




Business Model Canvas developed within Erasmus + youth exchange ‘Entrepreneurship for everybody’

<h1>BORA SHIP</h1>					
<p><b>Key Partners:</b></p> <ul style="list-style-type: none"> <li>-Ship owners,</li> <li>-Ship yards,</li> <li>-Engineers,</li> <li>-Businessmen,</li> <li>-Technicians.</li> </ul>	<p><b>Key activities:</b></p> <ul style="list-style-type: none"> <li>-using water to produce electricity</li> <li>-Manufacture of the product</li> <li>-Product’s starting/transportation</li> <li>-maintaining product’s anality</li> </ul>	<p><b>Value Propositions:</b></p> <ul style="list-style-type: none"> <li>-Saving money on fuel</li> <li>-less pollution,</li> <li>- lower maintenance cost</li> <li>-Decreasing taxes</li> </ul>	<p><b>Customer Relationship:</b></p> <ul style="list-style-type: none"> <li>-Personal relationships between customers and our agents</li> <li>-open press conferences to inform them about new products</li> <li>-the agents are permanent employees</li> <li>-We will have an engineer responsible to accept the customers complains and send them the technicians</li> </ul>	<p><b>Customer segments:</b></p> <ul style="list-style-type: none"> <li>-ship industry,</li> <li>-Countries with seas and oceans</li> <li>- trade &amp; logistics</li> <li>-companies related to ship industry</li> </ul>	
<p><b>Cost structure:</b></p> <ul style="list-style-type: none"> <li>Salaries</li> <li>Warehouses</li> <li>Materials</li> <li>Maintenance</li> <li>Marketing</li> <li>Machinerie</li> <li>(e.g. motors)</li> </ul>		<p><b>Revenue stream:</b></p> <ul style="list-style-type: none"> <li>-government subsidies</li> <li>-private investors</li> <li>- eco- friendly organisations</li> <li>-profit from customers</li> </ul>			


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<b>Furniture</b> 				
<b>Key partners:</b> -online sellers - manufactures -recycling companies	<b>Key activities:</b> -Product Designing -material selection - transports	<b>Value propositions:</b> -low- budget services	<b>Customer relationships:</b> -Social media -customer membership -customer service	<b>Customer segment:</b> -organizations -customer types -old & news customers
	<b>Key resources:</b> -Designers, -Raw materials, -Skilled labor		<b>Channels:</b> -website -printed media -e marketing	
<b>Cost structure:</b> -raw material cost/recycle -labor cost plus Designed cost Manufacturing Marketing shipment			<b>Revenue streams:</b> -selling raw material or solve products -working as contractor -selling our own products	


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 <b>Techsign</b>				
<b>Key partners</b> -suppliers -delivery companies -employees	<b>Key activities</b> -creating furniture -collecting used tech	<b>Value Proposition:</b> -Provide product that is fashionable and eco- friendly -Reusing materials	<b>Customer relationships</b> -assistance at our shop -assistance on website online reviews	<b>Customer segments:</b> Young people interested in ecology and sustainability, unique design
	<b>Key resources</b> -used tech -human resources -tools and machinery		<b>Channels:</b> -social media website	
<b>Cost structure:</b> -salaries -resources, materials - machinery tools			<b>Revenue streams:</b> -sales -funds from government	

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<b>SOL</b> 				
<b>Key partners</b> -manufacturer Companies for wooden & metal frames	<b>Key activities</b> -research -construction -replacement	<b>Value proposition</b> -renewable & cheap energy -autonomous heating	<b>Customer relationship</b> -one-to-one -customer service	<b>Customer segments</b> -big factories and companies -those who want to be eco-friendly
	<b>Key resources:</b> -solar energy -skilled engineers & employees -technology		<b>Channels:</b> -physical stores -website	
<b>Cost structure:</b> -lab of research -salaries to employees -development -conferences about energy & marketing expenditure			<b>Revenue stream:</b> -profit for ever order -repair service	

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<b>Connecting &amp; Cleaning</b> 				
<b>Key partners:</b> -other NGO which are supporting us -programmer guy who will make our website -employers responsible for finding new places which we can add to our website -people who want to change world into a better place -european union	<b>Key activities:</b> -organizations of cleaning actions -collecting money for charities -to socialize people	<b>Value propositions:</b> -Solving problem at having nothing to do in the free time -Taking care of our planet -Hanging out, socialize -using your free time in a good cause.	<b>Customer relationship:</b> Through social media and adds	<b>Customer segments:</b> -we are aiming for people in any age, who wants to take care of the environment -other MGO’s who will help us gain founds.
	<b>Key resources:</b> -skilled employes -founds -volouners -office		<b>Channels:</b> -social media, Facebook, Instagram TV and press Adds on FB, IG	
<b>Cost structure:</b> -paying rent for office -organization costs -promotion ourselves -salaries for employes -creating a web-site			<b>Revenue streams:</b> -sponsors, investors, European Union, our own money.	