Key Partners

Our key partners was our classmates

The main suppliers was teacher G. Bellini

and punctuality in carrying out a project

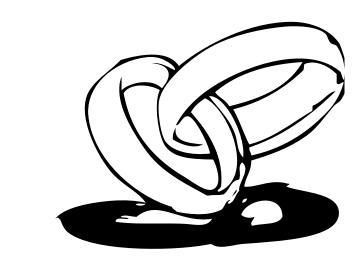
We and our partners have done roughly the same job

and helped each other when someone had a hard time.

Above all, we learned from our partners the collaboration

who worked with us on this project.

and teacher L. Rossi.



Key Activities



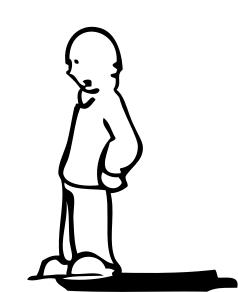
Value Propositions



The relationship with our customers is very good as we generally only have two segments: students and teachers. We have a very good relationship with the former as they are our age so we do not have great problems with them. Instead with the teachers there is a more professional relationship also because this project is subject to evaluation but we are in good relations with them too because some are our teachers and we have known

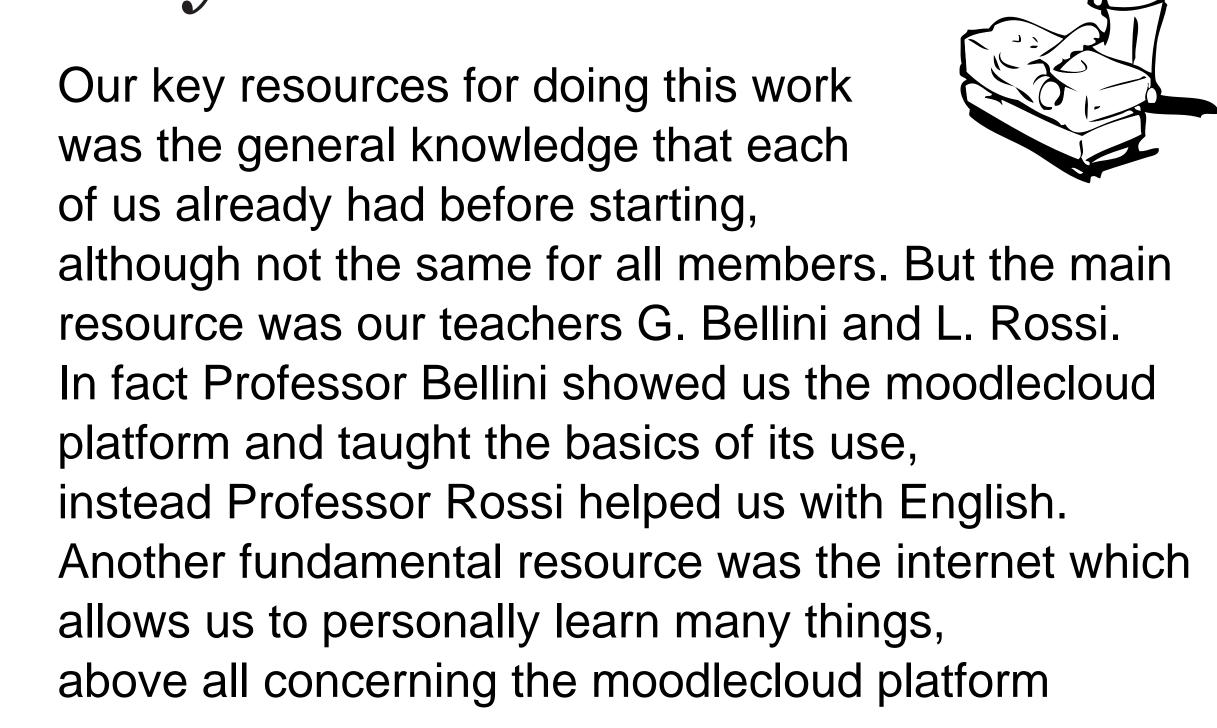
Customer Relationships ()

Customer Segments



The course we have created is a service that we have made available especially for students and teachers. Our most important customers are students as it is an English language enhancement course to help those in difficulty in this matter

Key Resources



Our key activities was to produce an online English course

of the English language. The site we used is moodlecloud

to help students who have difficulties in the grammar

which is free. The relationship with customers is good

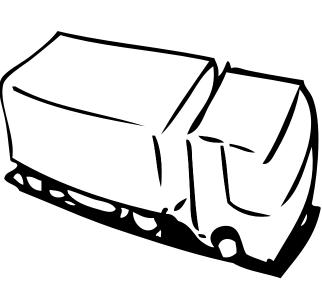
the problems they find and we solve them

as this is an unfinished job and customers tell us about

With this project we have offered our customers, who are the other students of the school, an English course (level B2) which includes learning to use some grammatical structures. It was possible to solve the problems of our site thanks to some students, sometimes we too from the group, who tested the product as we added new features. We used this method because a possible client is more likely to find some types of problems than a programmer. And even now it is possible that we receive reports of possible errors from customers and we do everything we can to resolve them

Channels

them for a few years



Customers can use our service for free through the moodlecloud platform. To access this service you only need to log in. We are also in contact with our customers thanks to our professors who act as a bridge. In fact, if our customers encounter a problem, they communicate it to our professors who in turn say it to us

Cost Structure

The entire project was based on Moodlecloud (a free service), so no budget was needed



Revenue Streams

The service we offer is totally free as the platform on which we work is free





