

BUSINESS MODEL CANVAS IBT POLBANGTAN GOWA

**Team or Company Name : IBT
Polbangtan Gowa**

**Date : 22
November 2022**

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Primary Canvas

Alternative Canvas

KEY PARTNERS	KEY ACTIVITIES	VALUE PROPOSITION	CUSTOMER RELATIONSHIP	CUSTOMER SEGMENTS
➤ Kementan ➤ Dinas Tanaman pangan, Hortikultura dan Perkebunan Sulsel ➤ Dinas Ketahanan Pangan Sulsel ➤ Dinas Peternakan & Kesmavet ➤ AIBI ➤ BUMN ➤ BPD ➤ Perbankan ➤ Link Industri ➤ Media Elektronik & Cetak	➤ Capacity Building SDM ➤ Rekrutment Tenant ➤ Pendampingan Tenant • Adminstrasi • Training Bisnis • Produksi • Kemasan • Legalitas & Sertifikasi • Business Matching • Monev ➤ Networking ➤ Promosi & Exhibition ➤ Bench Marking	➤ Metode inkubasi pangan yang sustainable ➤ SDM bidang pangan profesional ➤ Akses Laboratorium pangan	➤ Member Card ➤ Coaching Rutin ➤ Sharing Session ➤ Temu Mitra ➤ Gathering Alumni	➤ Alumni Polbangtan Gowa yang memiliki bisnis bidang pangan minimal 1 tahun ➤ Startup bidang pangan (Out Wall)
	KEY RESOURCES		CHANNELS	
	➤ Ruang & Peralatan Produksi Produk Hasil Peternakan & Pertanian ➤ SDM terampil bidang pangan		➤ Seminar & Exhibition ➤ Media Elektronik : Website, phone, email, sosmed dll	
COST STUCTURE			REVENUE STREAM	
➤ Biaya Operasional (40%) ➤ Biaya Training (15%) ➤ Biaya Pendampingan (20%) ➤ Net Working (15%) ➤ Biaya Bench Marking (10%)			➤ Hibah YESS (90%) ➤ Bagi Hasil (0%) ➤ Penjualan Produk (10%)	