










<div>Key Partners</div> <div><b>Suppliers:</b><ul style="list-style-type: none"><li>Hardware manufacturers (servers, storage drives) (Intel, Lenovo)</li><li>Software companies (packaged software, libraries) (Spark)</li></ul></div> <div><b>Partners:</b><ul style="list-style-type: none"><li>Existing on-premise ML software producers (Keras, PyTorch)</li><li>End-to-end solution providers (Deloitte)</li></ul></div> <div><b>Investors:</b><ul style="list-style-type: none"><li>N/A</li></ul></div>	<div>Key Activities</div> <div><b>Processes:</b><ul style="list-style-type: none"><li>Developing the platform</li><li>Maintaining &amp; Upgrading hardware</li><li>Customer/community support</li></ul></div> <div>Key Resources</div> <div><b>Employees:</b><ul style="list-style-type: none"><li>Developers<ul style="list-style-type: none"><li>Machine learning</li><li>Cloud computing</li></ul></li><li>HW experts</li></ul></div> <div><b>Machinery:</b><ul style="list-style-type: none"><li>Servers/storage units</li></ul></div> <div><b>Products/service:</b><ul style="list-style-type: none"><li>Machine learning services hosting</li></ul></div>	<div>Value Propositions</div> <div><ul style="list-style-type: none"><li>No need for on-premise hardware</li><li>Scalability</li><li>Easy-to-use solution</li><li>Compatibility with other offered SaaS/ PaaS solutions.</li></ul></div> <div><b>Customer job:</b><ul style="list-style-type: none"><li>Apply ML in their business, to their processes and data</li></ul></div> <div><b>Customer problem:</b><ul style="list-style-type: none"><li>Lack of suitable hardware</li><li>Unability to scale easily</li><li>Complexity of the task</li></ul></div>	<div>Customer Relationships</div> <div><ul style="list-style-type: none"><li>Self-service for all tasks</li><li>Personal support for large customers<ul style="list-style-type: none"><li>Error resolution</li><li>Solution design advice</li></ul></li><li>Community space (forum)</li></ul></div> <div>Channels</div> <div><ul style="list-style-type: none"><li>Web sales<ul style="list-style-type: none"><li>Various subscription models</li></ul></li><li>Partner recommendations</li><li>Bundling with other products within company</li></ul></div>	<div>Customer Segments</div> <div><p>By size:</p><ul style="list-style-type: none"><li>Large enterprises with dedicated teams to ML</li><li>Medium/Small enterprises - need an easy&amp;fast solution</li></ul></div> <div><p>By use of ML:</p><ul style="list-style-type: none"><li>Are new to ML</li><li>Looking to complement on-premise solution</li><li>Looking to migrate existing on-premise ML solution to the cloud</li></ul></div>
<div>Cost Structure</div> <div>Economies of scale</div> <div>Cost sources:<ul style="list-style-type: none"><li>Hardware operations and maintenance</li><li>Platform development (programming)</li><li>Documentation/customer support</li></ul></div>		<div>Revenue Streams</div> <div><ul style="list-style-type: none"><li>Subscription plans based on hardware usage (processing power, storage)<ul style="list-style-type: none"><li>Customers can migrate between plans as necessary</li></ul></li><li>Additional pricing for solution design consultancy</li></ul></div>		