

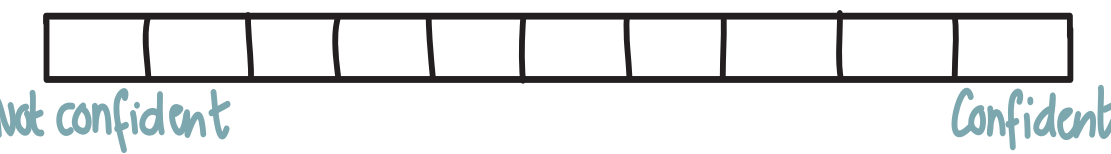
Viability

VENTURE BOARD DASHBOARD - Viability phase

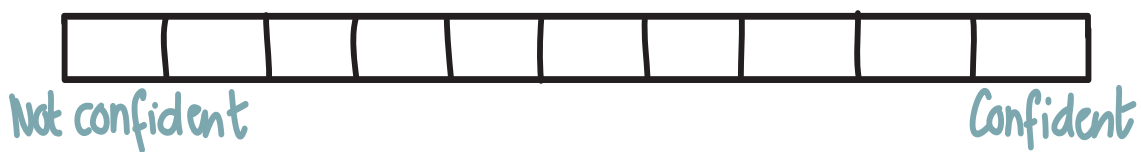
Stage: Viability

KEY SUCCESS FACTOR QUESTIONS

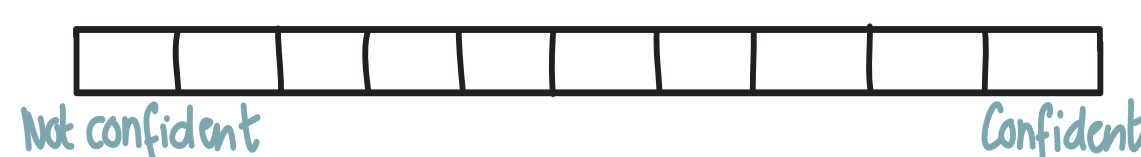
Are the customers willing to pay to have the problem solved? If so, how? (What type of revenue stream are the customers willing to accept, e.g. subscription, one time purchase etc?)



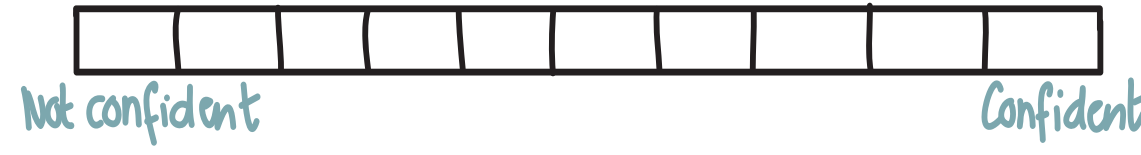
How much are customers willing to pay to have the problem solved?



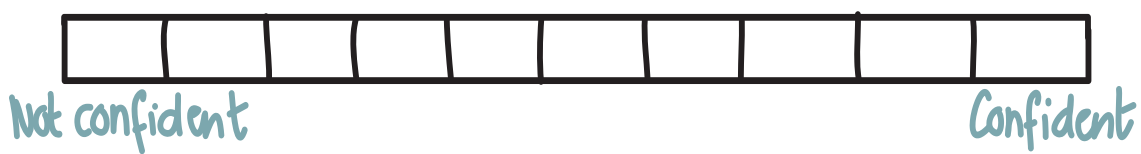
What's the best channel to deliver the value proposition to them? Will customers favor one channel over another?



Is there early evidence we can build the proposed solu-tion?



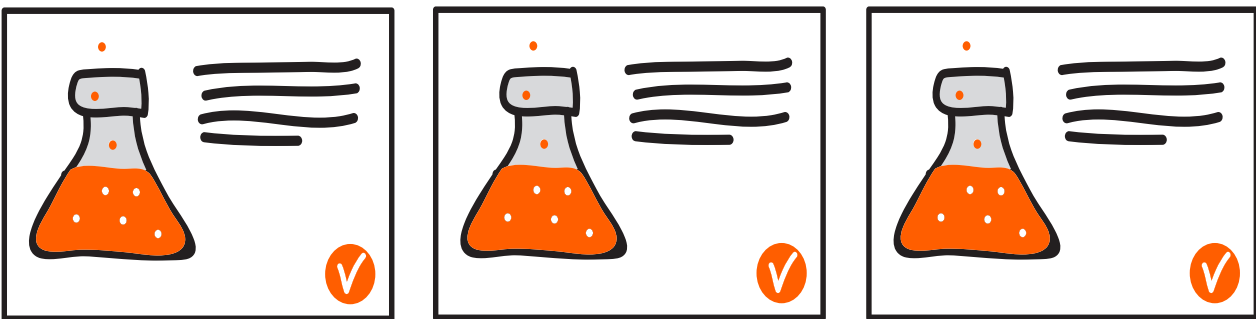
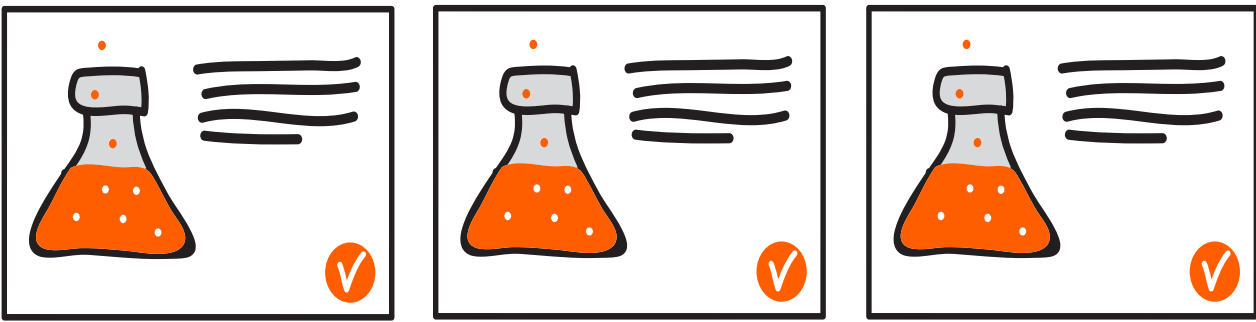
Is our envisioned solution ethically and legally compliant?



