.

## 2. Customer sigments

- 0 FOOD
- 7. Key Partners: drivers · Furniture
- · people
- · groceries
- · ve hicles
- · Laundry
- · animals

#### 3. Channels

- app (use r destination
- 4. Customer Relationships
- · Co- (reation
- · Switching Costs
- · Communities
- · Automated services
- · Long term

5. Fevenue Streams

- 6. Key Resources · Intellectual Property · MSage Fees
  - · Human
  - ·Financia

### 9. Cost Structure

- · Variable Cos)
- > Value driven

ysers

- 8. Key Activities · Platform/network