

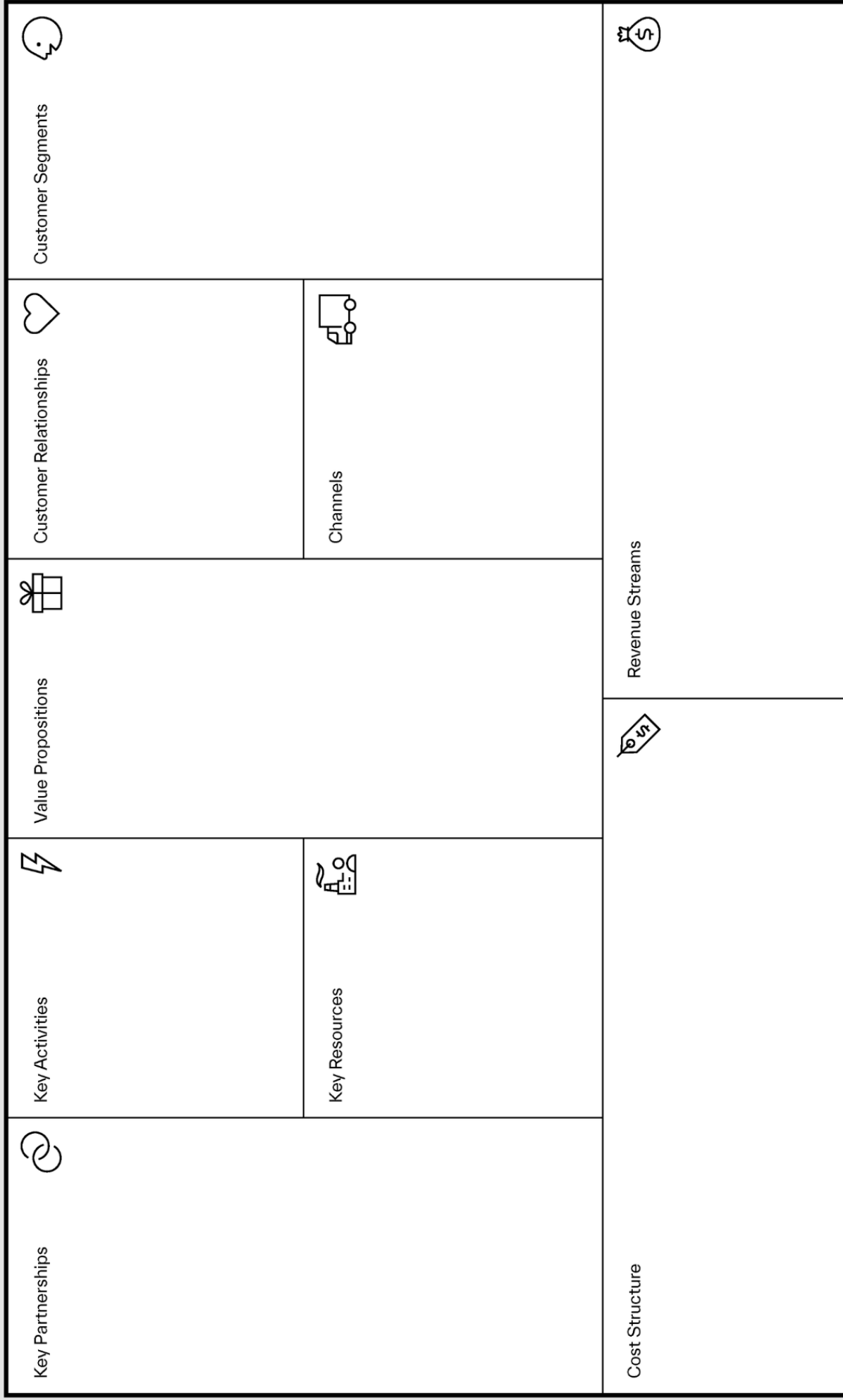
# The Business Model Canvas

Designed for:

Designed by:

Date:

Version:











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<p><b>Key Partnerships</b> </p> <p>Who are our Key Partners? Who are our key suppliers? Which Key Resources are we acquiring from partners? Which Key Activities do partners perform for us?</p>	<p><b>Key Activities</b> </p> <p>What Key Activities do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue Streams?</p>	<p><b>Value Propositions</b> </p> <p>What value do we deliver to the customer? Which customer problems are we helping to solve? Which job are we helping the customer get done? Which customer needs are we satisfying? What bundles of products and services are we offering to each Customer Segment?</p>	<p><b>Customer Relationships</b> </p> <p>What relationship does each of our Customer Segments expect us to establish and maintain with them? How costly are these relationships? How are they integrated with the rest of our business model?</p>	<p><b>Customer Segments</b> </p> <p>For whom are we creating value? Who are our most important customers?</p>
<p><b>Key Resources</b> </p> <p>What Key Resources do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue Streams?</p>	<p><b>Channels</b> </p> <p>How do our customers want to be reached? How are we reaching them now? How are our Channels integrated? Which ones work best? Which Channels are the most cost efficient?</p>			
<p><b>Cost Structure</b></p> <p>What are the most important costs inherent in our business model? Which Key Resources are most expensive? Which Key Activities are most expensive?</p>	<p><b>Revenue Streams</b> </p> <p>For what value are our customers truly willing to pay? How do customers prefer to pay? How much does each Revenue Stream contribute to overall revenues?</p>			

<https://www.score.org/sites/default/files/2023-11/SCORE-Business-Model-Canvas-Template.pdf>