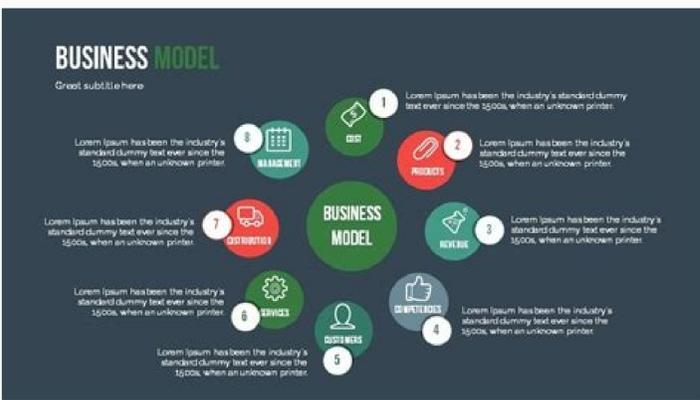


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| COSTI DEL PERSONALE | 2008 | 2009 | 2010 | 2011 | 2012 |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|
| Valori complessivi | | | | | |
| retribuzione lorda annuale | 21.650,00 | 21.650,00 | 35.750,00 | 36.900,00 | 54.000,00 |
| contributi previdenziali annuali | 7.144,50 | 7.144,50 | 11.797,50 | 12.177,00 | 17.820,00 |
| quota annua accantonamento TFR | 1.555,56 | 1.555,56 | 2.592,59 | 2.666,67 | 3.925,93 |
| Dirigenti | | | | | |
| retribuzione lorda annuale | 1.000,00 | 1.000,00 | 1.000,00 | 1.000,00 | 1.500,00 |
| % contributi previdenziali annuali | 33,00% | 33,00% | 33,00% | 33,00% | 33,00% |
| accantonamento TFR | 74,07 | 74,07 | 74,07 | 74,07 | 111,11 |
| Costo unitario dirigenti | 1.404,07 | 1.404,07 | 1.404,07 | 1.404,07 | 2.106,11 |
| Nr. dirigenti | 1,00 | 1,00 | 1,00 | 2,00 | 2,00 |
| Totale costo dirigenti | 1.404,07 | 1.404,07 | 1.404,07 | 2.808,15 | 4.212,22 |
| Collaboratori 1 | | | | | |
| retribuzione lorda annuale | 500,00 | 500,00 | 600,00 | 600,00 | 700,00 |
| % contributi previdenziali annuali | 33,00% | 33,00% | 33,00% | 33,00% | 33,00% |
| Costo unitario collaboratori | 665,00 | 665,00 | 798,00 | 798,00 | 931,00 |
| Nr. collaboratori | 1,00 | 1,00 | 1,00 | 1,00 | 1,00 |
| Totale costo collaboratori 1 | 665,00 | 665,00 | 798,00 | 798,00 | 931,00 |
| Collaboratori 2 | | | | | |
| retribuzione lorda annuale | 150,00 | 150,00 | 150,00 | 300,00 | 300,00 |
| % contributi previdenziali annuali | 33,00% | 33,00% | 33,00% | 33,00% | 33,00% |
| Costo unitario collaboratori | 199,50 | 199,50 | 199,50 | 399,00 | 399,00 |
| Nr. collaboratori | 1,00 | 1,00 | 1,00 | 1,00 | 1,00 |
| Totale costo collaboratori 2 | 199,50 | 199,50 | 199,50 | 399,00 | 399,00 |

BUSINESS MODEL

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SQL Workbench/J User's Manual

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Business model canvas report example. Create a business canvas model. Business model canvas template explained. What is business model canvas template.

