Universel Business Model Canvas For Github (UBMSG)

Key Partners

- API providers (OpenAI, Hugging Face, Google, ModularAI)
- Hosting platforms (Vercel, Render, Netlify, Firebase)
- Github (For versioning and collaboration)
- Communities (Hackathons, DevPost, Replit , Reddit)
- Open-Source contributors

> Now, In the Hosting part, we thought about just opening a LFS on a really big supercomputer but of course, it would cost much much more as a startup. Yes, it would benefit us in the long-run but too risky

> In terms of the Github part, Versions are really specific thing. Sometines it'd be python 12.2==2. so we have to perserve them somewhere

Key Activities

- Developing reusable models (ModularAI, Auth. UI interfaces)
- Maintaining the APIs and SKDs
- Integrating with 3Rd party apps like OpenAI and AngularJS
- Hosting, testing, and deployment of projects
- Documentation and onboarding

Key Resources

- Core backend & frontend CodeBase
- AL/ML models
- UI/UX-ing
- Developer time
- Design assets like icons , logos and brand kits
- Feedback loops through AI agents, testers and users

Value Proposition

- One platform, Multi use-cases
- Plug-and-Play components for quick project creation
- Consistent, stable Backend API for every project we made
- Makes Idea-to-deploy possible in less than one day
- Supports AI, Analytics and Oauth1 and Oauth2 and just straight out of the box

Customer Relationships

--- We ALMOST thought about discord, but then we remembered it is the best thing to work there because of fakers---

- In-app tutorials and docs
- Regular Github releases and updates
- Feedback forms or bug reporting. We also thought about adding a chatbot, but didn't because it is pricy and unstable with our current hardware

Customer segments, Channels

Customer segments::
- Hackathon participants
  - student developers
  - Indie Devs, and hobbyists
  - AI/ML learners
  - Schools and coding bootcamps
Channels :
- Github
  - Youtube demo
  - personal sites
  - Dev.to and medium blogs
  - word-of-mouth from other participants

Customer Segments

- Hackathon students
- Students
- Tech-savvy lovers
- tech enthusiasts
- schools and enterprises

Cost Structure

- Domain & hosting costs
- API usage fees
- Time and energy invested /////// REALLY TIME-CONSUMING
- Marketing

Revenue Streams

MONEY 🤑🤑🤑🤑🤑
- Subscription plans
- Abort annoying ads and go with more customized ones. So , more clicks, more money, more good reviews and more users and cycle continues
- B2B or white-label licensing for collabrations
- Code exporter
- Education bundles