ABSTRACT

On globalization era, there is a growing desire of consumers who want

everything to be easy to meet their needs and desires, so there are now a lot of

marketplace application that have sprung up where the application can facilitate

consumers.

One of the job is to buy furniture. Phenomenon is found that there is not

marketplace application espessially for sells teak wood furniture. The aims of this

research is to find out how is the customer profile is the which includes perceptions

and expectations for the user segment teak wood furniture using marketplace

application.

This research is decriptive with qualitative approach. The technique of

collecting data is interview, observation dan documentation. The study using design

canvas value proposition by Alexander Osterwalder and Yves Pigneur to determine

customer profile.

In this research customer perceptions and expectations is a original product,

guarantee of warranty, easy payment method, the application easy to use and

understand, valid information, fitur and interested design, admin fast response,

minimal error occurred, no ads often appear, do not feel loss, updates on new

products, save time, save money, and application is released soon.

Keywords: Canvas Value Proposition Design, Customer Profile.

viii