SaaS BUSINESS MODEL TEMPLATE

DESIGNED FOR	DESIGNED BY	DATE

KEY PARTNERS	KEY ACTIVITIES	KEY RESOURCES
IaaS, PaaS, Open Source	*Software Development, DevOps*	*Coding, Developers*

VALUE PROPOSITION	CUSTOMER RELATIONSHIPS	CHANNELS
Software that improves business productivity and increases collaboration	*Analytics, Online Support*	*Self-Service, API, Brokers, Apps*

CUSTOMER SEGMENTS	COST STRUCTURE	REVENUE STREAMS
Business Users	*Partner Costs, Resources*	*Usage Based*

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