

The Business Model Canvas

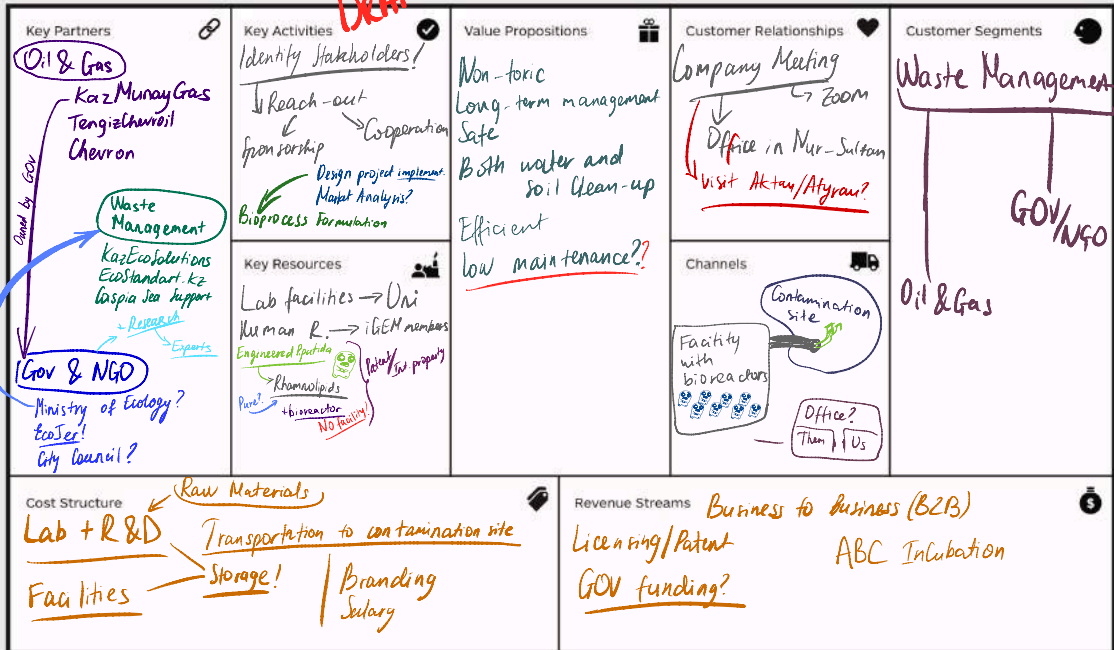
DRAFT #1

Designed for: iGEM

Designed by: NU-Kazakhstan

Date: NA

Version: Draft



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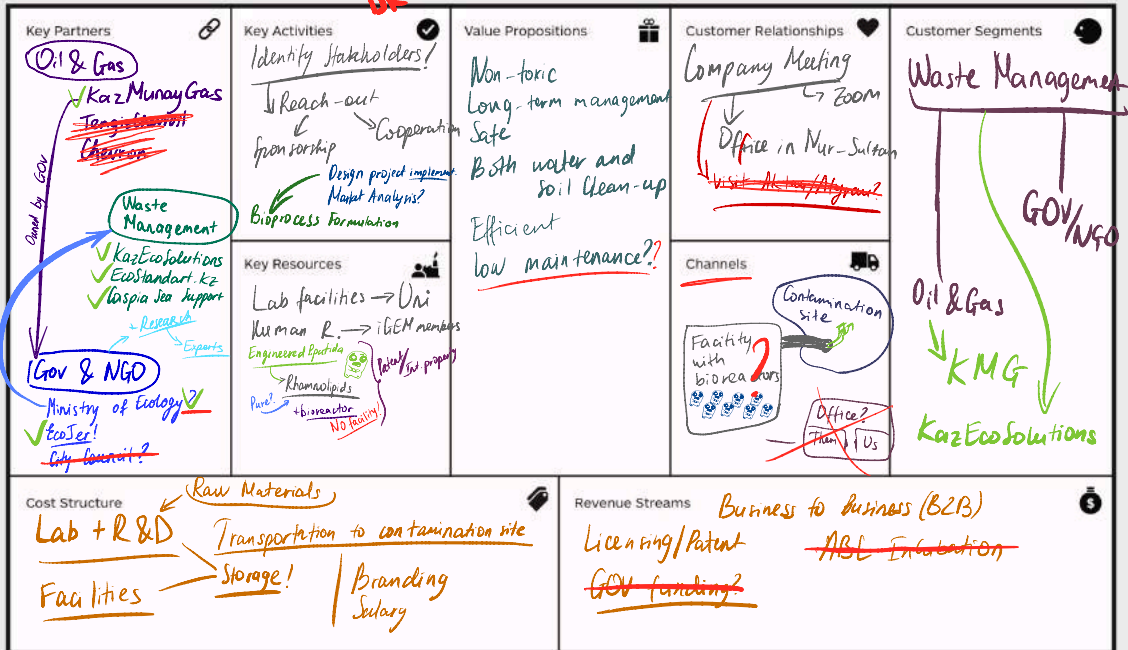
DRAFT #2

