

The Business Model Canvas

Designed for:
Madras Global Jam 2013

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On: 02/03/2013

Iteration # 1

Key Partners

Who are our Key Partners?
Who are our key suppliers?
Which Key Resources are we acquiring from partners?
Which Key Activities do partners perform?

1. Philanthropists
2. NGOs
3. Contract for Hire Corporates
4. Start-ups

Key Activities

What Key Activities do our Value Propositions require?
Our Distribution Channels?
Customer Relationships?
Revenue streams?

1. Provide platform for skilled people and their seekers.
2. Opportunity to make recreational skills available.
3. Charge for "CONTACT" and "Advanced Search/Filter Search"

Key Resources

What Key Resources do our Value Propositions require?
Our Distribution Channels? Customer Relationships?
Revenue Streams?

1. Extensive Database
2. Varied skill list
3. Philanthropists
4. NGOs
5. Linked-In

Value Propositions

What value do we deliver to the customer?
Which one of our customer's problems are we helping to solve?
What bundles of products and services are we offering to each Customer Segment?
Which customer needs are we satisfying?

1. Harness skills other than used in your profession
2. Build upon/Polish skills you think you have
3. Leverage your skills in exchange for others/their skills
4. Find collaboration for complimenting skills
5. Find sponsors or sponsor others
6. Find volunteers offering skills/service/info

Customer Relationships

What type of relationship does each of our Customer Segments expect us to establish and maintain with them?
Which ones have we established?
How are they integrated with the rest of our business model?
How costly are they?

Feedback
Report Abuse
support@skillcollaboration.com
admin@skillcollaboration.com
Collaborater Ratings

Channels

Through which Channels do our Customer Segments want to be reached?
How are we reaching them now?
How are our Channels integrated?
Which ones work best?
Which ones are most cost-efficient?
How are we integrating them with customer routines?

Linked-In
Viral Invites
Social Media
Referral System
Word of mouth

Customer Segments

For whom are we creating value?
Who are our most important customers?

1. Multi-Skilled Professionals
2. Rare Skilled People
3. Niche Skilled People
4. People looking for sponsors for their skills
5. Philanthropists looking for investment opportunities
6. Startups & Small Businesses

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?

1. Web Space
2. Office Space
3. Employees

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?

1. Access level Restriction through subscription.
2. Fee for the service rendered.
3. Commission on payments