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|  |  | Designed for: | | | | | Designed by: | | Date: | | Version: |
| **Lean Canvas** | | Freelance Courier App | | |  | | Khaled Refai |  | 09-Jan-2023 |  | 1 |
|  |  |  | | | | |  | |  | | |
| **Problem** | **Solution** | | **Unique Value Proposition** | | | **Unfair Advantage** | | | **Customer Segments** | | |
| -High shipping fees  -Shipping is not available for some countries  -People search social media for travelers that can carry their packages  -shipping delay | -Develop software that connects a person who wants to send a package with a person who will travel and carry this package | | -Search for available travelers and send them requests to carry packages  - The travelers can search for available shipments to carry and earn money  -find the best deal for both users | | | | First movers | | -Web/mobile users who want to send a package overseas  - Web/mobile users want to travel and carry a package to earn money | | |
| **Existing Alternatives** | **Key Metrics** | | **High-Level Concept** | | | | **Channels** | | **Early Adopters** | | |
| No other website or app provides the same service | - total users  - total shipments request | | -everyone can work as a freelancer courier like Uber but for shipping | | | | -Website  -Mobile application | | -Expats in all countries | | |
| **Cost Structure** | | | | **Revenue Structure** | | | | | | | |
| -Development  -Hosting  -Markting  -License | | | | - Advertising  - travellers may pay fees to get thier name the in the first suggestion | | | | | | | |
| Lean Canvas is adapted from The Business Model Canvas ([www.businessmodelgeneration.com/canvas](http://www.businessmodelgeneration.com/canvas)). Word implementation by: Neos Chronos Limited ([https://neoschronos.com](https://neoschronos.com/)). License: [CC BY-SA 3.0](https://creativecommons.org/licenses/by-sa/3.0/) | | | | | | | | | | | |