SCORE
FOR THE LIFE OF YOUR BUSINESS

Company Name: Automotive Maintenance Shop

Date: 10/13/26

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 for us?

Answers:

Partners: Auto Tech/Auto Collision Classes - GHC School Administration

Suppliers: General auto stores Such as Autozone, Advance Auto, etc. Also from the cars that are inoperable that are sitting in the lot by the school.
The automotive classes already sources their materials/equipment from external suppliers

Activities: The students/teachers in the automotive department would perform the repair services. The teachers could also use the install process and repairs as a learning opportunity for students.

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

Answers:

With any part replacement over $150 you get a free inspection

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

Answers:

1. Auto tech shop
2. repairs
3. Painting
4.

Value Proposition
- What value do we deliver to the customer?
- Which customer problems are we helping to solve?
- Which job are we helping the customer get done?
- Which customer needs are we satisfying?
- What bundles of products and services are we offering to each Customer Segment?

Answers:

Customer value: This business would deliver the value of a repaired/serviced vehicle

Customer problem: The customer has a car that needs fixing/servicing

Services provided: Oil change, Oil filter change, Fluid checks/replacements, Tire repair/patching, Brake inspection, Tire rotation/balancing

Business model: Deeply trusted neighborhood auto shop

Customer Relationships
- What type of relationship does each of our Customer Segments expect us to establish and maintain with them?
- How costly are these relationships?
- How are they integrated with the rest of our business model?

Answers:

Relationship w/customers: Our customers would expect a level of personal assistance (someone to explain what is wrong with the car, translate the inspection sheets, etc.)
Relationship cost: Moderate to high labor cost (personal assistance requires substantial human time)
Integration: We want to be known as a trusted and transparent company, so we must rely on authentic, face-to-face interaction

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 Channels are the most cost-efficient?
- How are we integrating our Channels with customer routines?

Answers: It can start off by just including teachers, staff, and students. We can advertise online to get people out of the school. Parents could also be included too.

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

Answers: We are creating a more cost effective way for people to service their vehicles. This helps people who work here, go here, and others looking for a way to avoid the high costs of normal labor costs.

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?

Answers:

- The most important costs inherently is the parts
- Labor should not be too expensive
- The parts would be the most expensive resources
- Paint
- Car parts

Revenue Streams
- For what value are our customers truly willing to pay?
- How do customers prefer to pay?
- How much does each Revenue Stream contribute to overall revenues?

Answers:

- M
- Radio replacement
- Windshield wiper replacement
- Brake repair
- accessories/nicknacks
- Modd’s ex suspension, muffler
- Glow lights
- Side view mirror replacement /repair
- oil/ wiper fluid changes
- Software updater
- Carplay display
- Wheel Alignments
- Tune ups
- Interior parts replacement
- Detailing service
- Tire replacement / repair
- Mounting tires

.The Business Model Canvas

Strategyzer Copyright by Strategyzer AG (*strategyzer.com*). Licensed under the Creative Commons *Attribution-Share Alike 3.0 Unported License*