Designed for: iGEM

Designed by: NU-Kazakhstan

Date: NA

Version: Draft 2



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Designed for: IGen

Designed by: NU_Kazakhstan

Date: October

Version:

<p>Key Partners </p> <p>KazMunayGas</p> <p>KMG Systems & Services LLP</p> <ul style="list-style-type: none"> Consultations on immediate oil spill elimination (OSR) Meetings with company representatives Memorandum of Cooperation <p>→ potential in MEOR</p> <p>KazEcoSolutions</p> <ul style="list-style-type: none"> Consultation on bioremediation methods Meetings with General Director of the company Received contaminated soil samples for testing On-site trainings for team members 	<p>Key Activities </p> <ul style="list-style-type: none"> Receive contaminated water samples On-site training On-site sampling Memorandum of Cooperation with KazEcoSolutions Estimate efficiency of project compared to available similar models using rhannolipids Compare with efficiency of Miko-Oil Effectively upscale bioprocessing Troubleshooting Patenting Office space in EXPO <p>oil production water</p> <p>bioavailability</p> <p>Key Resources </p> <ul style="list-style-type: none"> Funding for troubleshooting and testing of upscaled system (20k\$) Lab facilities based on NURIS/NLA Office space Upstream bioprocess Patent 	<p>Value Propositions </p> <p>Safe and efficient bioremediation method for crude oil that can be applied in long-term management of oil spills.</p> <p>Can be applied for water and soil clean-up, does not harm local ecosystems.</p> <p>Can be stored in room temperature.</p> <p>Can be produced in high quantities for low price (market price for 10g = 93.5 euros)</p> <p>- bioreactor</p> <p>- cheap substrates</p>	<p>Customer Relationships </p> <p>Monthly meetings for partnership terms discussion, updates on upscaling product manufacturing, discussing plans on integration</p> <p>Quarterly and annual reports after integration</p> <p>Channels </p> <p>Business to business channels</p> <p>Manufacturing facilities nearby major contaminated sites for ease of product delivery</p> <p>Stored in warehouses for soil remediation</p>	<p>Customer Segments </p> <p>KMG Systems & Services LLP</p> <p>KazEcoSolutions</p>
<p>Cost Structure </p> <p>Raw materials to maintain growth of engineered bacteria in large quantities, rhannolipid extraction, purification, quality control</p> <p>R&D: Laboratory facilities, Scientists' salary, Maintenance</p> <p>Storage system for ready-to-use product</p> <p>Logistics for product transportation</p>		<p>Revenue Streams </p> <p>Business to Business: directly receive funding from KMG Systems & Services LLP</p> <p>Patent usage</p> <p>Foreign investors</p>		



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