

# Business Model Canvas

## QUESTIONS

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### Value Proposition

Which one of our customer's problems are we helping to solve?

Which customer needs are we satisfying?

How are we solving their problem?

What value do we deliver to the customer?

What bundles of products/services are we offering to each customer segment?

### Customer Segment

For whom are we creating value? Who are our customers?

What are the benefits through the customers' eyes?

### Customer Relationships

What type of relationship does each of our customer segments expect us to establish or maintain with them?

Which ones have we established?

How are they integrated with the rest of our business model?

How costly are they?

### Channels

Through which channels do our customer segments want to be reached?

How are we reaching them now?

How are our channels integrated?

Which ones work best?

Which ones are most cost-efficient?

How are we integrating them with customer routines?

### Key Activities

What key activities do our value propositions require?

Our distribution channels? Customer relationships? Revenue streams?

### Key Resources

What key resources do our value propositions require?

Our distribution channels? Customer relationships? Revenue streams?

## Key Partners

Who are our key partners/supporters?

Who are our key suppliers?

Which key resources are we acquiring from partners?

Which key activities do partners perform?

## Cost Structure

What are the most important costs inherent in our business model?

Which key resources are most expensive?

Which key activities are most expensive?

## Revenue Streams

For what value are our customers really willing to pay?

For what do they currently pay?

How are they currently paying?

How much does each revenue stream contribute to overall revenues?