



# Company Name



# Team

# Problem

- What problem are you solving?

# Solution

- What is your solution to the problem?

# Customer Segment

- Who needs our solution?
- How many people need our solution right now?
- How many will eventually need it?

# Value Proposition

- What problem do we solve, and how do we solve it?

# Channels

- How do we deliver our solution to our customer?
- Where will customers find our solution?

# Customer Relationships

- How do we talk to our market about our solution?
- How do we get more customers?



# Revenue Streams

- How will we get paid for the solution we provide?

# Key Activities

- What do we need to do in order to produce, market, and deliver our solution?

# Key Resources

- What do we need to have in order to produce, market and deliver our solution?










# Key Partners

- Who do we need to work with in order to produce and deliver our solution?

# Cost Structure

- How much will our key activities, resources, and partners cost us?

# Final Business Model Canvas

|   |  |   |  |   |
|---|--|---|--|---|
| <b>Key Partners</b><br>    | <b>Key Activities</b><br> | <b>Value Proposition</b><br> | <b>Customer Relationships</b><br> | <b>Customer Segments</b><br> |
|   | <b>Key Resources</b><br>  |   | <b>Channels</b><br>               |   |
| <b>Cost Structure</b><br> |  |   | <b>Revenue Streams</b><br>       |   |

# Next Steps in Commercialization & Venture Creation?

What are your venture?

next steps to ensuring to establishing a startup

## Broader Impact

What impact does your product/technology/service has on society and the local community?