

# Lean Startup Business Plan



<b>01</b>	<b>PROBLEM</b> <ul style="list-style-type: none"><li>List a frustration your target market has</li><li>Getting kids to sleep is a chore</li><li>Difficulty in finding bedtime stories that children enjoy</li></ul> <b>Existing Alternatives</b> <ul style="list-style-type: none"><li>List a potential competitor and their offering</li><li>Wygina's lullaby app</li><li>Tektias's children's stories collection</li></ul>	<b>05</b>	<b>SOLUTION</b> <ul style="list-style-type: none"><li>List how your business can solve a customer's problem</li><li>A vast library of bedtime stories to suit any child's taste</li><li>The app is easier to use and more portable</li></ul>
<b>02</b>	<b>UNIQUE VALUE PROPOSITION</b> <ul style="list-style-type: none"><li>Write about what makes your product special so you can convince a stranger to become your customer.</li></ul> <b>High-Level Concept</b> <ul style="list-style-type: none"><li>Provide a short, catchy, easy-to-remember description of your product</li></ul>	<b>06</b>	<b>KEY METRICS</b> <ul style="list-style-type: none"><li>List a metric by which you measure the success of your business</li><li>Reach 1 million app downloads in 2030</li><li>90% user retention rate after 5 years</li></ul>
<b>03</b>	<b>CUSTOMER SEGMENTS</b> <ul style="list-style-type: none"><li>List personas of the people that you expect to use your product</li><li>Parents</li><li>Grandparents</li></ul> <b>Early Adopters</b> <ul style="list-style-type: none"><li>List specific characteristics of your early adopters</li><li>Working moms who do not have time to buy and read books</li><li>Grandparents who enjoy spending time with their grandchildren</li></ul>	<b>07</b>	<b>UNFAIR ADVANTAGE</b> <ul style="list-style-type: none"><li>List what sets you apart from competitors</li><li>Educational stories that enrich children's imagination</li><li>Stories with interactive dialogue, immersive graphics, and soothing music</li></ul>
<b>04</b>	<b>COST STRUCTURE</b> <p>What are the fixed and variable costs to launch your product or service? Consider the cost at each stage from setting up a website, hiring employees, production, marketing, and bringing them to consumers.</p>	<b>08</b>	<b>CHANNELS</b> <ul style="list-style-type: none"><li>List the ways you plan to reach your audience</li><li>Social media platforms</li><li>Mobile app</li></ul>
		<b>09</b>	<b>REVENUE STREAMS</b> <p>How will you generate income? Show a pricing model of your product or service and include other revenue sources, such as sales and subscription fees.</p>

# Machine Shop Start Up Business Plan New

**N Colangelo**



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