

# Business Model Canvas

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<div><b>Key Partnerships</b> - Sensor and hardware manufacturers. Transportation and urban infrastructure companies. Data analytics and cloud providers. Regulatory agencies for safety compliance.A key partnership refers to a strategic relationship or collaboration between two or more entities to achieve specific business goals. These partnerships are integral to an organization's operations, allowing them to leverage resources, capabilities, or expertise they might not possess independently.Key partnerships are often part of a company's business model, as outlined in frameworks like the Business Model Canvas. Here are some examples and types of key partnerships:</div>	<div><b>Key Activities</b> - Designing and manufacturing IoT-based sensors.Developing an intuitive dashboard interface.Building and maintaining the monitoring system.Marketing and customer onboarding.Data analysis and improvement of algorithms.</div> <div><b>Key Resources</b> - IoT sensors for real-time data collection.Cloud infrastructure for data processing and storage.Machine learning algorithms for anomaly detection.Skilled software developers and domain experts.Strong partnerships with sensor manufacturers.</div>	<div><b>Value Propositions</b> - Early detection of structural issues to prevent accidents.Reduced downtime and maintenance costs through predictive insights.Real-time monitoring for faster decision-making.Location-based issue identification and reporting.Compliance with safety and infrastructure regulations.</div>	<div><b>Customer Relationships</b> - Personalized support and training.Maintenance contracts.Real-time issue notifications and reporting.Regular updates with new features and analytics.</div> <div><b>Channels</b> - Dedicated web platform and dashboard.Mobile applications for on-site inspections.APIs for integration with existing monitoring systems.Sales team for direct client acquisition.Industry conferences and partnerships.</div>	<div><b>Customer Segments</b> - Metro rail operatorsUrban transportation authoritiesInfrastructure maintenance companiesGovernment regulatory agenciesInsurance companies</div>
<div><b>Cost Structure</b> - R&amp;D for developing IoT sensors and analytics.Infrastructure costs for cloud hosting.Customer support and training.Sales and marketing expenses.Maintenance and system updates. Research and Development (R&amp;D)IoT Sensors Development: Prototyping, testing, and manufacturing high-quality sensors.Software Development: Building the monitoring system, analytics algorithms, and dashboard.Machine Learning &amp; AI: Training models for predictive maintenance and anomaly detection.2. Cloud InfrastructureData Storage: Costs for securely storing large volumes of sensor data.Data Processing: Cloud computing for real-time data analysis.APIs and Integration: Developing APIs to integrate the solution with existing systems.3. Hardware ProcurementIoT devices (sensors, cameras).Installation equipment for deploying sensors and monitoring devices in metro rail networks.Maintenance tools and spare parts for periodic hardware updates.4. Operational CostsStaff Salaries: Developers, data scientists, engineers, and support staff.Customer Support: 24/7 help desk and troubleshooting team.Training: Training metro operators on system usage.</div>		<div><b>Revenue Streams</b> - Subscription-based SaaS model.Hardware sales (sensors, cameras).Custom integrations.Consulting services for system setup.1. Subscription-Based SaaS ModelCharge metro rail operators a monthly or annual subscription fee for using the monitoring platform and dashboard.Tiers could include:Basic: Limited analytics, standard reporting, and fewer sensors.Pro: Advanced analytics, predictive maintenance, real-time alerts, and full network coverage.Enterprise: Unlimited access with custom integrations and premium support.2. Hardware SalesSell IoT sensors, cameras, and other monitoring equipment required for the system.Include optional bundles for hardware installation and setup.3. Integration ServicesCharge for integrating the system with existing infrastructure or third-party software.Custom API development or advanced interoperability features.4. Consulting and Training ServicesProvide expert consultancy for deploying the solution in metro networks.Offer training programs for operators, engineers, and decision-makers.</div>		