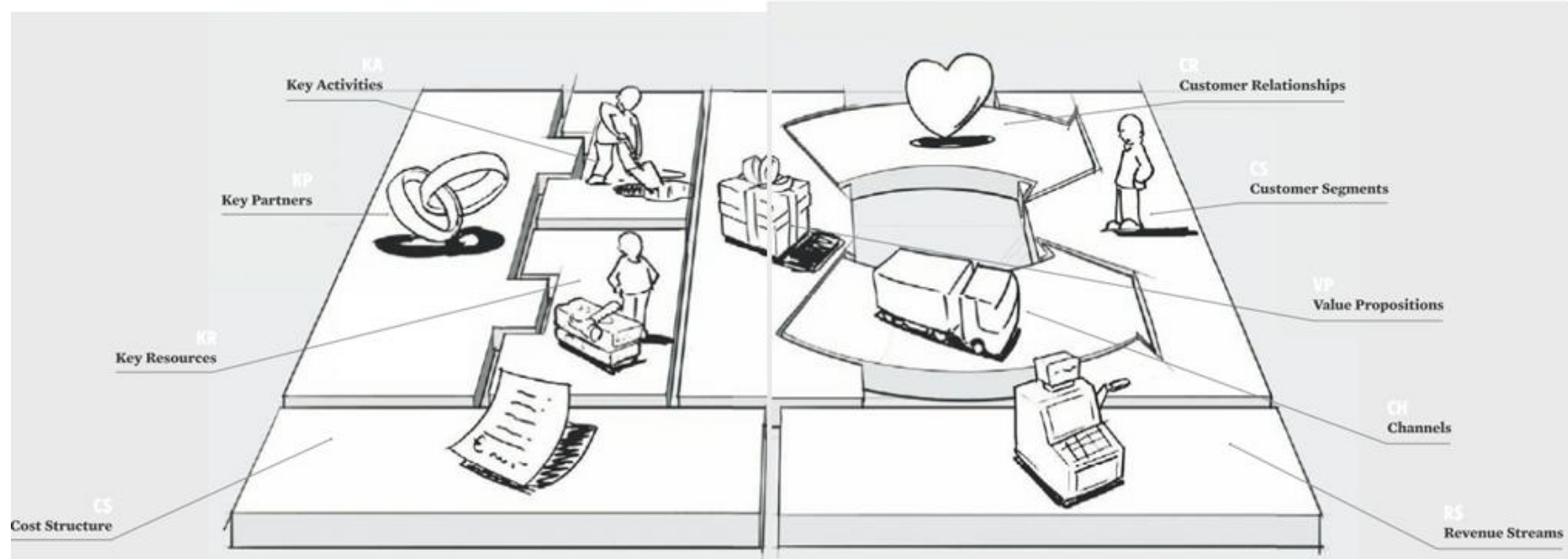
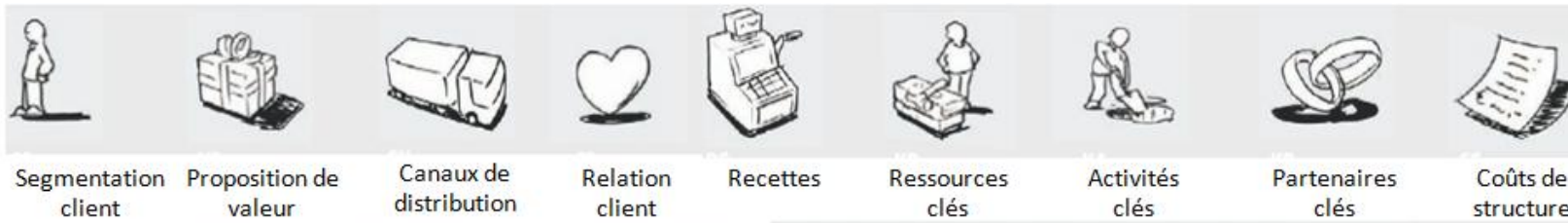