HOLISTIC VIEW ON THE TEAM:

How likely is it for the team to progress to the next stage?

EVIDENCE

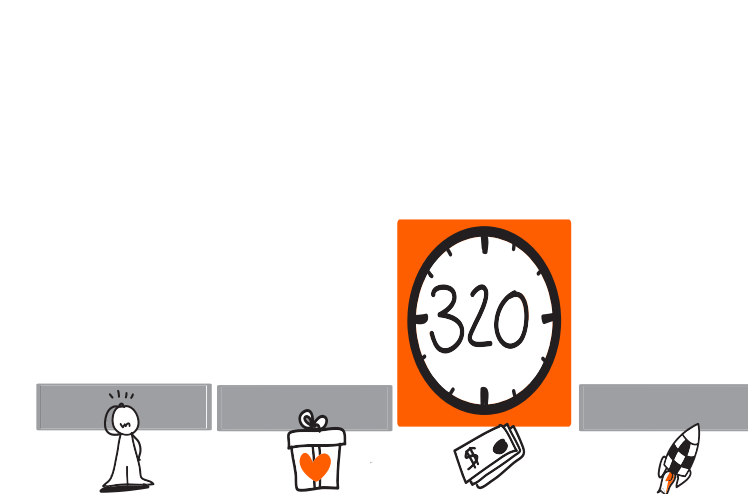


10% we don't see the team moving forward.
30% there is not enough evidence that the team will move forward.
60% there is some evidence that the team will move forward.
90% there is strong evidence for the team moving forward.

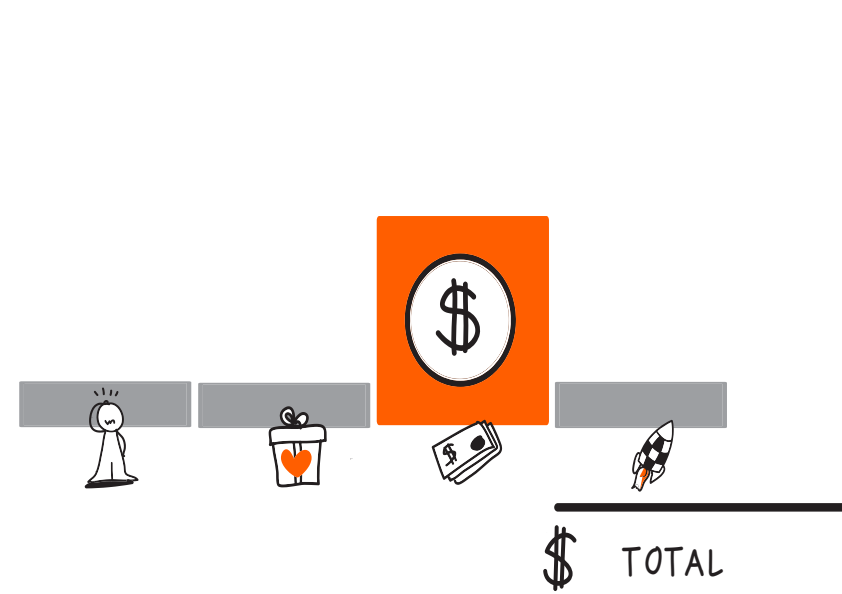
HOURS WORKED ON THE VENTURE IN THIS STAGE (TO DATE):



TIME SPENT BY THE VENTURE SINCE IT ENTERED THIS STAGE (TO DATE):



DEVELOPMENT COSTS INCURRED FOR THIS STAGE (TO DATE):



WEIGHTED AVERAGE VALUE (VWA): \int

WEIGHTED AVERAGE COST (CWA): \int

VALUE TO COST RATIO (VCR): \int

ACCUMULATED DEVELOPMENT COSTS (TO DATE):

ACCUMULATED HOURS WORKED (TO DATE):

Notes by the Venture Board

Bring focus on critical success factors

6

Suggested action by the Venture Board

Persevere

Progress to next stage

Discontinue

