

DAFTAR TABEL

Tabel I.1 Akar Masalah dan Potensi Solusi	6
Tabel II.1 Perbandingan Metode.....	23
Tabel III.1 Identifikasi Kebutuhan Data	28
Tabel III.2 Komponen Sistem Terintegrasi.....	35
Tabel IV.1 Daftar Pertanyaan Wawancara CV.XYZ.....	37
Tabel IV.2 Pertanyaan <i>Customer Profile</i>	46
Tabel IV.3 <i>Customer Jobs</i>	47
Tabel IV.4 <i>Customer Pains</i>	48
Tabel IV.5 <i>Customer Gains</i>	48
Tabel IV.6 Kompetitor CV.XYZ	53
Tabel IV.7 Analisis SWOT Business Environment CV.XYZ.....	61
Tabel IV.8 Spesifikasi Perancangan dan Standar Perancangan	66
Tabel IV.9 Analisis 7 Questions	70
Tabel IV.10 Analisis SWOT CV.XYZ	75
Tabel IV.11 Matriks TOWS <i>Big picture</i>	84
Tabel IV.12 Strategi Usulan.....	87
Tabel IV.13 Analisis SWOT Blok <i>Customer Segment</i>	90
Tabel IV.14 Analisis SWOT Blok <i>Value Proposition</i>	92
Tabel IV.15 Analisis SWOT Blok <i>Channel</i>	96
Tabel IV.16 Matriks TOWS Blok <i>Customer Segment</i>	99
Tabel IV.17 Matriks TOWS Blok <i>Value Proposition</i>	100
Tabel IV.18 Matriks TOWS Blok <i>Channel</i>	102
Tabel IV.19 Strategi Usulan Keseluruhan	103
Tabel IV.20 Perkiraan Biaya Pengiriman	109
Tabel IV.21 <i>Pain Relievers</i> CV.XYZ	111
Tabel IV.22 <i>Gain Creators</i> CV.XYZ	111
Tabel IV.23 <i>Product and Services</i> CV. XYZ	112
Tabel IV.24 Analisis Perbandingan Model Bisnis.....	120
Tabel V.1 Perhitungan Alternatif 1	145
Tabel V.2 Perhitungan Alternatif 2.....	146
Tabel V.3 Validasi Model Bisnis	148