

The Business Model Canvas

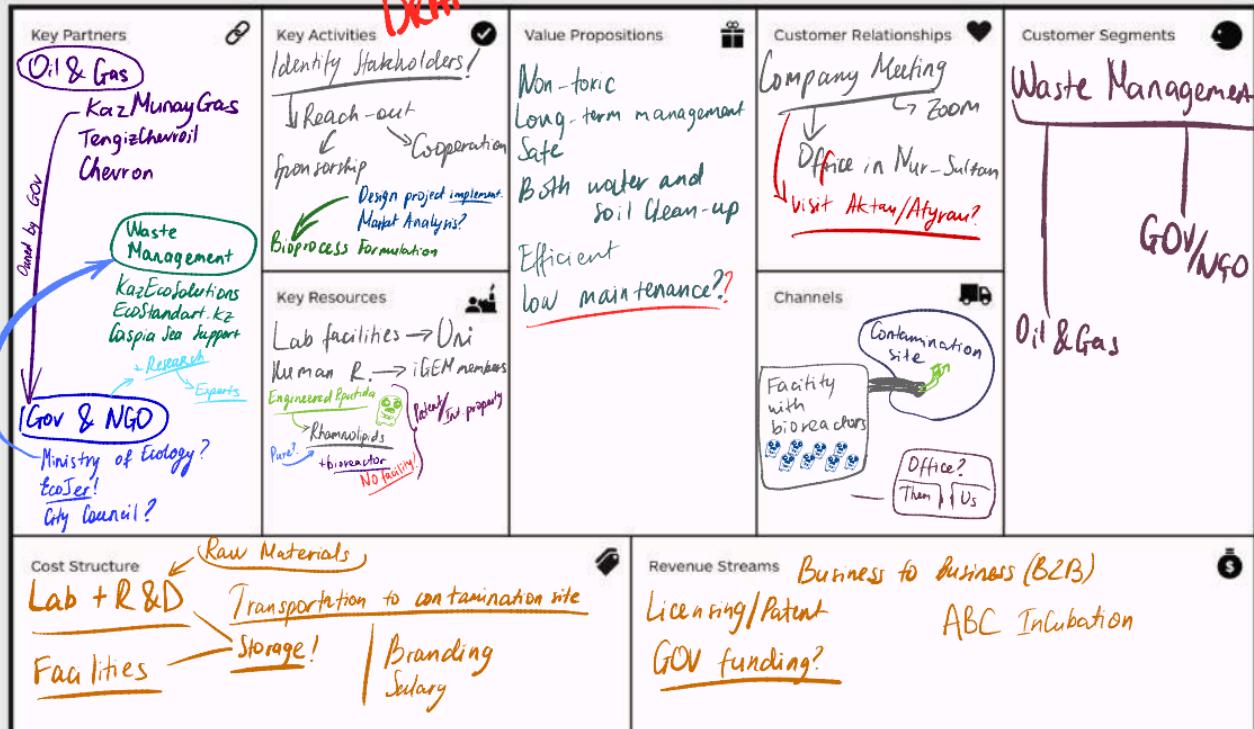
Designed for: iGEM

DRAFT #1

Designed by NU_Kazakhstan

Date: NA

Version: Draft



The Business Model Canvas

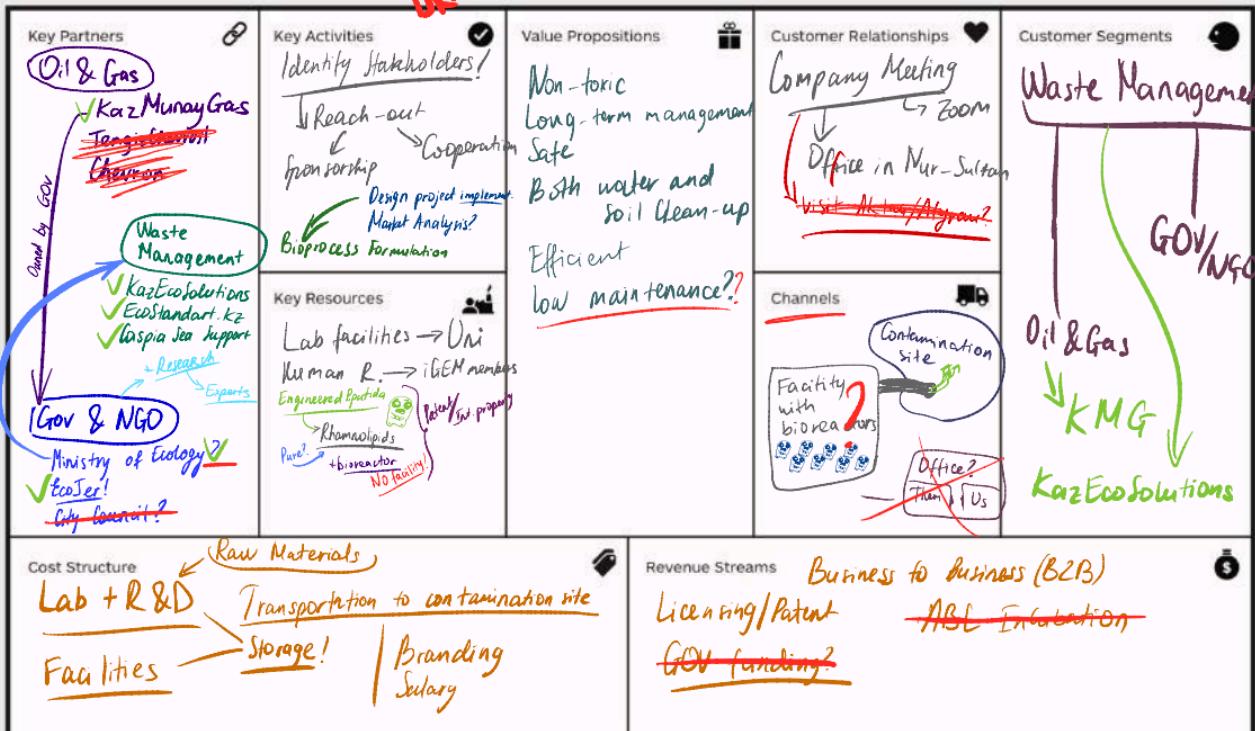
DRAFT #2

Designed for: iGEM

Designed by: NU_Kazakhstan

Date: NA

Version: Draft 2



The Business Model Canvas

Designed for: IGem

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 rhamnolipids - Compare with efficiency of Miko-Oil - Effectively upscale bioprocessing - Troubleshooting - Patenting - Office space in EXPO <p>oil production water</p> <p>bioavailability</p>	<p>Value Propositions</p> <p>Safe and efficient bioremediation method for crude oil that can be applied in long-term management of oil-contaminated soil, water 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>- biocatalyst</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, rhamnolipid 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>			