

# Business Model Canvas

Designed for:  
Bulkieshare

Designed by:  
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Date:

Version:

## Key Partners

FARMERS  
MANUFACTURERS  
MEDIA HOUSES  
MANUFACTURERS -  
ASSOCIATIONS  
CO-WORKING-  
COMMUNITIES

## Key Activities

PLATFORM MANAGEMENT  
DEALS NEGOTIATION AND  
PARTNERSHIPS  
SHARING AND DELIVERING  
ITEMS  
ACQUIRING NEW USERS

## Key Resources

WEB APP AND NATIVE APPS  
SHARE VENUE  
SOFTWARE ENGR.  
INTERNET  
PHONES  
POWER  
DELIVERY VEHICLE

## Value Propositions

A platform that gives local farmers easy to market through Pre-orders. while giving consumers best bargains through sharing bulkitems

## Customer Relationships

Automated Orders  
Face to Face Meetings  
Calls  
Whats App Chat, Emails and SMS

## Channels

Bulkieshare web app and native App.  
Share Venues  
USSD  
WHATSAPP

## Customer Segments

Cooperatives & Associations  
Low and middle class families  
Busy working class

## Cost Structure

WEB/NATIVE APP PRODUCTION  
INTERNET STRUCTURE  
SHARE VENUE/OFFICE SETUP  
DELIVERY VEHICLE  
POWER  
STAFF  
STORAGE FACILITY

## Revenue Structure

PROFIT MARKUP ON LISTED ITEMS  
SERVICE CHARGE FOR DELIVERY  
ADS ON THE PLATFORM