

Mark Tangent, Protoflow Ltd.

Protoflow, which is based in London, uses black soldier flies to convert food waste into high-quality protein.

The larvae of these flies are fed on various organic waste materials, such as brewery waste and coffee grounds, and in just six days, they can be harvested to produce protein for animal feed and even human consumption.

This innovative approach addresses two major environmental issues: it reduces food waste and offers a sustainable alternative to traditional protein sources like fishmeal and soy, which are associated with overfishing and deforestation. Protoflow uses advanced technology to maintain and optimize the growth of these insects, operating an automated system that runs continuously throughout the year.

This method not only helps in managing waste but also contributes to preserving natural ecosystems and reducing greenhouse gas emissions associated with waste decomposition

Key partners

What third parties will we rely upon?

Who are our key suppliers or distribution partners? What kind of partnerships are we looking for?



Regulatory bodies: Agencies ensuring

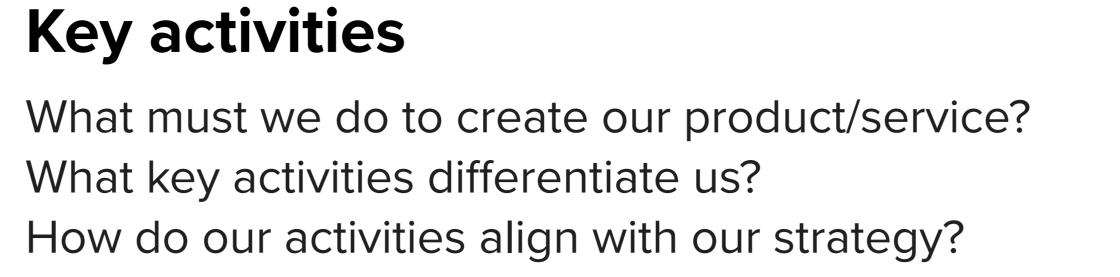
Cost structure



Key activities

Key resources

What must we do to create our product/service? What key activities differentiate us?





R&D: Improving efficiency and calability, developing

What physical, intellectual, human and

financial resources do we require?

Value propositions

What unique value do we bring to our customers? How does we solve our customer's problem? How do we differentiate from our competitors?

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Customer relationships

How can we develop and maintain relationships? What kind of relationship do our customers expect? How do we approach customer relationship management?



Others?

How do we reach customers now? Which communication channels work best? How does each channel deliver our value proposition?

Customer segments

Who are our target customer segments? What are their goals, needs, and preferences? How large is each customer segment?

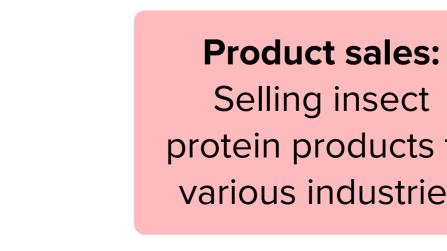


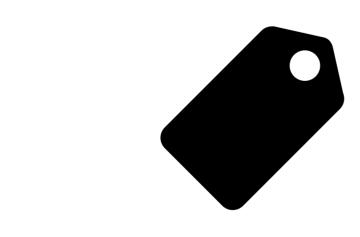
Eco-conscious nterested in sustainable food options.

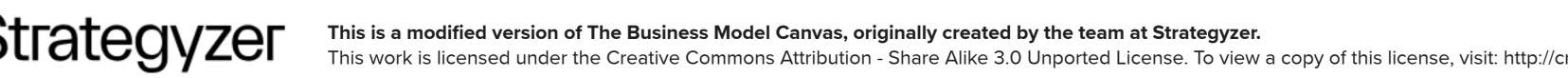
Channels

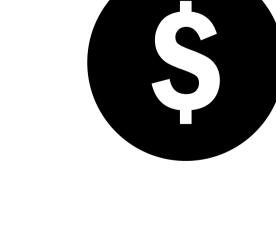
Revenue streams

What are our sources of revenue? For what value are our customers willing to pay? How much does each revenue stream contribute to the overall revenues? How can we innovate to diversify our revenue streams?











What are the most significant costs inherent in our business model?

How does our cost structure compare to our competition?

Which resources and activities are most expensive? How can we optimize?