**Online Tiffin Service**

An online tiffin service USP –

1. Choices of food
2. Solving Delivery Issues

Step 1 -Value proposition-

1. What is the problem you’re solving?
2. What are the existing solutions for the problem?

Step -2 Customers –

1. Who are they?
2. Why would they buy?

Step- 3 Channels – At which place they can access our services or products

1. Physical Shops/Warehouses
2. Virtual Channels/Online Shops

Step -4 Customer Relationship

1. How to keep the customers while creating new?
2. GET, KEEP, GROW.

Step –5 Revenue Streams

1. How the company does makes money from different customer segments?

Step -6 Resources

1. What assets do we need?
2. How to acquire the finances?
3. Who are our key resources?

Step-7 Partner companies

1. Who will supply?
2. Who will build?

Step -8 Key Activities

1. Are we producing something?
2. Are we providing any services?

Step -9 Cost

1. What is the total operational cost to operate the business model?