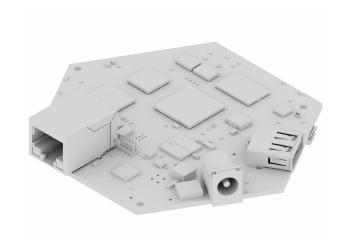


YOUR LIFE. **SIMPLE.** 



Hello



# HOUSE DO YOU FEEL TODAY?

# 

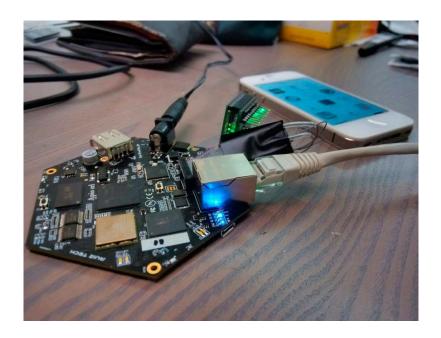
HOME, EXPRESS YOURSELF

#### GOAL:

Extend your body to control and receive feedback from your home in a natural way.

# IMPROVE LIFE QUALITY



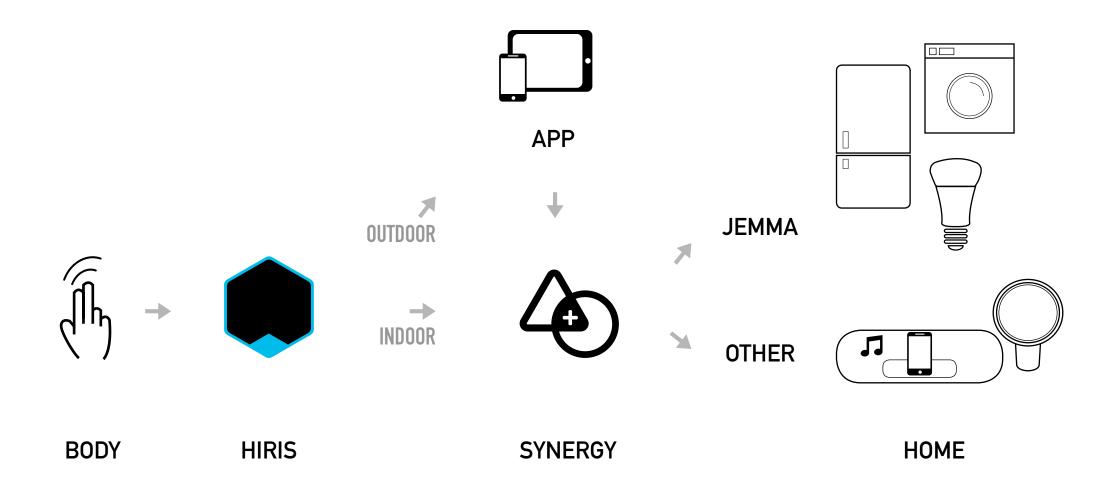




Hiris is the first modular, customizable and expandable wearable computer.
Use it to communicate with your body and the world around you.



Synergy webOS on the Apio Board let makers, and not only, build new smart and social objects, giving them self learning, cloud, energy saving and assistant living.



## In Smart Home Hackathon we achieved:

(Jemma ready objects)
lock/unlock the door
change the light bulb intensity

(other smart objects)
change the volume
switch on and change the speed of a fan

with body gesture (wrist rotation and bump)









Tomorrow we want to use outputs from your body to control outputs of smart objects.

## Wearable market

# \$ 60 BILLION

Npd Group - by 2018

## Maker market

\$48 BILLION

Designed for:

Designed by:

Date:

Version:

**Key Partners** 

Who are our key suppliers? Which Key Resources are we acquairing from partners? Which Key Activities do partners perform?

Optimization and economy Reduction of risk and uncertainty Acquisition of particular resources and activities

Circle Garage Apio **SpotSoftware**  **Key Activities** 

Our Distribution Channels? Revenue streams?

Production
Problem Solving
Platform/Network

Value Propositions

What value do we deliver to the customer? Which one of our customer's problems are we helping to solve?

What bundles of products and services are we offering to each Customer Segment? Which customer needs are we satisfying?

CHARACTERISTICS

Newness Performance Customization "Getting the Job Done Design Brand/Status

Cost Reduction Risk Reduction

**Key Resources** 

What Key Resources do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue Streams?

