

## My First Product - Busbot

<p><b>PROBLEM</b></p> <p>Inconvenience to diners in that they have to clear their table and figure out which bin each packaging item goes into.</p> <p>Wasted investment on recyclable packaging as it is often thrown in the wrong bin.</p> <p>Tables left uncleared can disgust diners or the restaurant may lose business for that table.</p> <p><b>EXISTING ALTERNATIVES</b></p> <p>Hiring a staff to clean and clear tables.</p>	<p><b>SOLUTION</b></p> <p>A robot that will clear tables and sort different types of packaging and place them in the right bins.</p> <p><b>KEY METRICS</b></p> <p>Number of active leases.</p> <p>Number of unscheduled robot visits to service stations.</p> <p>Customer satisfaction.</p>	<p><b>UNIQUE VALUE PROPOSITION</b></p> <p>Efficient and fast clearing of tables ensuring empty tables get allocated to diners within 10 minutes</p> <p>Never again will a recyclable container find its way into the trash.</p> <p><b>HIGH-LEVEL CONCEPT</b></p> <p>Robotic bus-boy cum packaging sorter.</p>	<p><b>UNFAIR ADVANTAGE</b></p> <p>Connections to bright minds in academia.</p> <p>Strong team.</p> <p><b>CHANNELS</b></p> <p>Free trials.</p> <p>Tradeshows.</p> <p>Crowdfunding platforms such as Indiegogo.</p>	<p><b>CUSTOMER SEGMENTS</b></p> <p>Fast food chains.</p> <p>Semi-formal sit down restaurants like Panera bread.</p> <p><b>EARLY ADOPTERS</b></p> <p>Large fast food chains like McDonald's.</p>
<p><b>COST STRUCTURE</b></p> <p>Tooling and factories to mass manufacture the robot.</p> <p>Customer service network.</p> <p>Research and development.</p>	<p><b>REVENUE STREAMS</b></p> <p>Leases on the robot.</p> <p>Maintenance and service plans on the robot.</p>			

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