

Turnkey Retrofit Business Model Canvas




Key resources

- Smart online solution
- Strong local network
- Experienced and qualified building team

Key partners



- Local network of professionals
- Financial institutions
- Public authorities

Customer Segments

- Especially inefficient and older buildings
- Single-family houses
- Multi-family buildings

Customer relationships

- Single-point contact
- Transparent process
- Post-implementation follow-up
- Trust

Key activities



- Initial online evaluation of renovation potential
- Building diagnosis/check
- Renovation package, incl. technical and financial solutions
- Find right professionals and suppliers
- Upskilling programme
- Existing energy performance certificate



Value propositions

- "Hassle free" renovation process
- High quality and reliable service
- Customer oriented
- Smart online solution (for customers and professionals)
- One stop shop




Cost Structure




- Project managers
- Development and maintenance of online solution

Outreach



- Social media
- Word of mouth through local networks
- Public relations
- Community building
- Trusted sources such as community banks

Revenue Streams



- Project fee
- Selling "leads" to contractors
- Membership fee
- Crowd funding
- Energy efficiency obligation
- Indirect revenues from sales

