



| Key Partners ? | Key Activities ? | Value Proposition ? | Customer Relationships ? | Key Resources ? | Channels ? | Cost Structure ? | Revenue Streams ? |
|--|---|---|---|--|---|--|--|
| <p>1. Who are your key partners? 2. Who are your key suppliers?</p> <p>Jessica Beitler</p> <p>Jaime Ballesteros</p> <p>Jose Flores</p> <p>Sam Weir</p> | <p>1. What are your key activities?</p> <p>Direct Sales</p> <p>Direct communication with veteran groups to gather information and determine the needs and wants.</p> | <p>1. What are your value propositions?</p> <p>Centralized Service</p> <p>Provide a one-stop shop for members of the military, veterans, and their families and assist with their moving needs.</p> <p>Rental Homes/Apartments</p> <p>Gas Estimator tool</p> <p>Checklist</p> <p>Implement new duty station information sheet</p> <p>Q and A for military members currently living somewhere to provide valuable information to incoming personnel.</p> <p>Up to date discounts</p> <p>Weight scales locator</p> <p>Estimate break times</p> <p>Find break locations based on hours of driving and locate nearby lodging</p> | <p>1. Your customer relationships?</p> <p>Social Media</p> <p>Job Fairs</p> <p>Military/Veteran Conferences</p> <p>face to face</p> <p>Community outreach events for military</p> | <p>1. Customer</p> <p>Active Duty Military</p> <p>Members of the military receiving orders to a new duty station or home of record inside of the U.S.</p> <p>Veterans and Reservists</p> <p>Discounts for local moves through big named companies such as uhaul, two men and a truck, and all my sons moving.</p> <p>Provide veteran benefits information for education, health, and more.</p> | <p>1. Channels</p> <p>Veteran's Affairs</p> <p>Student Veteran Association</p> <p>Recruit Military</p> <p>Job fairs, website</p> <p>Social Media</p> <p>Victory Media</p> <p>Creator of GI Jobs and other military associated magazines.</p> | <p>1. What about your cost structure?</p> <p>Research and Development</p> | <p>1. What are your revenue streams?</p> <p>Partnerships</p> <p>We provide businesses an avenue for additional revenue by referrals. In return, they give us a percentage of each referral.</p> <p>Margin to be determined...</p> |