

VALUE PROP CANVAS



Name: _____

Value Proposition for:

Disruptive energy consulting service

Customer Segment

SMEs in focus

CUSTOMER JOBS

NEW PRODUCT & SERVICE OFFERING

CURRENT CUSTOMER PAINS

PAIN RELIEVER

CURRENT CUSTOMER GAINS

GAIN CREATOR

BIZ MODEL CANVAS



Name: _____

KEY PARTNERS	KEY ACTIVITIES	VALUE PROPOSITION	CUSTOMER RELATIONSHIPS	CUSTOMER SEGMENTS
	KEY RESOURCES		CHANNELS	
COST STRUCTURE			REVENUE STREAMS	