









<p>Key Partners </p> <p>Courier businesses</p> <p>Transportation service businesses</p> <p>EV component suppliers (Semiconductors, batteries)</p> <p>Government</p> <p>Key location owners (Charge stations)</p>	<p>Key Activities </p> <p>Lighting Analytics development</p> <p>R%D</p> <p>Key partnership building</p> <p>Service</p> <p>Charging station availability expansion</p>	<p>Value Proposition </p> <p>Custom, great quality, Zero/emission electric adapted vehicles</p> <p>Deep data analysis and management</p> <p>Broad charging availability</p>	<p>Customer Relationships </p> <p>Specialized vehicle adaptation for each customer</p> <p>Great quality and familiar solutions</p> <p>Whole business solutions (Data collecting, charging stations, vehicles)</p>	<p>Customer Segments </p> <p>B2B market</p> <p>Courier and transportation companies wishing to reduce carbon emissions.</p> <p>Data driven businesses</p>
<p>Cost Structure </p> <p>Manufacturing, materials and component cost</p> <p>Research and development</p> <p>Software servers</p> <p>Human resource expenditure</p> <p>Sales cost (marketing...)</p>	<p>Key Resources </p> <p>Engineering Expertise</p> <p>Networking</p> <p>Software development</p> <p>Custom Electric components</p>		<p>Channels </p> <p>Direct to business sales</p> <p>Brand partnerships</p> <p>Website</p>	

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Strategic Planning and Market Competition

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