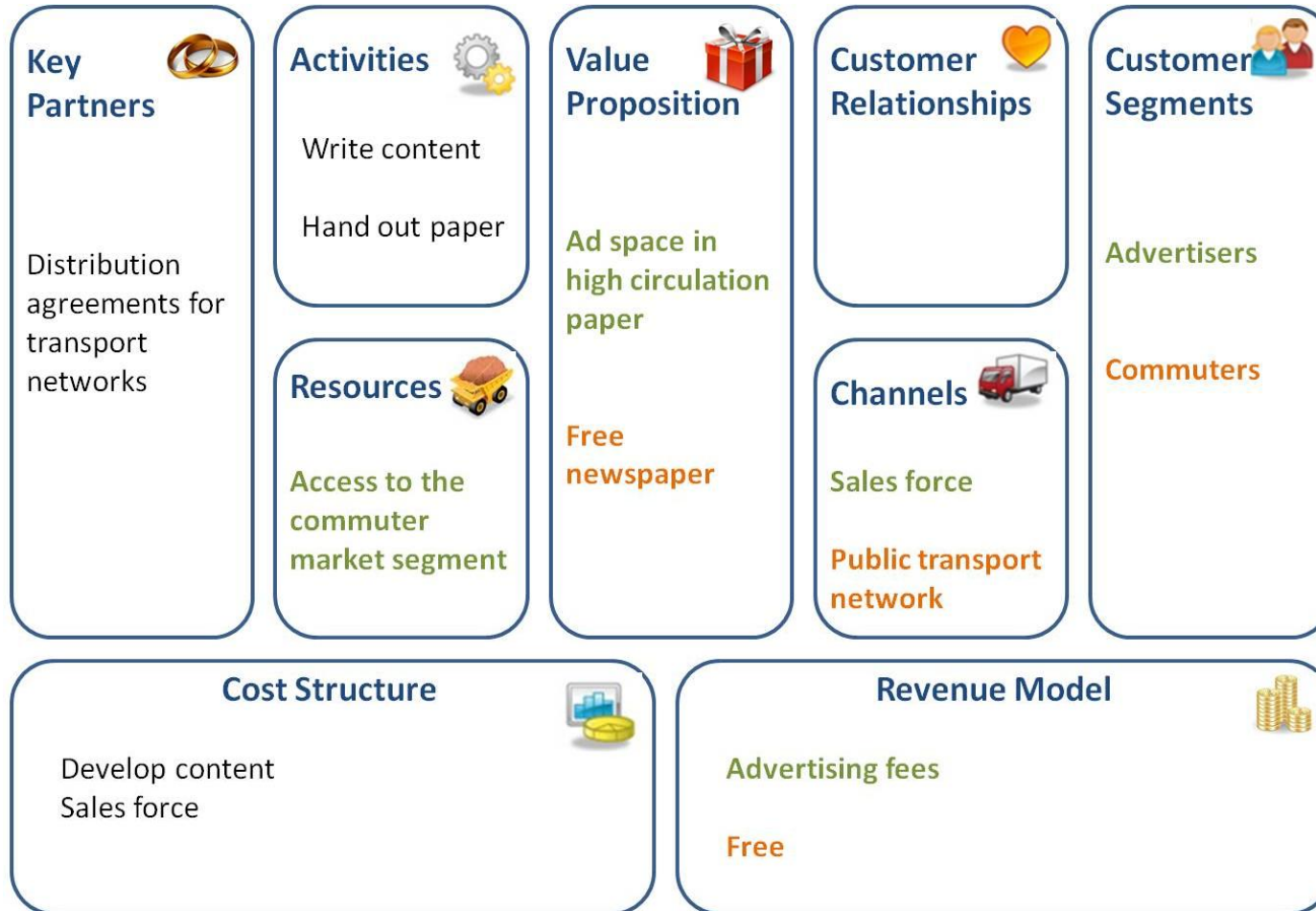
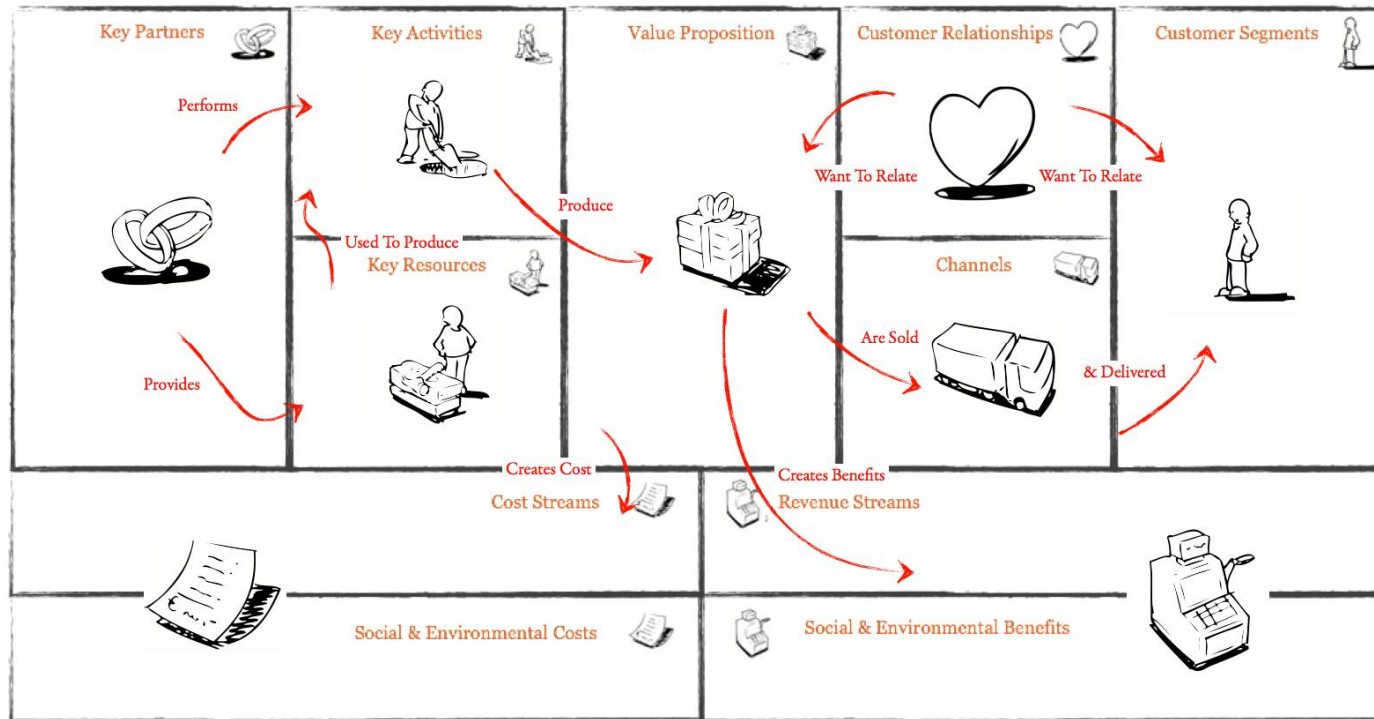


