

## Key Partners



Suppliers like Volvo Penta, Renault trucks, Volvo construction equipment

Research Institutions

Suppliers and customers

## Key Activities



Research and Development

Supply chain management

Sustainability

## Key Resources



Financial Resources

Human Resources

## Value Propositions



Quality

Safety

Environmental care

## Customer Relationships



Community Engagement

Dealership Network

Communal Relationship

## Customer Segments



Fleet Customers

marine and industrial customers

Government and public entities

## Channels



Direct Sales

Marketing and advertising

## Cost Structure



Logistics and Distributions

General and Administrative

Sales and marketing

## Revenue Streams



Financial Services

Vehicle Sales