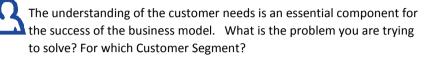


Technology Solutions

These describe the most important technologies for the functioning of the business model.

Customer needs



Key Partnerships Key Partnerships Building Block describes the network of suppliers and partners that make the business model work. 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 The Key Activities Building Block describes the most important things a company must do to make its business model work. Key Resources The Key Resources Building Block describes the most important assets required to make a business model work.	The Value Proposi describes the bun services that cr specific Custome value do we deli and to the wide economy? Wi customer's proble to solve? Which c we satisfying? products and serve	oposition tions Building Block dle of products and reate value for a er Segment. What ver to the customer hich one of our ems are we helping ustomer needs are What bundle of ices are we offering mer Segment?	onships onships s of ipany	b Customer Segments The Customer Segments Building Block defines the different groups of people or organizations an enterprise aims to reach and serve. For whom are we creating value? Who are our most important customers?
Cost Structure The Cost Structure describes all costs incurred to operate a business model. What are the most important costs inherent in our business model? Which Key Resources are most expensive? Which Key Activities are most expensive?			Revenue Streams The Revenue Streams Building Block represents the cash a company generates from each Customer		