

Value proposition canvas

GROW PHASE

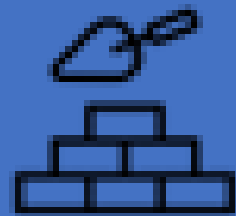
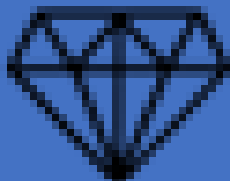
Value proposition:
Segment:



Value proposition canvas

GROW PHASE

Value proposition:
Segment:

Pain points for customer 	What relieves customer pains 

Value proposition canvas

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Value proposition:
Segment:

Gain points for customer 	What customer gains are created 

Value proposition canvas

GROW PHASE

Value proposition:
Segment:

Original challenge for the customer 	Your solution/product 