

The Business Model Canvas

Company Name: Grace Tutoring Co

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<p>Key Partners</p> <ul style="list-style-type: none"> 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? <p>Answers: Our key partners would be our teachers</p> <p>Our partners would assist with the teaching, helping with tutoring plans, problems to solve, etc.</p> <p>Our key suppliers will be our teachers.</p> <p>The suppliers will get us paper and other course materials.</p> <p>They will print out what we need and give us what the kids are learning.</p>	<p>Key Activities</p> <ul style="list-style-type: none"> What Key Activities do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue Streams? <p>Answers: They require us tutoring them and helping them through material.</p> <p>We need to have spaces like classrooms to do the tutoring.</p> <p>We need to stay in close contact and help them where they need.</p> <p>We need to execute our services well and make contracts to ensure we get the money we have agreed upon.</p>	<p>Value Proposition</p> <ul style="list-style-type: none"> 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? <p>Answers: We deliver value by helping our customers improve scores with personalized plans</p> <p>The problems we are trying to solve are disappointing grades and students not understanding the teaching.</p>	<p>Customer Relationships</p> <ul style="list-style-type: none"> 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? <p>Answers: We are expected to have friendly communications and do our job well.</p> <p>They won't cost much, just some time to maintain contact.</p> <p>It fits in directly with our key activities, because we deliver face to face and have to have good customer relationships to tutor well.</p>	<p>Customer Segments</p> <ul style="list-style-type: none"> For whom are we creating value? Who are our most important customers? <p>Answers: We are creating value for the people who need help with there school work, need help studying, or just need help understanding the material they are given.</p> <p>Our most important customers are the ones who need the most help or the ones who have the most appointments schedule.</p>
	<p>Key Resources</p> <ul style="list-style-type: none"> What Key Resources do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue Streams? <p>Answers: Key resources would include worksheets and lessons that are easy to comprehend</p> <p>We would need spaces like classrooms to tutor in.</p> <p>We need contacts to ensure we know their schedules and cana maintain a consistent schedule of tutoring.</p> <p>We need contracts to ensure we get the money we deserve.</p>	<p>The job we are helping the customers get done are higher scores on their tests and other assignments</p> <p>We are satisfying their need for extra academic help that the customers can't always get</p> <p>The bundles we will offer for every customer segments are learning slides, practice problems, and other learning activities</p>	<p>Channels</p> <ul style="list-style-type: none"> 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? <p>Answers: Our channels to reach customers include flyers and school announcements</p> <p>We will reach them through flyers.</p> <p>They are integrated when we make them and put them out so people can see.</p> <p>They are both very cost efficient.</p> <p>We would be putting the posters in the hallways and near classrooms, so they see them in their daily routines.</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?

Answers:

No Costs other than transportation, so gas.

The form of transportation is the most expensive resource

No expenses for key activities

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:

They are probably willing to pay \$15 an hour

They will prefer to pay in cash

Each revenue stream depends on how many people need help in a certain subject, but overall should contribute equally