



Lean Startup Business Plan

| | |
|---|--|
| PROBLEM 01 | SOLUTION 05 |
| <ul style="list-style-type: none"> List a frustration your target market has. Gamer essentials are too expensive, without much difference in features Most products are limited to wealthier gamers <p>Existing Alternatives</p> <ul style="list-style-type: none"> List a potential competitor and their offering. Pin & Ark has a trendier marketing approach that appeals to all demographics Wrode Co. has a "for students" essentials line | <ul style="list-style-type: none"> List how your business can solve a customer's problem. Offer innovative gaming products at a friendlier price. Appeal to a younger demographic who use allowances for their gaming needs |
| UNIQUE VALUE PROPOSITION 02 | KEY METRICS 06 |
| <ul style="list-style-type: none"> Write about what makes your product special so you can convince a stranger to become your customer. <p>High-Level Concept</p> <ul style="list-style-type: none"> Provide a short, catchy, easy-to-remember description of your product | <ul style="list-style-type: none"> List a metric by which you measure the success of your business. 10% profit increase by our third year Increased customer retention rate at the end of each year |
| CUSTOMER SEGMENTS 03 | UNFAIR ADVANTAGE 07 |
| <ul style="list-style-type: none"> List personas of the people that you expect to use your product. Students Professionals <p>EARLY ADOPTERS</p> <ul style="list-style-type: none"> List specific characteristics of your early adopters. Students who see gaming as a break from the stress of academic demands Professionals who appreciate gaming as a means to unwind from the five-day workweek | <ul style="list-style-type: none"> List what sets you apart from competitors. Budget-friendly games and other essentials for younger gamers New features that work across multiple gaming devices. <p>CHANNELS</p> <ul style="list-style-type: none"> List the ways you plan to reach your audience. Physical store Social media |
| COST STRUCTURE 04 | REVENUE STREAMS 08 |
| <ul style="list-style-type: none"> What are the fixed and variable costs to launch your product or service? Consider the cost at each stage from setting up a website, hiring employees, production, marketing, and bringing them to consumers. | <ul style="list-style-type: none"> How will you generate income? Show a pricing model of your product or service and include other revenue sources, such as sales and subscription fees. |

Comparison For Startups 10 940 Online Business Examples For

M Carnoy



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