










BUSINESS MODEL CANVAS



 <p>Key Partners</p> <ul style="list-style-type: none"> - The CROUS, which provides the room that will be rented to make the common storage unit - Students who adhere to MoinsShare 	 <p>Key Activities</p> <ul style="list-style-type: none"> - App development and updates - Maintenance of the common storage unit 	 <p>Value Propositions</p> <p>Service providing a fast and easy way to share appliances among students, to optimize their distribution in student residences and consequently reduce expenses and overconsumption.</p>	 <p>Customer Relationships</p> <p>Direct relationship with the customers Customers provide feedbacks on the app to improve our service</p>	 <p>Customer Segments</p> <p>Students living in student residences</p> <p>Pilot project on the 1,200 students of the “French House” of “Cité Universitaire International”</p> <p>Segments could then be enlarged with a larger pool of students in Residency Halls</p>
<p>Cost Structure</p>  <ul style="list-style-type: none"> - Development and app improvements ; supply of appliances/goods ; rent and maintenance and maintenance of the common storage unit 	<p>Revenue Streams</p>  <p>Service subscriptions</p>			
<p>Social and environmental costs</p>  <p>There should not be environmental costs if the service functions accurately</p>	<p>Social and environmental benefits</p>  <ul style="list-style-type: none"> - Reduces consumption of goods - Prevents throwing away perfectly usable goods - Favors social links creation through sharing 			