

Key Partners

1. Machine Learning + AI algorithms to track consumer behavior patterns.
2. Cameras + Sensor Technology
3. Supply chain management of the store in question

Value Proposition

1. Saves Time and ease of access
2. More personalised shopping experience
3. Time spent waiting in lines is replaced by product discovery by customers.
4. Online database to track all your previous purchases.

Key Activities

1. Create consumer database for tracking patterns
2. Regular Technology updates
3. Create a product/goods database for relevant product information

Customer Segments

1. Tier 1 and Tier 2 cities higher end superstores and markets
2. Dark stores Retail centres

Customer Relations

1. Create and share a personalised shopping database for each individual customer.
2. Guarantee a fast checkout experience every time.
3. Recommend products and services according to their shopping patterns.

Channels : app, website

Key Resources

1. AI + ML software
2. Sensor technology + cameras
3. Website and App building Platform

4. Payment
5. Customer service

BMI●Business model canvas

<div>● Key partners</div> <div>Who are your most important partners? Which key resources do you acquire from partners? Which key activities do your partners perform?</div>	<div>● Key activities</div> <div>What are the activities you perform every day to create & deliver your value proposition?</div>	<div>● Value propositions</div> <div>What is the value you delivery to your customer? Which of your customer's problems are you helping to solve? What is the customer need that your value proposition addresses? What is your promise to your customers? What are the products and services you create for your customers?</div>	<div>● Customer relationships</div> <div>What relationship does each customer segment expect you to establish and maintain?</div>	<div>● Customer segments</div> <div>For whom are you creating value? What are the customer segments that either pay, receive or decide on your value proposition?</div>
	<div>● Key resources</div> <div>What are the resources you need to create & deliver your value proposition?</div>		<div>● Channels</div> <div>How does your value proposition reach your customer? Where can your customer buy or use your products or services?</div>	
<div>● Cost structure</div> <div>What are the important costs you make to create & delivery your value proposition?</div>			<div>● Revenue streams</div> <div>How do customers reward you for the value you provide to them? What are the different revenue models?</div>	

PROBLEM <i>List your top 1-3 problems.</i> - Ineffective checkout in supermarkets (SM) - Time consuming and bad consumer experience EXISTING ALTERNATIVES <i>List today.</i> - Supermarkets employees checkout manually - long queues - partially implemented automation	SOLUTION <i>Outline a possible solution for each problem.</i> - Automated checkout system - Elimination of Queues and extra workforce KEY METRICS <i>List the key numbers that tell you how your business is doing.</i> - The product volume - Number of Supermarkets chains (clients) - Consumer satisfaction	UNIQUE VALUE PROPOSITION <i>Single, clear, compelling message that states why you are different and worth paying attention.</i> - use of ML and AI in automation of checkouts - Development of smart surveillance technologies to enhance customer experience - Integration with a payment gateway. HIGH-LEVEL CONCEPT <i>List your X for Y analogy e.g. YouTube = Flickr for videos.</i> Similar to Amazon Go	UNFAIR ADVANTAGE <i>Something that cannot easily be bought or copied.</i> - The amount of Research and Development we put CHANNELS <i>List your path to customers (inbound or outbound).</i> -	CUSTOMER SEGMENTS <i>List your target customers and users.</i> - Aimed towards high end stores in Metro cities/Malls - to online E-Commerce Warehouses for a faster delivery mechanism EARLY ADOPTERS <i>List the characteristics of your ideal customers.</i>
COST STRUCTURE <i>List your fixed and variable costs.</i> - The Research and Development costs	- Product Manufacturing costs - one-time installation and management cos		REVENUE STREAMS <i>List your sources of revenue.</i> - Revenue is primarily through clients that include Malls, SM(s), Stores and Warehouses of E-Commerce giants such as Swiggy/Zomato .etc	