Designed for: Designed by: Date: Version: **Business Model Canvas** 26/09/2019 ALESSANDRA&ROBERTA **Value Propositions Key Partners Key Activities Customer Relationships Customer Segments** Mutual teaching and learning 1- Social media manager INCLUDE UNDEREDUCATED Inform about our cooperative Undereducated people, namely 2- Volunteers at info points PEOPLE IN THEIR through a number of different young NEET and dissemination COMMUNITIES means: 1- Social networks meetings 3- Graphic media manager 2- Temporary info points 3- Shopping malls 4- Wellness centres (gyms, beauty centers, hairdresser's, tattoo shops...) 5- Coffee bars. nightclubs... 6- Job centres 7- Vocational schools **Key Resources** Channels Human resources 1- Internet Building 2- Townhall authorisation 3- Posters and flyers

Cost Structure

1- Salaries for human resources (social media manager, volunteers, graaphic media manager...)

IT resources

- 2- Building (rent, bills, furniture...)
- 3- Social media (internet, advertisement, IT hardware and software)
- 4- Printing and advertisement materials

Revenue Structure

Give/receive mechanism (teaching/learning) Payment of services provided (with fee for cooperative)

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