

Key Partners  -Discounted and prompt supply relationship from component suppliers, such as Digikey, Allied, etc. -Electronic suppliers for wholesale distribution -Website developer for template design and startup	Key Activities  -Equip designer with necessary tools. -Train the Technical Support Group on the design and application. -Develop the manufacturing process to streamline production. -Create a website. Key Resources  -Designers, manufacturing and test facilities, and Technical Support Group.	Value Proposition  1. Pulse Width Modulation (PWM) telemetry transmission provides Utilities with remote power sensing at a price of \$250 to provide precision measurements. 2. PWM telemetry transmission provides Industry with remote power sensing at a price of \$150 to provide accurate power usage monitoring. 3. PWM telemetry transmission provides the Research Community with remote power sensing at a price of \$100 to provide reliable project data.	Customer Relationships  1. Trained Technical support will be available on site for Utilities. 2. Technical support representatives will be available through phone and internet chat. 3. Website with Technical Notes, Blog and FAQ section for the research community. Channels  -Website, technical sales reps to give product demos, wholesale via electronic suppliers.	Customer Segments  1. Utilities needing power generation and distribution telemetry 2. Industry needing power usage monitoring 3. Research projects needing transmission of telemetry data
Cost Structure  -Costs are fixed by the price of components and assembly -Cost varies by the level of precision needed for each customer segment.		Revenue Streams  -The Customer will be charged for parts, assembly and installation. -Phone and internet technical support can be purchased on an annual basis. -Any technician required will be charged per diem.		