

Business Model Canvas

Created by **Batch 2**

Designed via [AltexSoft BMC Tool](#)

<div>Key Partnerships</div> <div>- Technology suppliers for sensors, data storage, and analysis tools.Metro rail operators for pilot projects and feedback.Government agencies for regulatory compliance and approvals.</div>	<div>Key Activities</div> <div>- Research and development to enhance monitoring technology.Sales and marketing efforts to reach potential customers.Implementation of monitoring systems for clients.Continuous monitoring and analysis of metro rail infrastructure data.</div>	<div>Value Propositions</div> <div>- Real-time structural health monitoring: Providing continuous monitoring of the structural integrity of metro rail infrastructure.Early detection of issues: Identifying potential problems before they escalate, ensuring safety and preventing costly repairs.Data-driven decision-making: Offering insights through data analysis to optimize maintenance schedules and resource allocation.Customizable dashboard: A user-friendly interface to visualize identified issues and their locations in real-time.</div>	<div>Customer Relationships</div> <div>- Personalized consultation and support during the implementation phase.Ongoing technical support and maintenance services.Gathering feedback from customers to continuously improve the system.</div>	<div>Customer Segments</div> <div>- Metro rail operators: Entities responsible for the operation and maintenance of metro rail networks.Government transportation departments: Agencies overseeing transportation infrastructure and safety regulations.Infrastructure maintenance companies: Organizations involved in maintaining and repairing metro rail infrastructure.</div>
	<div>Key Resources</div> <div>- Research and development team for designing and improving the monitoring system.Data scientists and engineers for data analysis and interpretation.Sales and marketing team for customer acquisition and relationship management.Technical support team for assisting customers with implementation and maintenance.</div>		<div>Channels</div> <div>- Direct sales to metro rail operators and government agencies.Partnerships with infrastructure maintenance companies for implementation and maintenance services.Online marketing and presence to reach potential clients globally.</div>	
	<div>Cost Structure</div> <div>- Research and development costs for technology enhancement.Operational costs for sales, marketing, and customer support.Infrastructure costs for hosting data and providing online services.Maintenance and support costs for ongoing customer satisfaction.</div>		<div>Revenue Streams</div> <div>- Subscription Model: Monthly or annual subscription fees for access to the monitoring system and dashboardPer-Usage Model: Charging based on the frequency of usage or the number of monitored assetsCustomization Fees: Additional charges for tailoring the system to specific customer needs or integrating with existing infrastructureData Analytics Services: Offering advanced analytics and reporting as an add-on service</div>	