

DAFTAR TABEL

Tabel II. 1 Fase Saluran	10
Tabel II. 2 Penelitian Terdahulu	25
Tabel III. 1 Identifikasi Kebutuhan Data	31
Tabel IV. 1 List Pertanyaan Model Bisnis Eksisting	36
Tabel IV. 2 Customer Segment Eksisting	37
Tabel IV. 3 Value Proposition Eksisting	38
Tabel IV. 4 Jenis Kontrak Kerja	42
Tabel IV. 5 Pemasaran Eksisting	45
Tabel IV. 6 Key Partners Eksisting	47
Tabel IV. 7 Harga Pokok Produksi	48
Tabel IV. 8 Biaya Operasional	49
Tabel IV. 9 Biaya Legalitas	49
Tabel IV. 10 Cost Structure Eksisting	50
Tabel IV. 11 Model Bisnis Eksisting Produk X	51
Tabel IV. 12 Industry Forces	67
Tabel IV. 13 Data Pesaing Produk X	69
Tabel IV. 14 Business Model Environment Maret Forces	75
Tabel IV. 15 Business Model Environment Industry Forces	76
Tabel IV. 16 Business Model Environment Key Trends	77
Tabel IV. 17 Business Model Environment Macro Economy	78
Tabel IV. 18 Konfirmasi SWOT	82
Tabel IV. 19 Analisis SWOT Perusahaan	86
Tabel IV. 20 Perhitungan SWOT Value Proposition	96
Tabel IV. 21 Perhitungan SWOT Cost & Revenue	97
Tabel IV. 22 Perhitungan SWOT Infrastructure-1	98
Tabel IV. 23 Perhitungan SWOT Infrastructure-2	99
Tabel IV. 24 Perhitungan SWOT Customer Relationship	100
Tabel V. 1 SWOT Value Propositions	102
Tabel V. 2 Strategi Usulan Value Propositions	103
Tabel V. 3 SWOT Cost & Revenue	106

Tabel V. 4 Strategi Usulan Cost & Revenue.....	106
Tabel V. 5 SWOT Infrastructure.....	109
Tabel V. 6 Strategi Usulan Infrastructure	110
Tabel V. 7 SWOT Customer Relationship.....	115
Tabel V. 8 Strategi Usulan Customer Relationship	116
Tabel V. 9 Pain Relivers EO.....	118
Tabel V. 10 Gains Creator EO	119
Tabel V. 11 Pains Reliver	121
Tabel V. 12 Gains Creator Reseller	121
Tabel V. 13 Business Model Canvas Usulan.....	127
Tabel V. 14 Analisis BMC Usulan	129
Tabel V. 15 Penilaian BMC Usulan.....	134