Diaporama Business Model Canvas





Further Business Model Canvas

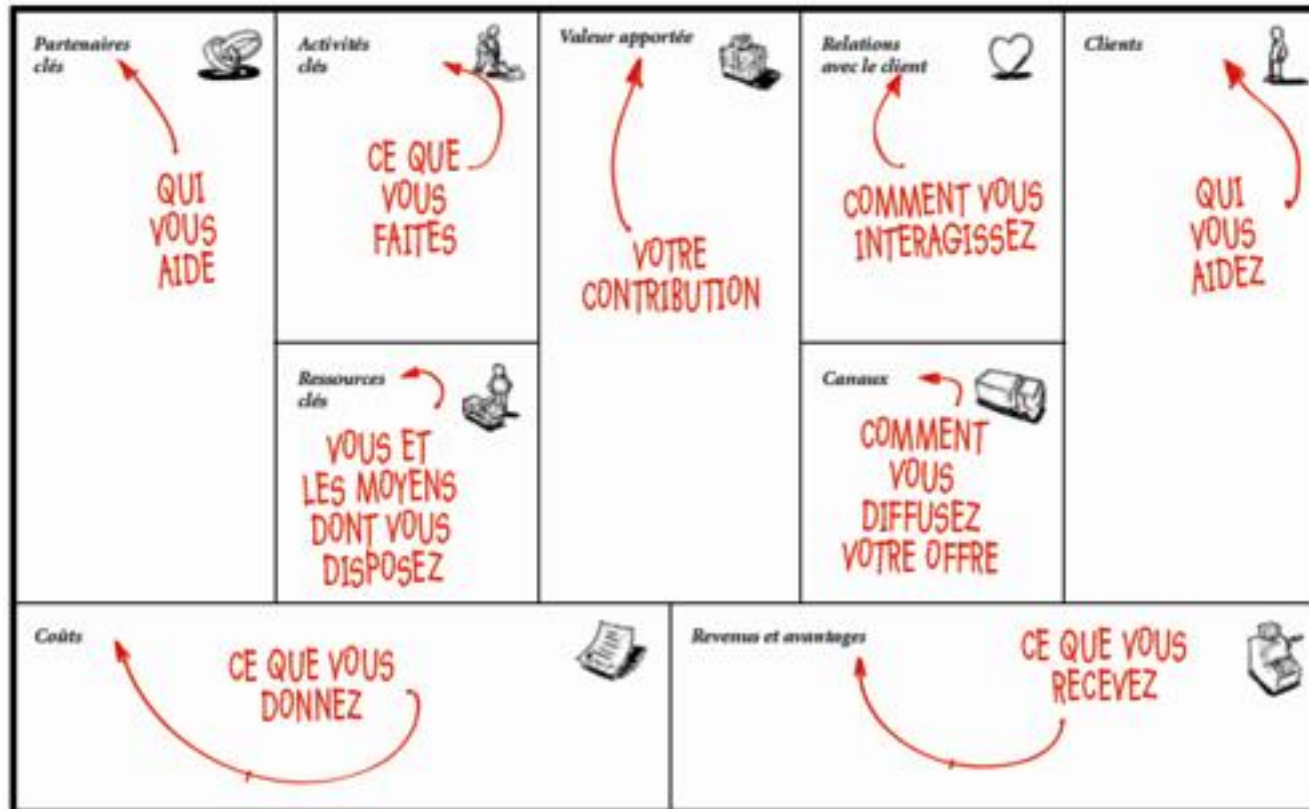




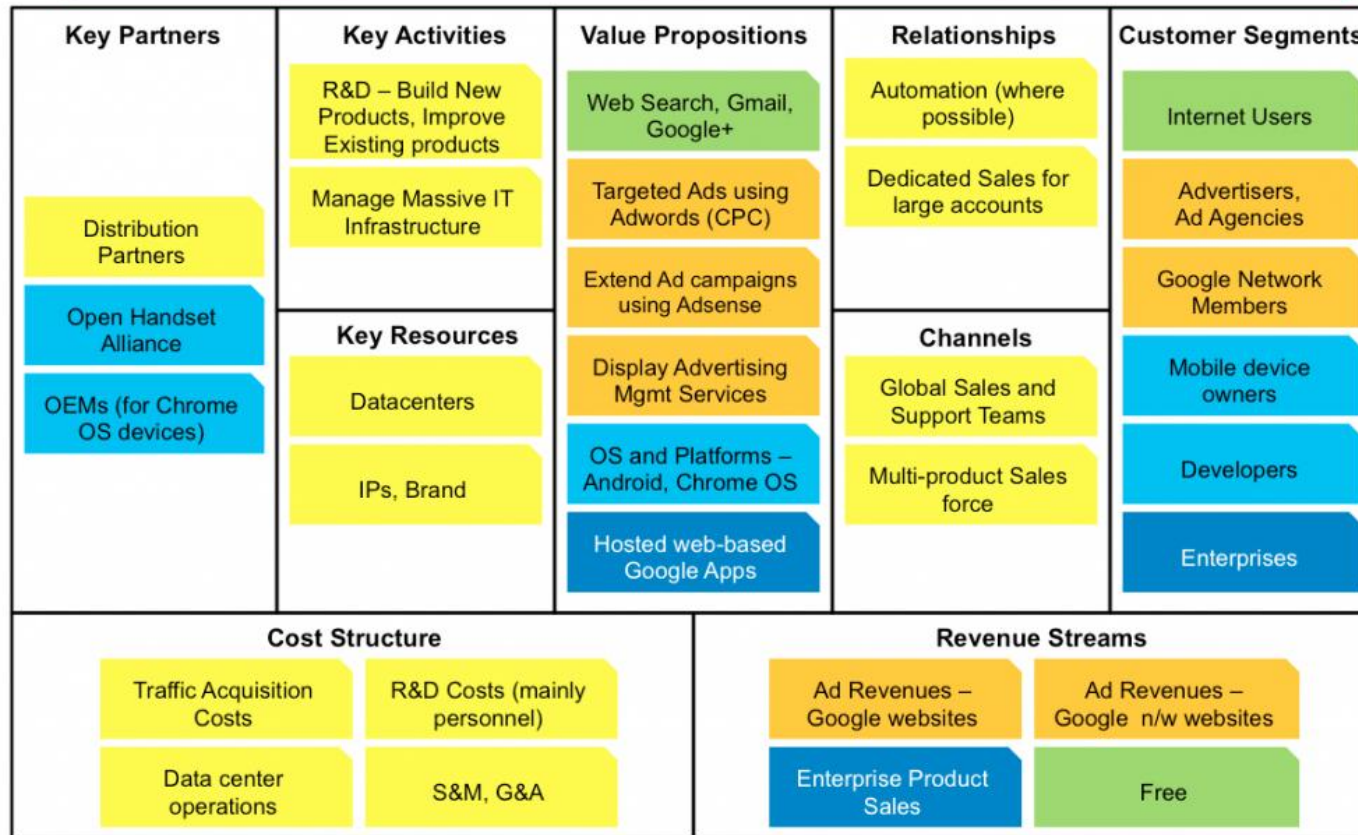
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Google Business Model





