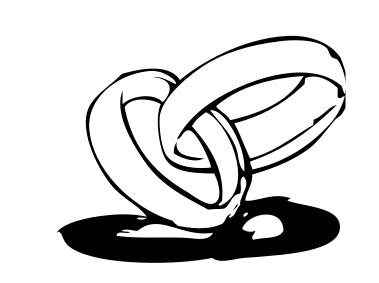
Key Partners



Who are our Key Partners?
Who are our key suppliers?
Which Key Resources are we acquiring from partners?
Which Key Activities do partners perform?

MOTIVATIONS FOR PARTNERSHIPS:

Optimization and economy

Reduction of risk and uncertainty

Acquisition of particular resources and activities

key partner:

-school

key supplier:

-school

key resources:

- -time
- -arduino
- -breadboard
- -led
- -cable

key activities:

- -giving us time
- -help us

Key Activities



What Key Activities do our Value Propositions require?
Our Distribution Channels?
Customer Relationships?
Revenue streams?

CATEGORIES

Production

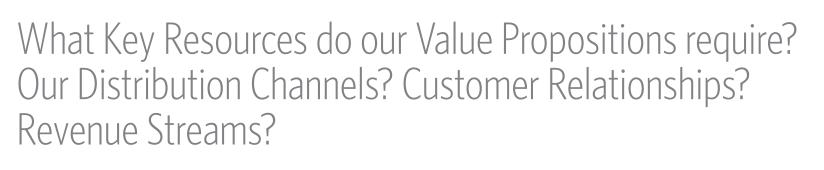
Problem Solving

Platform/Network

key activities:

- -website creation
- -database creation
- -arduino configuration

Key Resources





- -arduino
- -modules
- -cables
- -led



Which one of our customer's problems are we helping to solve?
What bundles of products and services are we offering to each Customer Segment?
Which customer needs are we satisfying?

CHARACTERISTICS

Newness

Performance

CHARACTERISTICS

Newness

Performance

Customization

"Getting the Job Done

Design

Brand/Status

Price

Cost Reduction

Risk Reduction

Risk Reduction
Accessibility
Convenience/Usability

We delive

we deliver to the customers a arduino board with the the modules to capture data about temperature, humidity, and sound.

we satisfy the needs to know the data about the environment in school.

Customer Relationships ()

What type of relationship does each of our Customer Segments expect us to establish and maintain with them? Which ones have we established?

How are they integrated with the rest of our business model?

How are they integrated with the rest of our business model? How costly are they?

EXAMPLES

Personal assistance

Dedicated Personal Assistance

Self-Service

Automated Services

Communities

Co-creation

we manifacture the site for them while they only pay for the hardware.

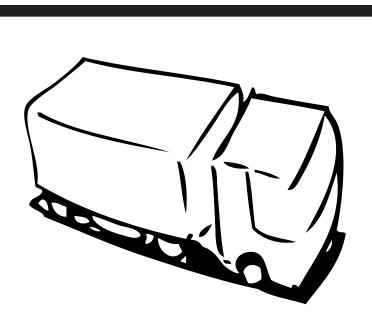
Customer Segments

For whom are we creating value?
Who are our most important customers?

Mass Market Niche Market Segmented Diversified Multi-sided Platform

we are creating this for a school project to improve the quality of our school and our most valued customers is the school

Channels



Through which Channels do our Customer Segments want to be reached?
How are we reaching them now?

How are we reaching them now?
How are our Channels integrated?
Which ones work best?

Which ones are most cost-efficient?
How are we integrating them with customer routines?

CHANNEL PHASES:

1. Awareness

How do we raise awareness about our company's products and services?

2. Evaluation

How do we help customers evaluate our organization's Value Proposition?

3. Purchase

How do we allow customers to purchase specific products and services?

4. Delivery

How do we deliver a Value Proposition to customers?

we reach our custumers by school since it is licensed by them

Cost Structure

What are the most important costs inherent in our business model?
Which Key Resources are most expensive?
Which Key Activities are most expensive?

IS YOUR BUSINESS MORE:
Cost Driven (leanest cost structure, low price value proposition, maximum automation, extensive outsourcing)
Value Driven (focused on value creation, premium value proposition)

ixed Costs (salaries, rents, utilities) ariable costs conomies of scale conomies of scape

the most expensive cost is the arduino since it cost from 20 to 50 euro but other modules cost below 10 euro.

There aren't any expensive key activities, they only require time

Revenue Streams

For what value are our customers really willing to pay?
For what do they currently pay?
How are they currently paying?
How would they prefer to pay?
How much does each Revenue Stream contribute to overal

TYPES:

FIXED PRICING
DYNAMICS
NEGRESSION

Asset sale
Usage fee
Subscription Fees
Lending/Renting/Leasing
Licensing
Brokerage fees
Advertising

FIXED PRICING
List Price
Product feature dependent
Customer segment dependent
Volume dependent

they are willing to us by giving us a high mark at the end of the year, they currently pay jus by giving us time to work on this project, but they don't pay us with money.