However, a strong value proposition will quickly bring more revenue and profits than weak. Channels where the product will be sold or promoted? These business models also help you project a powerful business model. These free business templates are free to download and you can use them immediately. How does the company manage this relationship between the product or service and customers? Check your business model versus competing - what you can do differently than competitors. Create a strategy - a business plan is not a strategy. Cost Structure: Describes the costs of the company resulting from the operation of the business model in question. For each model, you have four formats to choose from: Free business model: PDF, MS Excel, MS Word and PowerPoint. In today's hypercompetitive world, segments of different customers are crucial for their communication process and marketing sales. Learn how to use the personal screen and accelerate how it drives innovation, improves sales, and develop a competitive advantage. These partners may be involved in delivering the value proposition to consumers, acting as a sales channel or customer support agents. Call 1 (866) 277-7273 to get prices for unlimited access to the largest practical tool library and training for marketing teams in the world. Create an exclusive value proposition is one of the most difficult parts of creating a strong business model. Try to stand out from the package and solve customer problems. Main characteristics: main assets and intellectual, fanic or human resources that a company needs to operate. Free business model models to download free business model models in PDF, Docx, PPT and XLSX. This also includes Resources involved in other aspects, such as customer relationships, distribution channels and reaching the flow of revenue. As a result, you can create as many variations as you want and evaluate them. This part allows you to learn whether the company targets one or many market segments, the persona for each segment and the service provided to consumers. If you are running a workshop, the Bushing Model PDF model is ideal for printing and fixing on a wall - see the sizes below. The value proposition screen involves considerable quantities. Free Body Model Model Excel Download Business Model Download Excel Business Model Model PowerPoint of Busy Model Models, PowerPoint in my experience is probably the most versatile. Skinny Word Model Free Free Word Model Skinny Screen Model Excel Negon Model Download Excel Magne Canvas PowerPoint Magne Model Model PDF Bã Nus Personas Canvas Models Personnel Example - A first draft at the root of all Great negies is a culture and focus on customers. 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The balanced streams where the recipe comes from? Model Lean Canvas Word doc download from this fanciful lean screen model to use created as Microsoft Word Docx file. Must describe the cost of each of the above elements. How do we satisfy our consumers? The Lean Canvas model was designed by Ash Marya as an alternative to the business model screen. Free Value Proposition Model PDF Value Proposition Model Download This value proposition model created as a high quality PDF file. Value Value Proposition Model of the Value Value Proposition Model Excel Value Model Download Download of the Excel PowerPoint Value Proposition Model Download This model of proposition of PPT Value Model as a PowerPoint file. The persona screen and value proposition are the perfect business design tool to change this. Usually involves marketing or logo. Customer relationships How does the company interact with its consumers? These facts help us build a priority list of value propositions and to bind to consumers' personas. Business Model Word Doc Negon Model Excel Model Download This model of business model created as an Excel file (XLSX). It is designed to have a master model that allows you to create Varies versions of your value proposition. Research the tendencies and use support data to clarify if you have a strong or weak strategy. It can be infrastructure, human resources ... etc. The most important part of the business model is the value proposition. It is the basis of how customers connect with their brand and business. On the other hand, the Lean Canvas model was designed to startups that are at the beginning of the innovation process and shaping their idea in a competitive competitive model. Here are some tips when you plan your business using these business model models. Leave aside previous ways to think and try new models. This section includes working with partners, improving the product or collecting consumer feedback. Isn't there a while now? Reserve at 15 min. Called - No start from scratch! Customize & rename our tools to save time and look bright. If you are not still familiar with how to use the business screen, I strongly suggest that you follow the link and eliminate the main principles. Start with the customer and then build out. In order to use these models correctly, you must first activate the macros in the initialization. Join the Facebook group and me or other community members can help. Most companies make assumptions about their customers and usually depends on inherited data. Free -value proposition screen models free lean canvas models to download free lean screen models in PDF, Docx, XLSX and PPT. This part binds the elements of the segment, proposition and channel. The tool aims to describe everything that concerns a business in zones 9 in a structure (screen), according to the list below: Customer segment: It is the division of its customers according to the characteristics, needs, attributes or other similar points. Think of it as a journey in which you evolve and itra as you project your business to find the best. A common mistake is to treat all businesses the same way. Examples of a ready-made spreadsheet for use: Fault the download of this table in Excel (xls) format and fill it out with its specific information. Sources of Income: Describes how the business will generate income within the corporate structure. This is the ideal size for workshops. In this part, you determine how it plans to communicate with the consumer during or after the sale of the product. Value: How your company differentiates and provides something exclusive to the customer segment. At this stage you will not want to limit the possibilities very early. Approximately your data - Add all the data you currently have on your ideal customer and identify any gaps in the data that is important. Investment/Money (Dependent on ORÃO) In an attempt to fill the data gaps - use on -line