The Lean Canvas Still HUNTER

XYZ Company

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Iteration #1

| Problem | Solution | Unique Value Proposition | | Unfair Advantage Can't be easily copied | Customer Segments | |
|---|--|---|--------------------------------------|--|--|----------------|
| Top 3 problems | Top 3 features | es Single, clear, compelling message that states why you a different and worth | | or bought | Target customers Sample text | |
| This is a sample text, insert your own | Sample text | | | Sample Text | | |
| text, | Sample text | Sample Text | | Sample Text | Sample | Text |
| This is a sample text, insert your own | Key Metrics Key activities you measure | Sample | | Channels Path to customers | Sample Text | |
| text, | Sample Text | Text | | Sample Text | | |
| This is a sample text, insert your own text, | Sample Text Sample Text | Sample Text | Sample Text | Sample Text | This is a sample text, insert your own text, | |
| Cost Structure Customer Acquisition costs | | Sample Text | Revenue | | Sample Text | Sample Text |
| Distribution costs Hosting People, etc. | Sample Text | Sample Text | Life Time V Revenue Gross Marg | | Sample Text | Sample Text |
| PRODUCT | | | MARKET | | | |

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