

# BUSINESS MODEL CANVAS

## Azie Bingsoo dan Ala Carte

Alamat: Kampung Berkat 2

| Komponen              | Butiran   |
|-----------------------|---|
| Customer Segments     | Penduduk sekitar, pekerja pejabat, pelajar, takeaway & delivery |
| Value Proposition     | Makanan sedap, harga mampu milik, servis cepat, portion besar   |
| Channels              | Kedai fizikal, WhatsApp, GrabFood/Foodpanda, Facebook/TikTok    |
| Customer Relationship | Mesra pelanggan, pelanggan tetap, respon cepat                  |
| Revenue Streams       | Makanan, minuman, delivery, tempahan khas                       |
| Key Resources         | 5 pekerja, dapur, peralatan, bahan mentah                       |
| Key Activities        | Memasak, beli bahan, servis pelanggan, kebersihan               |
| Key Partners          | Supplier, platform delivery, pembekal gas                       |
| Cost Structure        | Sewa, gaji, bahan mentah, utiliti                               |

### Anggaran Kos Bulanan

Kos tetap: RM9,500 | Kos operasi: ~RM7,500

**Jumlah kos: ~RM17,000**

### Anggaran Jualan

RM19,200 sebulan (80 pelanggan sehari)

### Anggaran Untung

**± RM2,200 sebulan**