BUSINESS CANVAS

PROBLEM

What is the problem you have identified? Who does it effect? How do they describe the problem?

How is the problem currently addressed? Who are your competitors and how are they addressing the problem?

PARTNERS

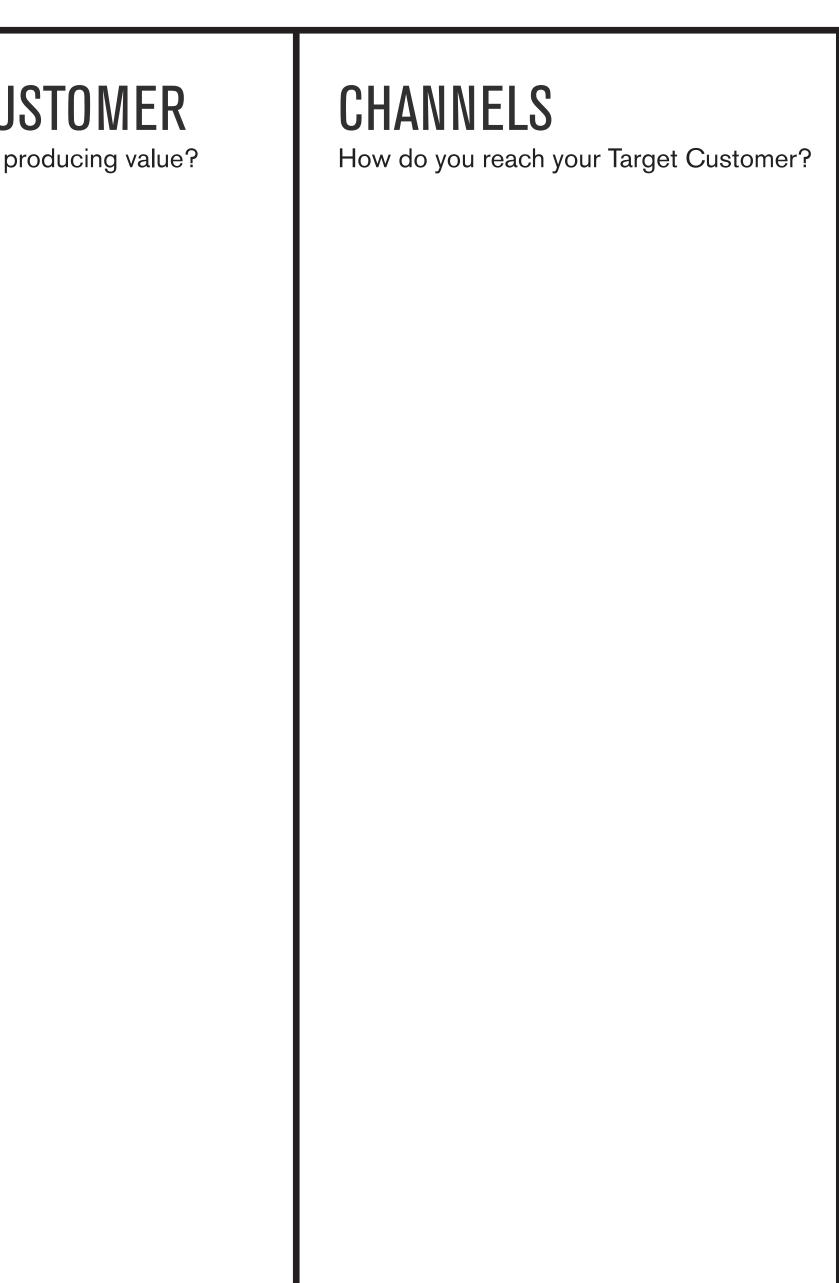
Who is going to help you and what help are they providing?

COST STRUCTURE

What are your fixed and variable costs?

VALU ACTIVITIES In what ways will you deliver the Value Proposition? What value How are y PURP What is th What insp RESOURCES **KEY** What key What physical, intellectual, financial and human resources do you require to create value? is doing Internal n External **REVENUE STRUCTURE** What are your sources of revenue?

IE PROPOSITIONS lue do you deliver your customer?	TARGET CUS For whom are you pr
you helping to solve their Problem?	
POSE the purpose of your business beyond making money? spires you to do what you do?	
WETRICS ey metrics are you going to use to measure how your business and how will you be measured? metrics:	REGULATOR Is your business sect Who is the regulator What do you need to
metrics:	



ector regulated? r?

to do to remain compliant?

