

Team nr. 4 Translation services (also english lessons, online services...)

Suggestion of Key words to be filled in the Business Model Structures:

BMY/BMC boxes	Key words	Observations
Who helps you (<i>Key partners</i>)	Family members Friends Businessman Lawyer Accounting and invoicing partner Investors Translation customer	Receive 2 key words from team no. 4
What you do (<i>Key activities</i>)	Services Product quality management Network management Managing current partners Managing learning community Translation through crowdsourcing	Give 2 key words to team no. 4
How you help (Value provided)	Supply, Work, Inssure, Site... Providing free high quality language education Available anywhere and anything with internet access High quality translations Fast services	
Who you interact with (Customer relationships)	Networking to translations and language courses services chain stakeholders Feedback channel News media websites Newspapers Community Universities and schools	
Who you help (Customer segments)	Individuals interested in languages courses Mass market Ministers Companies Public institutions (ministers, etc)	

Who you are and what you have (key resources)	Qualified personnel Start-up money Online platform Very good knowledge of romanian and english language The vast general culture Versatility in handling specialized language Facilities for some category of people Marketing strategy	
How they know you (channels)	Platform Website, social networks Internet Mobile application Personal contacts Long term contracts with stakeholders Family and friends Public authorities Schools, universities	
What you give (Costs)	Advertising Staff Start-up money Partnership management Creation of IT infrastructure	
What you get (Revenue streams)	Client portfolio network colaborators Brand Customers willing to pay to meet their own culture Contract based fee Language certification platform Translation services	