**BUSINESS MODEL CANVAS**

* **INTRODUCTION**
* **BUSINESS MODEL CANVAS**

Alexander Osterwalder **Customer Segment**

* **Value Proposition**
* **Channel**
* **Customer Relationship**
* **Revenue Stream**
* **Key Resourcess**

Key resources **Key Activities**.

* **Key Partnership**
* Who are our Key Partners? Who are our key suppliers?
* Which Key Resources are we acquiring from partners?
* Which Key Activities do partners perform?  
  MOTIVATIONS FOR PARTNERSHIPS: Optimization and economy, Reduction of risk and uncertainty, Acquisition of particular resources and activities
* **Cost Structure**.
* **BUSINESS MODEL CANVAS BATIK KHAS SITUBONDO (ini bisa dipercantik nggak tampilan tabelnya? Aku gak bisa ngubah)**

Design for

Design by

**BUSINESS MODEL CANVAS**

**COMAPNY**

**MZT**

Revenue Stream

Cost Structure

Channel

Customer Segment

Customer Relationship

Key Resourcess

Key Activities

Key Partnership

Value Proposition

1. **Value Proposition**
2. **Customer Segment**
3. **Customer Relationship**

Customer relationship

1. **Channel**
2. **Key activities**

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**KEY ACTIVITIES**

1. **Key Resources**
2. **Key Partnership**
3. **Cost Structure**
4. **Break Even Point**
5. **Payback Period**

Payback Period = (investasi awal) / (arus kas) x 1 kuartal

1. **Revenue Stream**

**Tabel Cash Flow**

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