The Business Model Canvas

**Key Partners**
- Who are our Key Partners?
- Who are our key suppliers?
- Which Key Resources are we acquiring from partners?
- Which Key Activities do partners perform?

**Key Activities**
- What Key Activities do our Value Propositions require?
- What Distribution Channels are involved?
- What Customer Relationships are required?
- What Revenue Streams are supported?

**Value Propositions**
- What Value do we deliver to the customer?
- Which one of our customers’ problems are we helping to solve?
- What bundles of products and services are we offering to each Customer Segment?
- Which customer needs are we satisfying?

**Customer Relationships**
- What type of relationship does each of our Customer Segments expect us to establish and maintain with them?
- 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?

**Customer Segments**
- For what value are our customers really willing to pay?
- For what do they currently pay?
- How are they currently paying?
- How would they prefer to pay?
- How much does each Revenue Stream contribute to overall revenue?

**Revenue Streams**
- For what value are our customers really willing to pay?
- For what do they currently pay?
- How are they currently paying?
- How would they prefer to pay?
- How much does each Revenue Stream contribute to overall revenue?

**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?
- Is our business more cost-driven or value-driven?

**Key Resources**
- What Key Resources do our Value Propositions require?
- What Distribution Channels are involved?
- What Customer Relationships are required?
- What Revenue Streams are supported?

**Channels**
- What type of relationship does each of our Customer Segments expect us to establish and maintain with them?
- How are they integrated with the rest of our business model?
- How costly are they?

**Value Propositions**
- What Value do we deliver to the customer?
- Which one of our customers’ problems are we helping to solve?
- What bundles of products and services are we offering to each Customer Segment?
- Which customer needs are we satisfying?

**Customer Relationships**
- What type of relationship does each of our Customer Segments expect us to establish and maintain with them?
- 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?

**Customer Segments**
- For what value are our customers really willing to pay?
- For what do they currently pay?
- How are they currently paying?
- How would they prefer to pay?
- How much does each Revenue Stream contribute to overall revenue?

**Revenue Streams**
- For what value are our customers really willing to pay?
- For what do they currently pay?
- How are they currently paying?
- How would they prefer to pay?
- How much does each Revenue Stream contribute to overall revenue?

**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?
- Is our business more cost-driven or value-driven?