### Strategic partnership: Key partners:
- VLL
- UMU
- Vasa univ
- EPTEK

### Other future potential partners:
- Norwegian eHealth research center (Tromsø univ.)
- LTU (eHealth center)
- NLL

### Buyer-Supplier:
- Industry partners

### Key Activities
- Seminars
- Exhibitions
- Trainings
- Courses
- Newsletters and Magazines
- Testing
- Remote Monitoring and Emergencies (recommended)
- Mobile Applications (recommended)

### Key Resources
- Physical
- Intellectual
- Human

### Value Proposition
- Education and awareness
- Providing telemedical solutions
- Guidance and consultancy
- Facilitation and catalyzing innovation

### Customer Relationships
- Personal assistance
- Dedicated assistance
- Automated services
- Online communities
- Co-creation
- Self services

### Channels
- Basic communication means
- Public relations manager
- Online platforms
- Partners' channels

### Customer Segments
- Academia
- Healthcare
- Industry
- Civil society
- Municipalities

### Cost Structure
Minimum of 7,137 € euros and maximum of 30 200 € euros are required to cover the costs and execute the Business Model Canvas.

### Revenue Streams
The achieved monthly revenue increases proportionally with increasing either the price range or the number of conversions (sales).