Kev Partners



Key Activities





Customer Relationships



Customer Segments

Suppliers:

- Hardware manufacturers (servers, storage drives) (Intel, Lenovo)
- Software companies (packaged software, libraries) (Spark)

Partners:

- Existing on-premise ML software producers (Keras, PyTorch)
- End-to-end solution providers (Deloitte)

Investors:

N/A

Processes:

- Developing the platform
- Maintaining & Upgrading hardware
- Customer/community support

Key Resources



Employees:

- Developers
 - Machine learning
 - Cloud computing
- HW experts

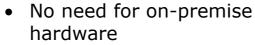
Machinery:

• Servers/storage units

Products/service:

 Machine learning services hosting

Value Propositions



- Scalability
- Easy-to-use solution
- Compatibility with other offered SaaS/ PaaS solutions.

Customer job:

 Apply ML in their business, to their processes and data

Customer problem:

- Lack of suitable hardware
- Unability to scale easily
- Complexity of the task

Self-service for all

- tasks
- Personal support for large customers
 - Error resolution
 - Solution design advice
- Community space (forum)

By size:

- Large enterprises with dedicated teams to
- Medium/Small enterprises - need an easy&fast solution

Channels



- Web sales
 - Various subscription models
- Partner recommendations
- Bundling with other products within company

By use of ML:

- Are new to ML
- Looking to complement on-premise solution
- Looking to migrate existing on-premise ML solution to the cloud

Cost Structure

Economies of scale

Cost sources:

- Hardware operations and maintenance
- Platform development (programming)
- Documentation/customer support

Revenue Streams

- Subscription plans based on hardware usage (processing power, storage)
 - o Customers can migrate between plans as necessary
- Additional pricing for solution design consultancy



