

Business Model Canvas

Designed for:

#LabSpace

Designed by:

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Version:

0.1

Key Partners

Discord server
partnerships
VR Companies
Partnerships

Key Activities

The most important: to create a mobile application with our 3D laboratory. A prototype version of the 3D lab is already ready.
Important: to link the application with the website, to develop the functions of our discord bot
Important: Collecting our customers

Key Resources

Team
Software requirements
Reserve requirements
Personnel requirements

Value Propositions

The problem is that students' interest in digital education is declining and they are unable to use laboratories live due to the pandemic. However, it is a confirmed fact that laboratories are so helpful and important for students' education. Students will benefit from our platform using 3d Labs and our Discord server, which attracts students who are our customers. Our product will be an app with a 3D lab, a discord server for our customers(students) to discuss education-related discussions, ask questions and find study-buddies, as well as a website to integrate it all. In addition, we have created a bot on our discord server to help and motivate students, so that they can easily use our server, and artificial intelligence can motivate them for their education.

Customer Relationships

We will give confidence to our students who are our customers. We plan to make regular online laboratory adaptations, etc events through the Discord server. We plan to improve our relationships with them through our motivational / moderator bot. So, they will find us friendly.

Channels

Facebook and Instagram adds
Sponsorships
We will make sponsorships with the digital education learning platforms

Customer Segments B2C

Our customers are university and school students interested in technical sciences and trying to discover laboratory conditions. Since our goal is to increase students' interests in digital education & laboratory system, our audience will generally be young people. But we don't have an absolute age range rule.

Cost Structure

software development (Fixed) – Google adwords (Variable) – Staff (Variable and Fixed) – Event and sponsorship (Variable) – Licensing (Fixed)
Event and sponsorship- 12 Months of Income Support- \$21,400

Revenue Streams

People will be able to use this platform free of charge. With the pro version of the application, it will be possible to connect from the system to the laboratory environment in a more stimulating and improved way with VR devices.

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