Intellectual (brand patents, copyrights, data)

Hiris

Synergy **Apio Board**  **Customer Relationships** 

What type of relationship does each of our Customer Segments expect us to establish and maintain with them?

> Life quality **Assistant living Self learning Energy saving**

Channels

Through which Channels do our Customer Segments want to be reached?

How are we reaching them now? How are our Channels integrated?

Which ones work best? Which ones are most cost-efficient?

How are we integrating them with customer routines:

How do we allow customers to purchase specific products and services

How do we deliver a Value Proposition to customers?

**Customer Segments** 

Who are our most important customers

Niche Marke Multi-sided Platforn

> **Families** Makers **Manufactures**

**Cost Structure** 

What are the most important costs inherent in our business model? Which Key Resources are most expensive?

Which Key Activities are most expensive?

IS YOUR BUSINESS MORE
Cost Driven (leanest cost structure, low price value proposition, maximum automation, extensive outsourcing)
Value Driven (locused on value creation, premium value proposition)



Revenue Streams

For what value are our customers really willing to pay For what do they currently pay?

How are they currently paying? How would they prefer to pay?

How much does each Revenue Stream contribute to overall re

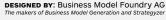
**Subscription** Refurbished **Gamification** Social adv



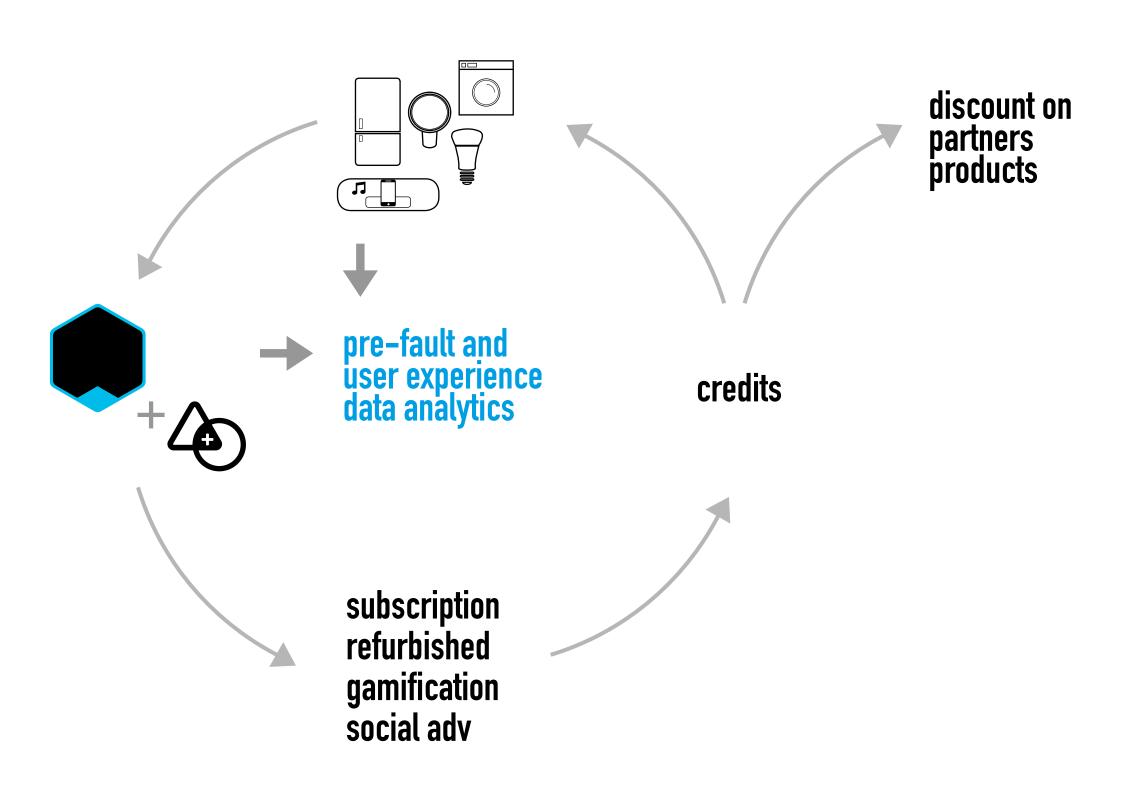








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