

# Business Model Canvas

Description

Revenue streams

Basic introduction to your business model

The goals and how you measure them

Customer targets

Customer challenges

Our solution

Our value

Our pricing

The top three customer challenges

Pain points of your customers

Primary way that you solve your customer's challenges

Core elements of your solution that make it unique and differentiated

How you package your solution and what it will cost

Our messaging

Go-to-Market

Clear and compelling message that explains why your solution is worth buying

Channels used to market and sell to your customers

Investment required

Growth opportunity

Costs required to make the solution a success

Ways that you will grow the business

# Business Model Plan Final

**Ying-Ying Zheng**



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