

# Lean Startup Business Plan

| PROBLEM 01                                                                                                                                                                                                                                                                                                                                                          | SOLUTION 05                                                                                                                                                                                     |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| List a frustration your target market has. Gamer essentials are too expensive, without much difference in features Most products are limited to wealthier gamers  Existing Alternatives List a potential competitor and their offering. Pin & Ark has a trendier marketing approach that appeals to all demographics Wrode Co. has a "for students" essentials line | List how your business can solve a customer's problem.     Offer innovative gaming products at a friendlier price     Appeal to a younger demographic who use allowances for their gaming needs |
| UNIQUE VALUE PROPOSITION 02                                                                                                                                                                                                                                                                                                                                         | KEY METRICS OF                                                                                                                                                                                  |
| Write about what makes your product special so you can convince a stranger to become your customer.  High-Level Concept     Provide a short, catchy, easy-to-remember description of your product                                                                                                                                                                   | List a metric by which you measure the success of your business.     10% profit increase by our third year     Increased oustomer retention rate at the end of each year.                       |
| CUSTOMER SEGMENTS 03                                                                                                                                                                                                                                                                                                                                                | UNFAIR ADVANTAGE 00                                                                                                                                                                             |
| List personas of the people that you expect to use your product. Students Professionals  EARLY ADOPTERS List specific characteristics of your early adopters. Students who see garning as a break from the stress of academic demands Professionals who appreciate garning as a means to unwind from the five-day workweek.                                         | List what sets you apart from competitors.     Budget-friendly games and other essentials for younger gamers     New features that work across multiple gaming devices.                         |
|                                                                                                                                                                                                                                                                                                                                                                     | CHANNELS  List the ways you plan to reach your audience.  Physical store Social media                                                                                                           |
| COST STRUCTURE 04                                                                                                                                                                                                                                                                                                                                                   | REVENUE STREAMS DE                                                                                                                                                                              |
| <ul> <li>What are the fixed and variable costs to launch your product or<br/>service? Consider the cost at each stage from setting up a<br/>website, hiring employees, production, marketing, and bringing<br/>them to consumers.</li> </ul>                                                                                                                        | <ul> <li>How will you generate income? Show a pricing model of your<br/>product or service and include other revenue sources, such as<br/>sales and subscription fees.</li> </ul>               |

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**N Colangelo** 

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