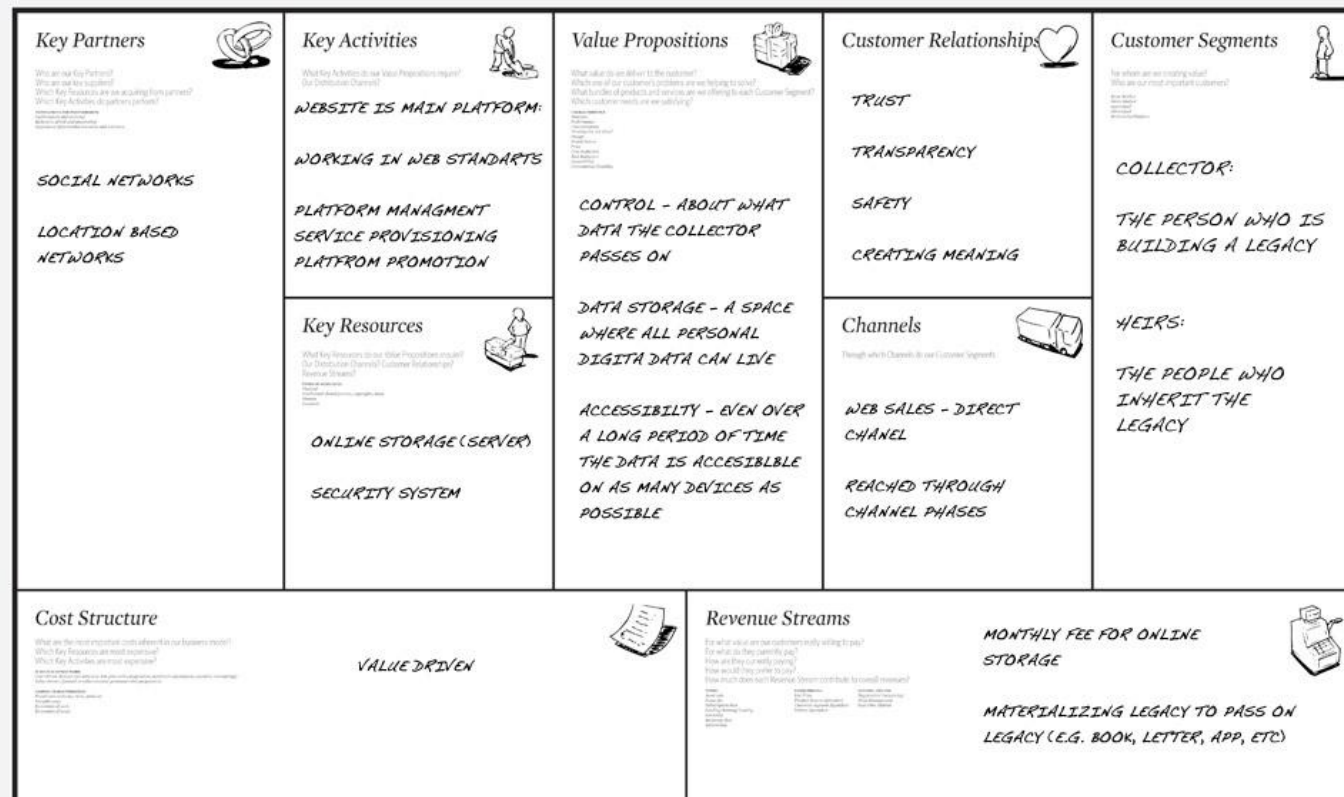
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