Iteration:

Key Partners

Who are our Key Partners? Who are our key suppliers? Which Key Resources are we acculting from partners? Which Key Activities do partners perform?

KEY PARTNERS:

Drago Nicola

Bileddo Antonino

KEY SUPPLIERS:

ITI G. Marconi

KEY RESOURCES:

PC for creating our website

KEY ACTIVITIES:

Support us if we have any trouble

Key Activities

What Key Activities do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue streams?

Number in Number in

Creating our website

Creating a book database

Developing a well-formed book e-commerce

Key Resources

What Key Resources do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue Streams?

PC for creating our website

People that use our e-commerce

Value Propositions

What value do we deliver to the customer? Which one of our customer's problems are we helping to solve?

What bundles of products and services are we offering to solve? Which oustomer needs are we satisfying?

We deliver a service that offers to the customer a website where you can buy and sell books.

We solve problems like selling books that are hard to sell in other ways

Customer Relationships

What type of relationship does each of our Customer egments expect us to establish and maintain with them? Which ones have we established? How are they integrated with the rest of our business model? How costly are they

Personal materials

A direct relationship, by a page where customers can contact us and tell us any problem they have

Customer Segments

For whom arewe creating value? Who are our most important oustomers

Handfords Pales Harlan Agents of Drough of Mit Lable (Raylows

Students from ITI G. Marconi

Teachers from ITLG. Marconi

Channels

Through which Channels do our Customer Segments want to be reached?

How are we reaching them now? How are our Channels integrated? Which ones work best?

Which ones are most cost-officient? How are we integrating them with customer routines?

Website integrated with HTML and PHP

Cost Structure

What are the most important costs inherent in our business model? Which Key Resources are most expensive? Which Key Activities are most expensive?

on recommendation.

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We need a PC and a webdomain to create our website

The most expansive resources are PCs

Revenue Streams

For what value are our customers really willing to pay? For what do they currently pay? How are they currently paying? How would they prefer to pay How much does each Revenue Stream contribute to overall revenues?

Customers don't have to pay us, but only the book seller, in the way they prefer