reports, research, observations - a data mixture. and your client pain. Mite to the business model or the ENJA of Startups Lean - use your ideas to create the business model. Microsoft Excel software, under a Windows environment, is required to use this model, the business screen (also known as the Screen Negon Model) is a proposed structure of structure tool By Alexander Osterwalder in 2006, after his doctoral thesis. First of all, I designed the model of business model on PowerPoint to have a master model. If you are not familiar, read the article on how to use the value proposition screen. For example, a kitchen product that solves a heating problem during the kitchen (value proposition) can be purchased by Housewives (destination segment) through your On -Local store, Amazon and Local Distributors (marketing channels). For example, the recipes (a) segment (B) to provide the proposition (c), through channel (d). Therefore, try to create products/services and business models that are really use. Use these tools to rethink and reimagine your business. Tip you can easily create different versions by clicking the tab, click on the right of the mouse and click Copy. Click on the right image or in the button below to download. Customers are more options now than ever. Main Partnerships Who are the business partners and suppliers involved in the sales process? After confident that you can meet a need or Not attended, build out to create a model of efficient, effective and lean business. lean. It is important to emphasize that your clients' understanding provides the backbone to create new products and services. Business model screen is more appropriate for established companies that have established established resources, customers and revenue. After configuring the persona based on the customer segment segment, this part is concentrated in the amount provided for each segment and improves the competitive position of the product or service. Why choose these channels and why they are efficient? Activities -Chave: These are the essential action that must be performed so that the businesses work correctly. An exclusive business model can turn profits and offer a competitive advantage. Facebook Twitter LinkedIn plus products and services are unaware of copying, while a model of business is incorporated into the DNA of business and the way it works. Write down your ideas - all your ideas without evaluating them first. Group -as - groups of groups on themes. Evaluate each group - Evaluate each group and dispose of duplicates or similar. Partnerships: Companies, Organization and any other bullshit of interest that refers and facilitate the operation of the company. FREE BEMPS MODEL Canvas PowerPoint PDF Model Download Download of this PDF model. Second, business model models are designed to be fancil of editing and printing. So, after you have your business model, you may be stuck in developing your business plan. Does customer segments this part describe your consumer by answering questions like who are your consumers? The file to download features TRANS MODELS Excel of Business Model Canvas Skip to Content Facebook Twitter LinkedIn plus these free business models are an ideal way to shape your business ideas and create a business plan. I created these business model models for For you to play with your ideas, shape them, share them and include them in any business business The persona screen is a powerful tool to help you develop a mental model shared from your different customers. How to use these business model models which is a model of business that a business innovation has a greater potential to offer an innovation advantage than having a product or service exclusive. The initialization business plan models begin with their open mind. What elements are the most expensive? Relations: The way the company interacts with the chosen customer segment. A good place to start is taking a look at the standard of business model and deciding whether to give it any advantage in your market. However, you can also simply document the results of a workshop using free Word or PowerPoint models. Value propositions What is the value delivered to the consumer? If you need to put 'structure', practices and recommended processes, we can help! Why reinvent the wheel? Join our community of over 200,000 professionals from companies such as Amazon, American Association Hospital, Microsoft, US Bank, Marsh, Sunlife, 3M, Toyota, Texas A&M University, Pfizer and more. All related activities will be delivered by the value proposal must be included in this section. PDF Free Download Business Model Download Free Value Proposition Models to Download Free PDF, PPT, Docx and XLSX Proposals Models The Value Proposal was developed as a second book by Yves Pigneur and Alexander Osterwalder. Cost Structure What is the cost of the business model? In the previous example, the recipes to sell the kitchen product to homeowners by Amazon. A strategy evaluates its capabilities and ideas versus the market and the tendencies. This part is concentrated in which the communication occurs between the business segments and the value propositions. Using the works to Completed, you can take advantage of what the 'jobs' customer is trying to reach and the problems they face. This section includes both direct and costs involved in the business model. The expected output is a persona for each customer segment. This facilitates the documentation of your ideas, impresses them and refining them, for example create a storyboard approach and observe your ideas evolving. For example, if you are a startup, you may use the lean screen model and the value proposition to create a product or service supported by a strong business model. These excellent models of the business model screen have been working on all Excel versions since 2007. Just click on the right image to download the file. If you want to edit the file and change things, use Adobe Acrobat. Book a 15 -minute call! Business Model Canvas Model Excel Grand Tis This article provides details of the Screen of the Business model you can download now. A tight business plan will separate it from the package and offer a competitive advantage. Either way, these business model models can be adapted to fit a variety of individuals and teams. Lean Canvas is a model of initialization business plan to help entrepreneurs or intra-entrepreneurs plan their new venture. Distribution channels: Train the company to contact the chosen customers segment. Resources vary from one product to another based on the nature of the production process. process.

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