Business model framework

PARTNERS

Who do you need to work with to deliver your product/service?

ACTIVITIES

What do you need to do to deliver you product/service?

RESOURCES

What do you need to have to deliver you product/service?

VALUE PROPOSITION

What problem does your business solve, and how do you solve it?

RELATIONSHIPS

How do you talk to your customers about your business?

CHANNELS

How do customers find your business, and how do deliver your value proposition to them?

SEGMENTS

Who are your current customers? Who still needs your product/service?

COST STRUCTURE

How much will your partners, activities, and resources cost you?

REVENUE STREAMS

How will you get paid from your product/service?