Deliverable: A description of your project scope using a business model canvas together with a mockup. This deliverable consists of two parts: upload a description, the business model canvas and the mockup to your repository; also create a post in the discussion forum that contains the description of your project scope. The description should have a differentiating factor compared to already posted descriptions and be uploaded to your reopo by Friday 17.00

Description

As a consultant at CTK, the salary is determined according to certain parameters. This is called the consulting staircase, where you go from junior consultant, to consultant, to senior consultant. What determines this level is the number of external hours worked (for customers in projects) and the number of booked or attended sales meetings. Today, information about working hours is registered in a time reporting system (clockify) and the sales statistics in a sales system (Lime go). There is no easy way for CTK's management to see which consultants have reached a new performance level and should be given a raise - this is done manually. CTK is therefore requesting a software that compiles information from these two systems. By using the APIs from existing systems and storing that information into a combined database, you can then use systems to visualize and present the information in a more useful way. Either through a web app or simplest (but maybe a little boring) through type MS Power BI or other BI software.

Post in discussion:
The external stakeholder of this project is Chalmers Teknologkonsulter AB, CTK. A consulting company, where the employees are either registered as *junior consultant, consultant* or *seniors consultant* and their salary is dependent on the level.

The purpose of this project is to collect information about working hours from CTK’s time report system (clockify) and their sales statistics system (Lime go) to be able to see what employees that will reach the next level of performance and be given a raised salary. Today, this information gathering is done manually and CTK is therefore requesting a software that compiles information from these two systems. Using this information will be CTK’s management primarily, but CTK also wishes to inform the employees about what performance level they are at. This is not possible today.

Business Model Canvas

Customer segments

Who are the customers? What do they think? See? Feel? Do?

The customer is Chalmers Teknologkonsulter (CTK). A consulting company, where the employees are either registered as *junior consultant, consultant* or *seniors consultant* and their salary is dependent on it.

Value proposition

What's compelling about the proposition? Why do customers buy, use?

We are gathering information from different databases, visualizing the information and making the transitions between wages automatic.

Channels

How are these propositions promoted, sold and delivered? Why? Is it working?

No promotion will be necessary since the requested software will be directly delivered to the management team of CTK (possibly also to the consultants).

Customer relationships

How do you interact with the customer through their 'journey'?

Weekly meetings during sprints will be conducted with the PO, as well as being able to ask additional questions through email if problems or choices come up during development.

Key Activities

What uniquely strategic things does the business do to deliver its proposition?

The Scrum process will be used during the whole project.

We will also work for free.

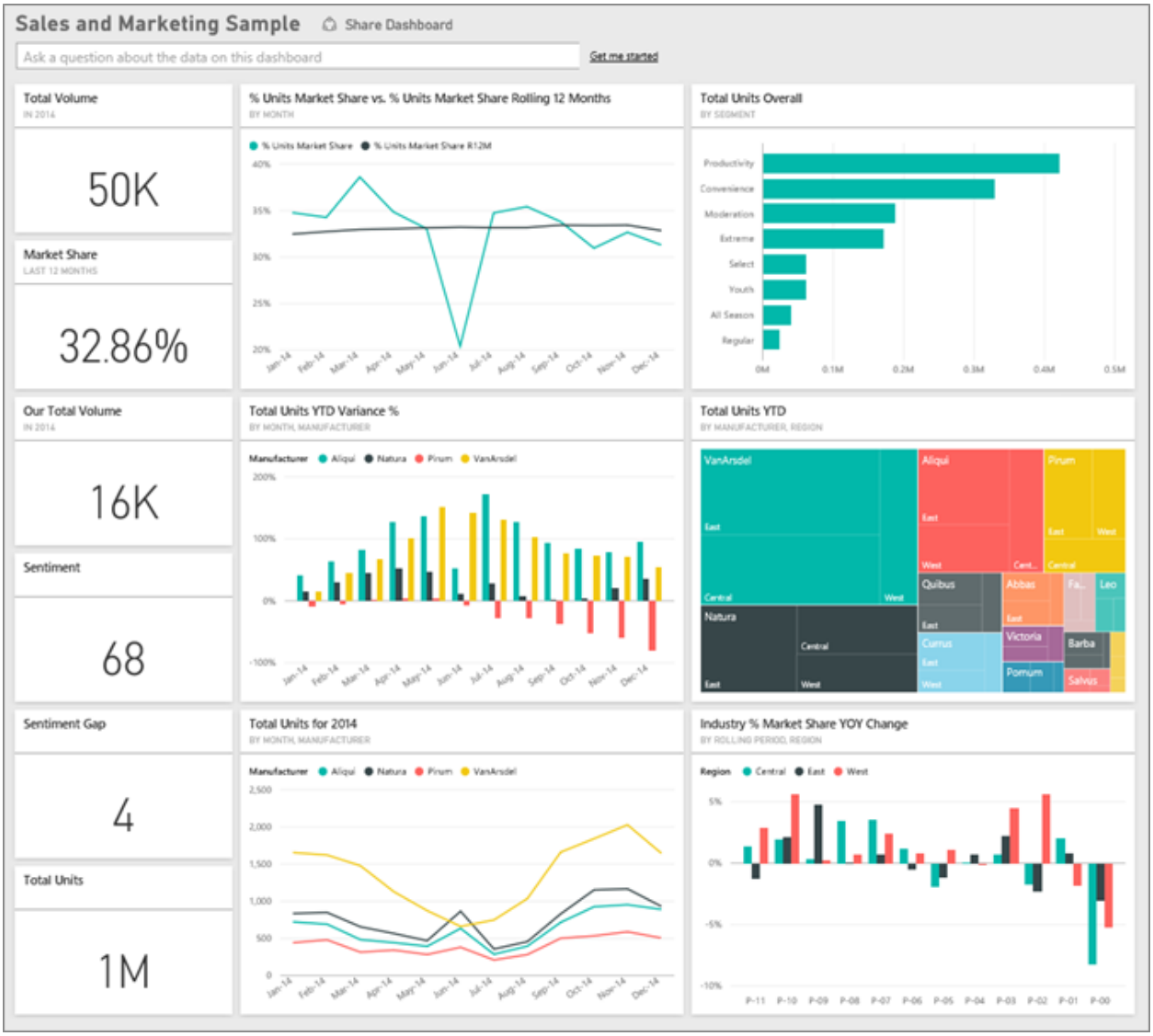
Key resources

What unique strategic assets must the business have to compete?

We need admin-keys to access the information needed from the API's from Clockify and Lime.

Key partners

What can the company not do so it can focus on its Key Activities?
Maybe ask CTK for help with the development environment.

Mockup

We are uncertain about the graphical interface, but we are thinking about using Power BI or a web application, the functions will probably be the same either way.