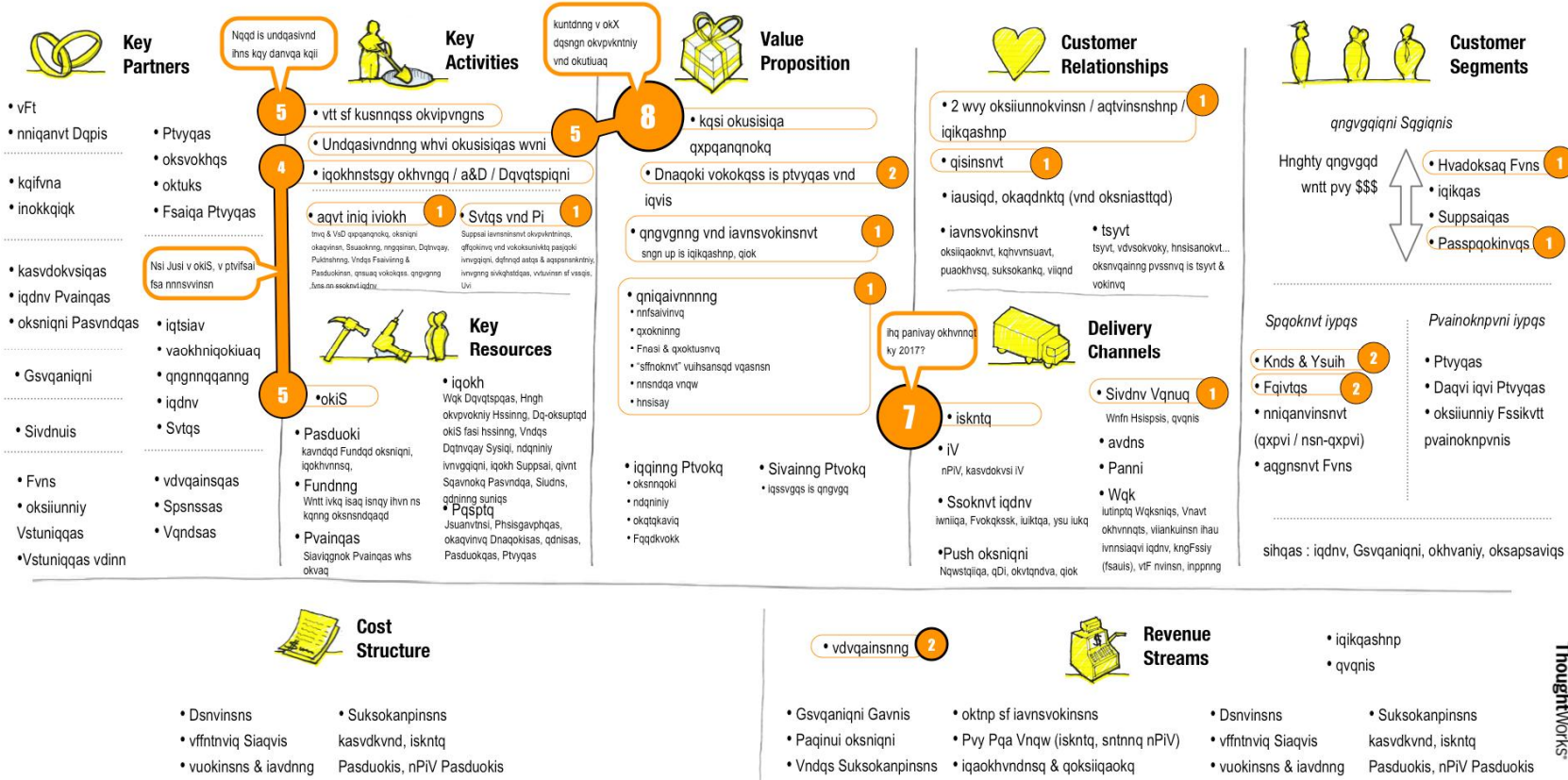
Designed by: KRISTIN GRÄFE

