



Lienco Lean Canvas



Problema

Falta de tiendas de libros online

Difícil seleccionar libros en tiendas físicas (pocas recomendación y dificultad para encontrar un libro en específico)

Alternativas

- Alibris
- Libreros locales

Solución

Crear una librería en línea con millones de libros

Métricas clave

- Tráfico del sitio web
- CAC
- ROI

Propuesta de valor única

Comprar libros usando un ordenador desde un hogar/oficina

Concepto de alto nivel

La librería más grande de la tierra (lema)

Ventaja diferencial

- Precios más bajos (menos empleados, menor pago de alquiler y otros costos)
- Sin competencia para otros vendedores de libros online

Canales

- Afiliados
- Revendedores

Segmento de clientes

Lectores de libros

Early adopters

- Clientes que buscan libros raros y especializados
- Usuarios de Internet que buscan servicios de venta de libros

Estructura de costes

- Hosting
- Desarrollo de la web
- Costos operativos (almacenamiento, instalaciones, entrega)
- Sueldos y nóminas

Flujo de ingresos

- Ventas directas

Preb Of Canvas

RJ Alexander



Preb Of Canvas:

Uncover the mysteries within Explore with its enigmatic creation, Discover the Intrigue in **Preb Of Canvas** . This downloadable ebook, shrouded in suspense, is available in a PDF format (*). Dive into a world of uncertainty and anticipation. Download now to unravel the secrets hidden within the pages.

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