

# Business Model Canvas (Editable Template)

**1. Customer Segments: Who are your most important customers?**

**2. Value Propositions: What value do you deliver to the customer?**

**3. Channels: Through which channels do you reach them?**

**4. Customer Relationships: What type of relationship do they expect?**

**5. Revenue Streams: What are customers willing to pay for?**

**6. Key Resources: What resources are essential for your business?**

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**7. Key Activities: What are the most important activities to deliver value?**

**8. Key Partnerships: Who are your key partners or suppliers?**

**9. Cost Structure: What are your major costs?**