

<p>KEY PARTNERS</p> <p>The municipality of Belsh is a local partner because they address my business needs as time I am looking for .</p> <p>Metamorphosis Foundation North Macedonia has helped the business to cooperate to find similar businesses in Macedonia.</p> <p>Local businesses in the city.</p>	<p>KEY ACTIVITIES</p> <p>Bikes rent. Investment in an electric bike station. Marketing for service sale. Collaboration with the same businesses. Promotion of service.</p>	<p>VALUE PROPOSITION</p> <p>Good service in an area that has 84 natural lakes. New equipment for visitors. Good communication from a friendly and professional staff. Geographical position in the center of the city.</p>	<p>CUSTOMER RELATIONSHIPS</p> <p>Warm hospitality for the visitors will be used during the business activity. Fast service using the app belshbike.al</p>	<p>CUSTOMER SEGMENTS</p> <p>Domestic and foreign visitors in Belsh. For domestic visitors from Tirana mostly and Berat. For foreigner visitors from Europe country. Local community from city center and Administrative Unit. School students include children from 8-14 years old. Men, women, children.</p>
	<p>KEY RESOURCES</p> <p>Human resources with experience. Ten electric e-bikes, good brand. E-bike Charger station for renewable energy.</p>		<p>CHANNELS</p> <p>Direct store in the station. Participation in events outside Albania. Cooperate with tour agencies in Albania. Cooperate with the same business in other countries. Online via social media and app.</p>	
<p>COST STRUCTURE</p> <p>Staff including bike maintenance and the person that gives bikes for rent. Maintenance of bikes each week for safety. Local taxes to the Municipality of Belsh each year. Social and health insurance each month for myself and my employees.</p>		<p>REVENUE STREAMS</p> <p>The revenue is coming from the rent of 10 electric bikes</p>		

