



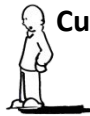




Business Model Canvas

 Key Partners <ul style="list-style-type: none">• Service Providers• Couriers• Hotels with a high demand of laundry service needs• Social institutions• Repair Shops	 Key Activities <ul style="list-style-type: none">• Development and maintenance of the platform• Customer Support• Issue handling with Service Providers and Couriers	 Value Propositions <p>For Customers</p> <ul style="list-style-type: none">• Wide range of services• Pick-up and delivery at customers' address• Easy transactions• Convenience <p>For Service Providers</p> <ul style="list-style-type: none">• Online Platform ready to use;• Delivery service• Pay by commission• Wider range of customers <p>For Couriers</p> <ul style="list-style-type: none">• Flexible work hours• No boss• Easy to join• Income generation	 Customer Relationships <ul style="list-style-type: none">• Marketing, for all customers, service providers and couriers• Discount codes for customers that spend the most• Rating system• Better fees for best performer partners and couriers	 Customer Segments <ul style="list-style-type: none">• Industrial businesses that need constant movement of laundry• Individual people who are tech savvy and need laundry services• Individual people or businesses in need of a particular service provided by the platform• Service providers who want to expand their business to online and with delivery
 Cost Structure <ul style="list-style-type: none">• Development, infrastructure and maintenance of the platform• Marketing of the platform to customers, service providers and couriers• Customer Support expenses		 Revenue Streams <ul style="list-style-type: none">• Fees over each completed service• Premium Service Providers: highlighted and recommended to the customers		