BUSINESS MODEL CANVAS

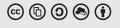
KEY PARTNERS Who are your key partners?	KEY ACTIVITIES What are the activities you per- form every day to deliver your value proposition?	VALUE PROPOSITION What is the value you deliver to your customer? What is the customer need that your value proposition addresses?	CUSTOMER RELATIONSHIPS What relationship does each customer segment expect you to establish and maintain?	CUSTOMER SEGMENTS Who are your customers?
	KEY RESOURCES What are the resources you need to deliver your value proposition?		CHANNELS How do your customer seg- ments want to be reached?	

COST STRUCTURE

What are the important costs you make to deliver the value proposition?

REVENUE STREAMS

How do customers reward you for the value you provide to them?



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