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| <p><u>Key Partners</u></p> <p>Regulatory/Compliance Organizations</p> <p>ECE Support Organizations</p> <p>Business Services Vendors</p> <p>Funders</p> | <p><u>Key Activities</u></p> <p>Stronger Businesses Practice</p> <ul style="list-style-type: none"> • Resource Platform • Record Keeping & Compliance • Financial Services <p>Stronger Families Practice</p> <ul style="list-style-type: none"> • Quality Child Care Partnerships • Merge Project Helping • Healthy Options for Preschoolers | <p><u>Value Propositions</u></p> <p>Mission: The ELV business model equips child care providers to improve quality, save time, and lower costs; resulting in better outcomes for all children.</p> <p>Business Development</p> <p>Leadership Development</p> <p>Professional Development</p> <p>Family Development</p> <p>Community Development</p> | <p><u>Customer Relationships</u></p> <p>Technical support</p> <p>Customer service</p> <p>Coaching</p> <p>Mentoring</p> <p>Consulting</p> <p>Training</p> <p>Partnership/collaboration</p> | <p><u>Customer Segments</u></p> <p>Market-based child care providers</p> <p>Child Care industry professionals</p> <p>Children and families</p> |
| <p><u>Cost Structure</u></p> <ul style="list-style-type: none"> ✓ Program costs ✓ Admin costs <p>* 501(c)3 public charitable nonprofit</p> | | <p><u>Revenue Streams</u></p> <ul style="list-style-type: none"> ✓ User fees ✓ Fees for service ✓ Grants ✓ In-kind support | | |



Business Model Canvas Building Block Definitions:

- **Customer Segments:** Defines the different groups of people or organizations ELV aims to reach and serve
- **Value Propositions:** Describes the bundle of products and/or services that create value for a specific Customer Segment
- **Channels:** How ELV communicates with and reaches its Customer Segments to deliver Value Proposition
- **Customer Relationships:** Describes the types of relationships ELV establishes with specific Customer Segments
- **Revenue Streams:** Represents the dollars ELV generates from each Customer Segment
- **Key Resources:** Describes the most important assets required to make a business model work
- **Key Activities:** Describes the most important things a company must do to make its business model work
- **Key Partnerships:** Describes the network of suppliers and partners that make the business model work
- **Cost Structure:** Describes all costs incurred to operate a business model

