

Key Partnersships: ESLA www.esla.info ISLA www.servicelogistics.info	Key Activities : Logistics pre 7am (Venture: Outsourcing of warehousing)	Value Propositions : Fast delivery of spare parts Overnight delivery pre 7am delivery guarantee FSL Fast and efficient IT support Fast implementation of new customers, or start delivering without an IT system as support	Customer relationship: The customer relationship is not personal. Customers get access to a portal with track and trace, bookings etc.	Customer Segments : Organizations with a need to transport certain items to certain places in a time critical fashion Organizations with a need to transport certain items to certain places
	Key Resources : FSL PUDO		Channels: DANX Website Customers - mouth to mouth Request for quotation	
Cost Structure: (value driven) PUDO - monthly expense (fixed cost) Sub contractors (variable cost) FSL (fixed cost)			Revenue Streams : Logistics (transport, pick-up, delivery) (Usage fee) Outsourcing of storage (Gorenje) (Leasing)	