On:		
Iteration:		



Business Model and Target Areas for Improvement

Nuikqa sf Vsiqs #

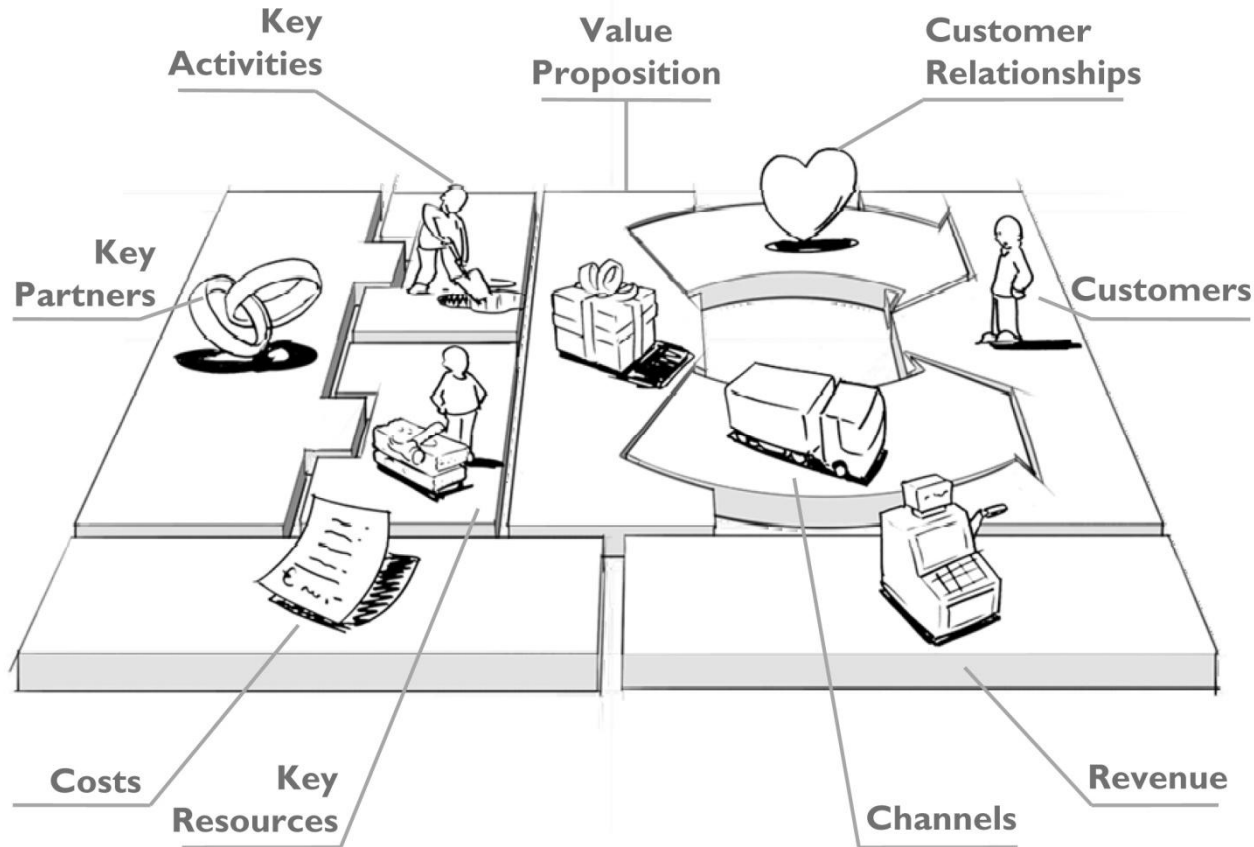




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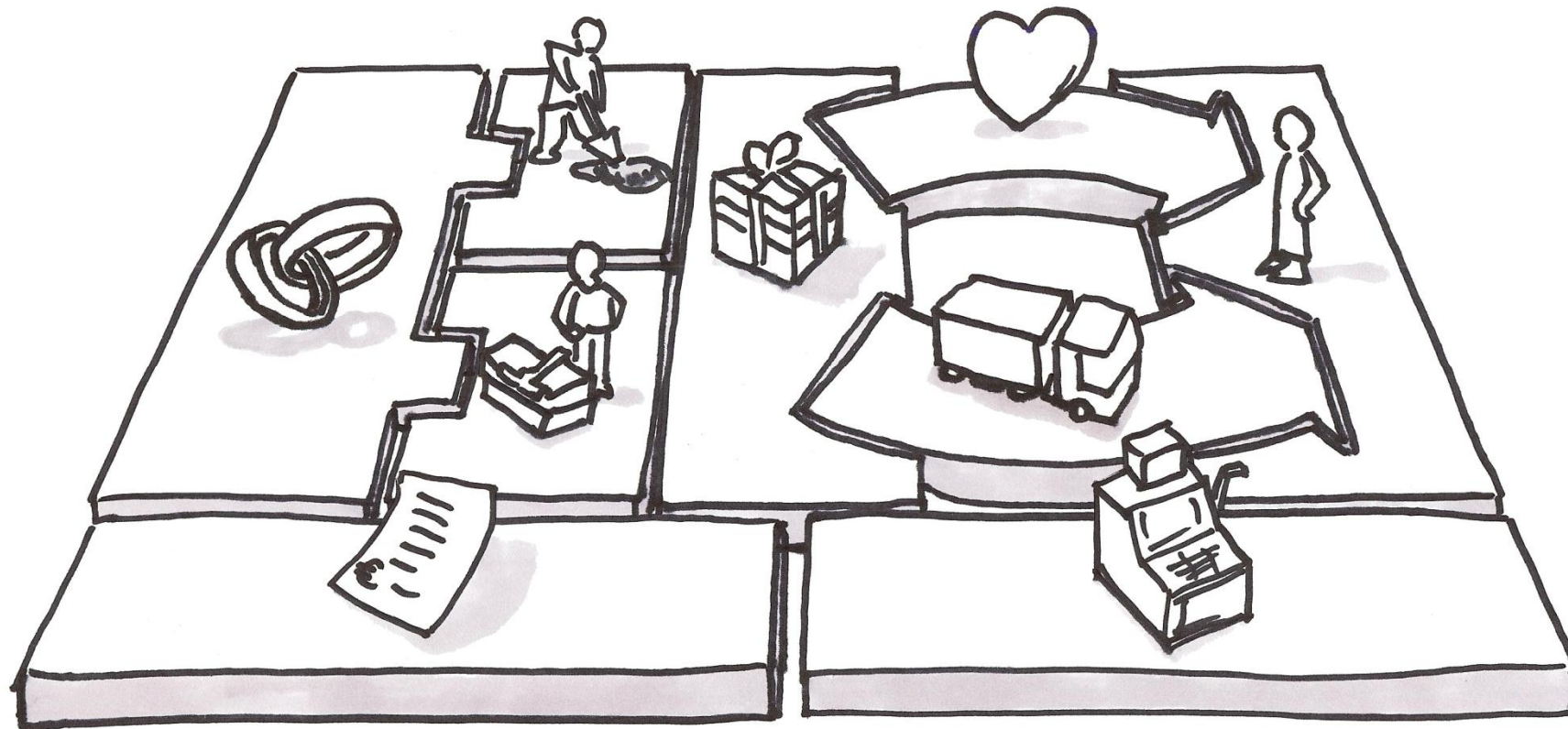
drawings by JAM



