The Business Model Canvas

Planning Systems Hack

Activate Space

04/12/2016

#1

Key Partners

Delivery Partners:

- Borough Councils
- The Meanwhile Foundation
- Space Studios
- Office Genie
- PropertyGuardianships

Key resources:

- Planning applications
- Key Partner's existing relationships

Partner Activities:

- Community engagement
- Transactional and legal implementation

Key Activities

Model:

- Data Collection
- Utilising Delivery Partners existing relationships
- % commission charged on rented spaces

Key Resources

Data:

- Planning applications
 - Land Insight
- Vacant sites (FOI requests)
- GOAD Experian Plans
- Valuation Office Agency
- Ordnance Survey

Value Propositions

Customer Values:

- Low cost, low commitment
- Space for innovation & growth

Land Owner Values:

- Secure asset through active occupation
- Lower maintenance costs
- Transforming image
- Increased prospect of commercial use

Community Value:

- Enlivening streetscape
- Engaging community in regeneration; Reducing risk

Customer Relationships

Key Relationships:

Channels

- Landowners
- Key Partners

Customer Segments

We seek to create shared value by connecting land owners with land users.

Suppliers:

- Landowners
- Asset managers
- Pension funds
- Speculators
- Investors

Direct Consumers:

- Community
 organisations
 (e.g. Meanwhile)
- PropertyGuardianships(e.g. Camelot)
- Workspace providers (e.g. Space Studios)
- Commerce (e.g. Deliveroo)
- Artist collectives (e.g. Assemble)

Cost Structure

- Initial labour costs sourcing and providing data
- Sustainable and scalable commission based revenue model
- Significant growth potential

Revenue Streams

- Work directly with delivery partners (Meanwhile, Property Guardianships, Space Studios, etc.) to connect them with land owners
- Activate Space commission fee is 10% of rented rate

Identify vacant land

using multi-layered

Communicate with

viability

search methodology

landowners to assess

Transfer vacant land

details to Key Partners

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