



# Business canvas

Made by the group 41

## Key partners

- Environmental-friendly corporations
- Local suppliers to get raw material
- Sponsorship of a corporate program
- Potential sponsors willing to develop their CSR

## Key activities

- Help environmental transition within companies' data pollution
- Change the working

## Key resources

- Partners
- Green Boxes
- Team's strategic skills

## Value propositions

- Empower the companies to become the leaders of the ecological change
- Improvement of the well-being of the employees
- Reducing e-waste pollution
- Green Boxes production : creation of greener spaces

## Customer relationships

- Value driven approach
- Focus on users' experience
- Campaign to reach companies.

## Channels

- Online website
- Physical consulting office

## Customer Segments

- Large to medium sized companies
- Companies willing to achieve a green transition
- Local communities and national scaled public organisations

## Cost structure

- Fixed costs: monthly salaries, renting facilities
- Variable costs: according to the services we deliver; production
- \* Paying special attention to the Social Return on Investment (SROI)

## Revenue Streams

This is a profit seeking project since we are developing a consulting firm. All costs are covered by strong initial investments as well as strong partnerships.

## Social and environmental costs

Low social and environmental costs.  
Except the cost of the production which will be highly contrebanced by benefits.

## Social and environmental benefits

- Reduction of data pollution
- Raising awareness about environmental issues
- Create an eco-friendly culture within companies