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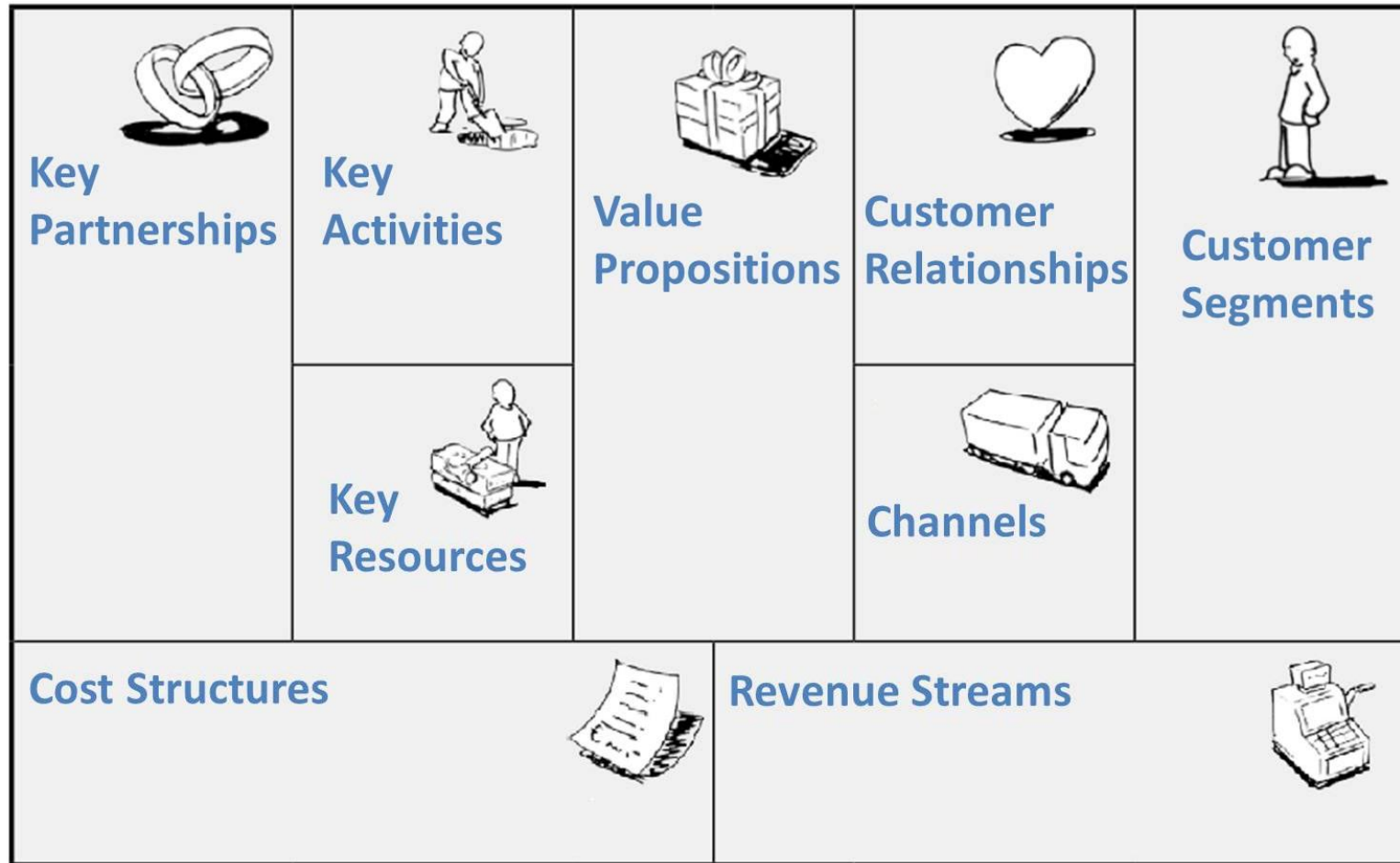




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The Business Model Canvas

Designed for:

Designed by:

On: Day Month Year

Iteration:

<h3>Key Partners</h3> <p>Who are our Key Partners? Who are our key suppliers? Which Key Resources are we acquiring from partners? Which Key Activities do partners perform?</p> <p><small>What resources only our partners can provide? What resources do our partners have? What resources do our partners want? What resources do our partners need?</small></p>	<h3>Key Activities</h3> <p>What Key Activities do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue streams?</p> <p><small>What resources only our partners can provide? What resources do our partners have? What resources do our partners want? What resources do our partners need?</small></p>	<h3>Value Propositions</h3> <p>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?</p> <p><small>What resources only our partners can provide? What resources do our partners have? What resources do our partners want? What resources do our partners need?</small></p>	<h3>Customer Relationships</h3> <p>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 are they?</p> <p><small>What resources only our partners can provide? What resources do our partners have? What resources do our partners want? What resources do our partners need?</small></p>	<h3>Customer Segments</h3> <p>For whom are we creating value? Who are our most important customers?</p> <p><small>What resources only our partners can provide? What resources do our partners have? What resources do our partners want? What resources do our partners need?</small></p>
<h3>Cost Structure</h3> <p>What are the most important costs inherent in our business model? Which Key Resources are most expensive? Which Key Activities are most expensive?</p> <p><small>What resources only our partners can provide? What resources do our partners have? What resources do our partners want? What resources do our partners need?</small></p>	<h3>Key Resources</h3> <p>What Key Resources do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue Streams?</p> <p><small>What resources only our partners can provide? What resources do our partners have? What resources do our partners want? What resources do our partners need?</small></p>	<h3>Channels</h3> <p>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 relations?</p> <p><small>What resources only our partners can provide? What resources do our partners have? What resources do our partners want? What resources do our partners need?</small></p>	<h3>Revenue Streams</h3> <p>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?</p> <p><small>What resources only our partners can provide? What resources do our partners have? What resources do our partners want? What resources do our partners need?</small></p>	<h3>Revenue Streams</h3> <p>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?</p> <p><small>What resources only our partners can provide? What resources do our partners have? What resources do our partners want? What resources do our partners need?</small></p>

