Designed by:

Name1. Name2. ...

DD/MM/YYYY

Version: X.Y

Key Partners



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

MOTIVATIONS FOR PARTNERSHIPS: Optimization and economy, Reduction of risk and uncertainty, Acquisition of particular resources and activities

Key Activities \mathbb{A}



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

CATEGORIES: Production. Problem Solving. Platform/Network

Key Resources



What Kev Resources do our Value Propositions require? Our Distribution Channels? Customer Relationships Revenue Streams?

TYPES OF RESOURCES: Physical, Intellectual (brand patents, copyrights, data). Human, Financial

Value Propositions

Designed for:

Startup Name



What value do we deliver to the customer? 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. Customization. "Getting the Job Done", Design, Brand/ Status, Price, Cost Reduction. Risk Reduction. Accessibility. Convenience/Usability

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 costly



Date:

For whom are we creating value? Who are our most

Customer Segments

important customers? Is our customer base a Mass Market. Niche Market, Segmented, Diversified, Multi-sided Platform

Channels

are they?



Through which Channels do our Customer Segments want to be reached? 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?

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).

SAMPLE CHARACTERISTICS: Fixed Costs (salaries, rents, utilities), Variable costs, Economies of scale, Economies of scope

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 overall revenues?

TYPES: 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

DYNAMIC PRICING: Negotiation (bargaining), Yield Management, Real-time-Market

Version:

Key Partners

Key Suppliers:

- Doctors,
- Refugies.
- New Immigrants.
- Indigenous Communities.
- General Population.
- -Quebec's Health system: hospitals, clinics..ect.
- Engineers.
- -Quebec's Gov.

Key Activities

Key Resources

and business.

A good knowledge in

programming, healthcare



-Application maintainance

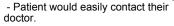


Healthza



- Decrease wait times to schedule . an appointment with a health professional.
- -The project encourages sustainability Devices (sensors) are given to patients, once they no longer use them, they give them back to the Hospital so that others could benefit from them.
- Project is more inclusive, everybody in the society should be able to benefit from this product.

Customer Relationships



 Doctors could collaborate togather by posting the diagnosis of their patients without disclosing their personal info and on forum available on the application that's explicitly visible to doctors only.

Channels



- A mobile application integrated with multiple sensors.
- The application could be donwloaded via Appstore or Google store.

Customer Segments

- Targeted market: a diverse society that consists of different propotions of society, and cultures.
- Doctors.



- Cost to develop the product.
- A fixed cost which consists of labour cost(employees salaries).
- Variable cost such as material cost.

Revenue Streams



- Healthcare in Canada is publicly funded, the product would be sold to public hospitals or generally to Ministry of Health of every province.
- Patients would only have to pay a nominal amount (no more than \$5/month for maintenance.))