THE BUSINESS MODEL CANVAS

KEY PARTNERS

- Suppliers
- Vendors
- Government agencies
- Distribution partners
- Technology partners

KEY ACTIVITIES

- Research & Development
- Manufacturing
- Sales and distribution
- Marketing

KEY RESOURCES

- Technologically advanced manufacturing machines
- Natural Resources
- Financial Resources
- Human Resources

VALUE PROPOSITIONS

- High quality products
- Competitive pricing
- Excellent after services
- Sustainable developed products

CUSTOMER RELATIONSHIPS

- Technical Support
- Customer services
- Digital customer community

CUSTOMER SEGMENTS

- IndustrialCustomers
- Commercial
 Customers
- Residential customers

CHANNELS

- Direct sales
- Distributor Network

COST STRUCTURE

- Manufacturing cost
- R&D cost
- Marketing cost
- Distribution cost
- Customer services cost

REVENUE STREAMS

- Product sales
- Sale of Service
- Licensing fees