

Business model canvas

Are you getting ready to grow?

Map out your growth plan with this one-page, no BS guide to nailing down what really matters in your business.



Key partners

Who are our main suppliers? Which subcontractors do we rely on?

Key activities

What are our core services?
How do we manage job estimates?

Value proposition

What services and benefits do we offer customers?
Which customer problems are we helping to solve?
How do we stand out from competitors?

Customer relationships

How do we interact with customers? What after-service support do we provide?

Customer segments

Who are our primary customers?Which market segments do we target?

Key resources

What skills does our team need?What essential equipment do we use?

Channels

How do potential clients find us?
Which marketing methods work best for us?

Cost structure

What are our biggest expenses?
What costs are critical for our business?
How can we optimise our costs?

Revenue streams

How do we price our services? What payment options do we offer?