

nfte! Lean Business Model Canvas

Business Name:

Designed by:

Date:

Iteration #:

<p>Problem Top 3 problems Link to assignment(s)</p>	<p>Solution Top 3 problems Link to assignment(s)</p>	<p>Unique Value Proposition Single, clean, compelling message that states why you are different and worth buying Link to assignment(s)</p>	<p>Unfair Advantage Can't be easily copied or bought Link to assignment(s)</p>	<p>Customer Segment Target customers Link to assignment(s)</p>
	<p>Key Metrics Key activities you measure Link to assignment(s)</p>		<p>Channels Path to customers Link to assignment(s)</p>	
<p>Cost Structure What are the most important costs inherent in our business model? Which Key Resources are most expensive? Which Key Activities are most expensive? Link to assignment(s)</p>		<p>Revenue Streams For what value are our customers really willing to pay? For what do they currently pay? How are they currently paying? How would they prefer to pay? How much does each Revenue Stream contribute to overall revenues? Link to assignment(s)</p>		