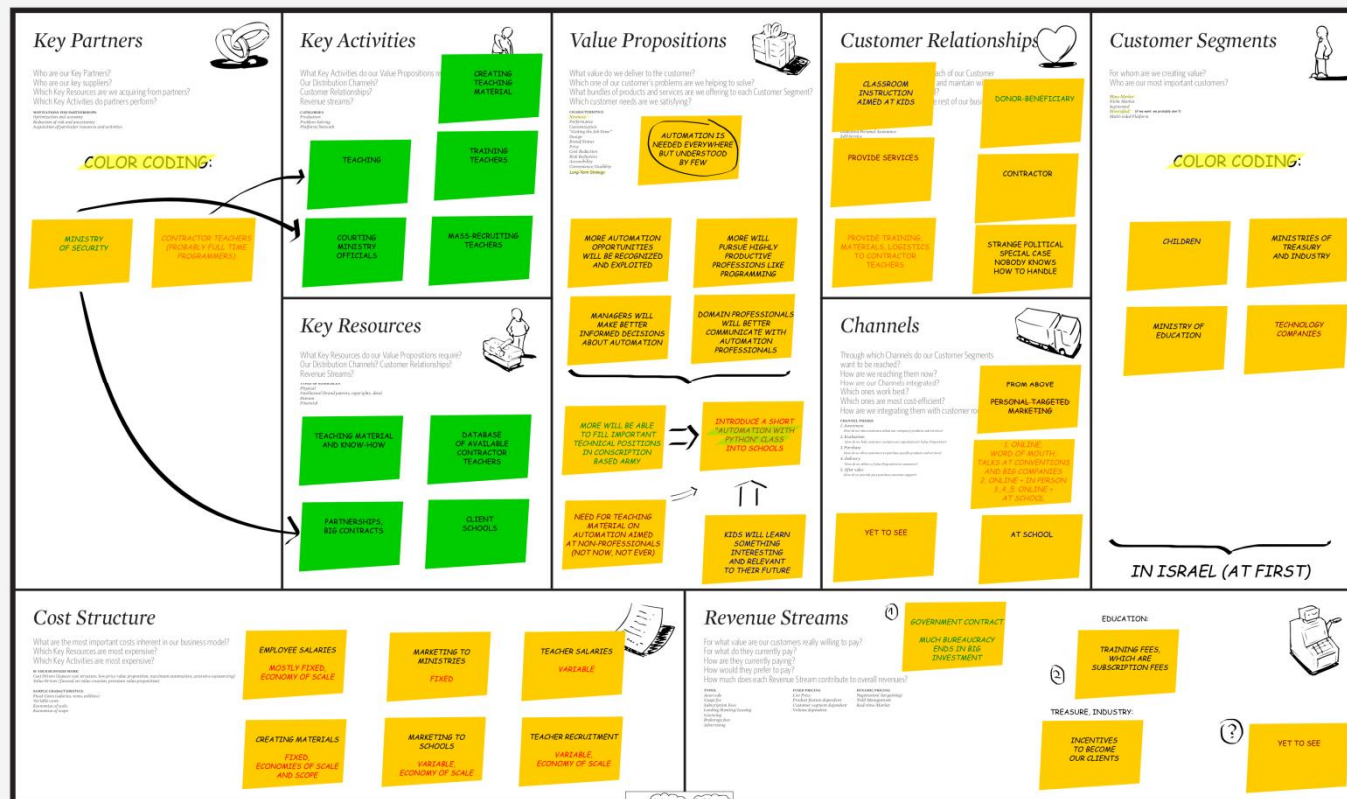
The Business Model Canvas

Designed for: TEACHING KIDS AUTOMATION

Designed by: AUR SARAF

On: 9 11 2012

Iteration: 1





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• GLENN PELHAM DEBATE FOUNDATION BUSINESS MODEL CANVAS 12/14/12

• KEY PARTNERS

- Schools
 - system-wide
 - individual schools
- Educators
- Emory
- Universities
- Public/Private Partners
 - strategic allies
- Non Profit Partners
- Board Advisors
- Debate Advocates
- Urban Debate Leagues



• KEY ACTIVITIES

- Debate League
 - workshop
 - classes
 - tournaments
- Professional Devlp
 - teachers
 - businesses
- Curriculum Development
 - DAC-CCSS
 - DATE

• KEY RESOURCES

- Human
 - staff-Admin
 - Program
 - volunteers
- Intellectual Property
- Technology Platform
 - marketing
 - curriculum
- Facility/Space
 - Admin
 - Program Delivery

• VALUE PROPOSITION

- Empowerment
- Engaged Learning
- Improved Performance
 - graduation rates...
 - discipline/attendance
 - employable skills
 - conflict resolution
 - negotiating difference
- Academic Achievement
 - L-E-A-R-N
- Model Respect
 - value of civil discourse



• Certification

• CUSTOMER RELATIONSHIPS

- Support/serve
 - long-term
 - multi-generational



• CHANNELS

- Face-to Face
- Curriculum Mtl's
 - printed
 - on-line
- Network/Referrals
- Academic Publications
- Media Appearances

• CUSTOMER SEGMENTS

- Middle School Students
- High School Students
- Secondary School Inst.
- Principals
- Superintendents
- State Education Admin.
- Parents
- Businesses
- Non-Profits



• COST STRUCTURE

- STAFFING
 - Admin
 - Program Delivery

• REVENUE STREAMS

- FEE FOR SERVICE
 - membership
 - consulting
- PRODUCT SALES
- SPONSORSHIPS
- DONATIONS
- IN-KIND SERVICES
- GRANTS



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