

The Business Model Canvas

Planning Systems Hack

Activate Space

04/12/2016

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<p>Key Partners</p> <p>Delivery Partners:</p> <ul style="list-style-type: none"> Borough Councils The Meanwhile Foundation Space Studios Office Genie Property Guardianships <p>Key resources:</p> <ul style="list-style-type: none"> Planning applications Key Partner's existing relationships <p>Partner Activities:</p> <ul style="list-style-type: none"> Community engagement Transactional and legal implementation 	<p>Key Activities</p> <p>Model:</p> <ul style="list-style-type: none"> Data Collection Utilising Delivery Partners existing relationships % commission charged on rented spaces 	<p>Value Propositions</p> <p>Customer Values:</p> <ul style="list-style-type: none"> Low cost, low commitment Space for innovation & growth <p>Land Owner Values:</p> <ul style="list-style-type: none"> Secure asset through active occupation Lower maintenance costs Transforming image Increased prospect of commercial use 	<p>Customer Relationships</p> <p>Key Relationships:</p> <ul style="list-style-type: none"> Landowners Key Partners 	<p>Customer Segments</p> <p>We seek to create shared value by connecting land owners with land users.</p> <p>Suppliers:</p> <ul style="list-style-type: none"> Landowners Asset managers Pension funds Speculators Investors <p>Direct Consumers:</p> <ul style="list-style-type: none"> Community organisations (e.g. Meanwhile) Property Guardianships (e.g. Camelot) Workspace providers (e.g. Space Studios) Commerce (e.g. Deliveroo) Artist collectives (e.g. Assemble)
<p>Cost Structure</p> <ul style="list-style-type: none"> Initial labour costs sourcing and providing data Sustainable and scalable commission based revenue model Significant growth potential 		<p>Revenue Streams</p> <ul style="list-style-type: none"> Work directly with delivery partners (Meanwhile, Property Guardianships, Space Studios, etc.) to connect them with land owners Activate Space commission fee is 10% of rented rate 		