

# BUSINESS MODEL CANVAS

<div>KEY PARTNERS</div> <div>Who are your key partners?</div>	<div>KEY ACTIVITIES</div> <div>What are the activities you perform every day to deliver your value proposition?</div>	<div>VALUE PROPOSITION</div> <div>What is the value you deliver to your customer? What is the customer need that your value proposition addresses?</div>	<div>CUSTOMER RELATIONSHIPS</div> <div>What relationship does each customer segment expect you to establish and maintain?</div>	<div>CUSTOMER SEGMENTS</div> <div>Who are your customers?</div>
	<div>KEY RESOURCES</div> <div>What are the resources you need to deliver your value proposition?</div>		<div>CHANNELS</div> <div>How do your customer segments want to be reached?</div>	
<div>COST STRUCTURE</div> <div>What are the important costs you make to deliver the value proposition?</div>			<div>REVENUE STREAMS</div> <div>How do customers reward you for the value you provide to them?</div>	