

# Business Model Canvas

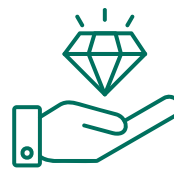
PROBLEM



SOLUTION



VALUE PROPOSITION



BENEFICIARY RELATIONSHIP



+ EXTERNALITIES

EXISTING ALTERNATIVES



KEY METRICS



CHANNELS



BENEFICIARIES



- EXTERNALITIES

COST STRUCTURE



REVENUE STREAMS



# Business Model Canvas

PROBLEM



LÖSUNG



WERTVERSPRECHEN



KUNDENBEZIEHUNG



+ EXTERNE EFFEKTE

VORHANDENE  
ALTERNATIVEN



KENNZAHLEN



VERTRIEBSKANÄLE



NUTZENEMPFÄNGER



- EXTERNE EFFEKTE

KOSTENSTRUKTUR



EINNAHMEQUELLEN



# Business Model Canvas

KEY PARTNERS



KEY ACTIVITY



VALUE PROPOSITION



CUSTOMER RELATIONSHIPS



CUSTOMER SEGMENTS



KEY RESSOURCES



CHANNELS



COST STRUCTURE



REVENUE STREAMS



# Business Model Canvas

SCHLÜSSELPARTNER



SCHLÜSSELKTIVITÄTEN



WERTVERSPRECHEN



KUNDENBEZIEHUNG



KUNDENSEGMENTE



SCHLÜSSELRESSOURCEN



VERTRIEBSKANÄLE



KOSTENSTRUKTUR



EINNAHMEQUELLEN



# Sustainable Business Model Canvas

KEY PARTNERS



KEY ACTIVITY



VALUE PROPOSITION



CUSTOMER RELATIONSHIPS



CUSTOMER SEGMENTS



KEY RESSOURCES



CHANNELS



COST STRUCTURE



REVENUE STREAMS



ECO-SOCIAL COSTS



ECO-SOCIAL BENEFITS



# Sustainable Business Model Canvas

SCHLÜSSELPARTNER



SCHLÜSSELKTIVITÄTEN



WERTVERSPRECHEN



KUNDENBEZIEHUNG



KUNDENSEGMENTE



SCHLÜSSELRESSOURCEN



VERTRIEBSKANÄLE



KOSTENSTRUKTUR



EINNAHMEQUELLEN



ÖKO-SOZIALE KOSTEN

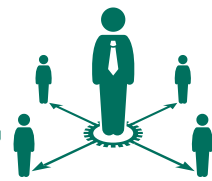


ÖKO-SOZIALER NUTZEN



# Environmental Life Cycle Business Model Canvas

SUPPLIES AND  
OUT-SOURCING



PRODUCTION



FUNCTIONAL VALUE



END OF LIFE



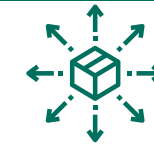
USE PHASE



MATERIALS



DISTRIBUTION



ENVIRONMENTAL IMPACT

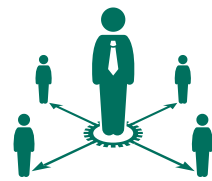


ENVIRONMENTAL BENEFITS



# Environmental Life Cycle Business Model Canvas

**BESCHAFFUNG  
UND OUT-  
SOURCING**



**PRODUKTION**



**FUNKTIONALER  
WERT**



**ENDE DES  
LEBENSZYKLUS**



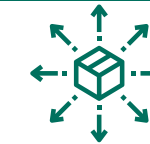
**NUTZUNGSPHASE**



**MATERIALIEN**



**VERTRIEB**



**UMWELTAUSWIRKUNGEN**



**UMWELTVORTEILE**

