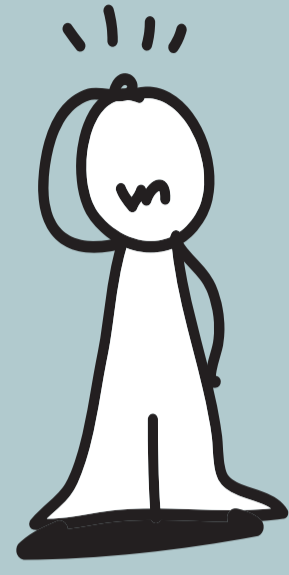


Discovery

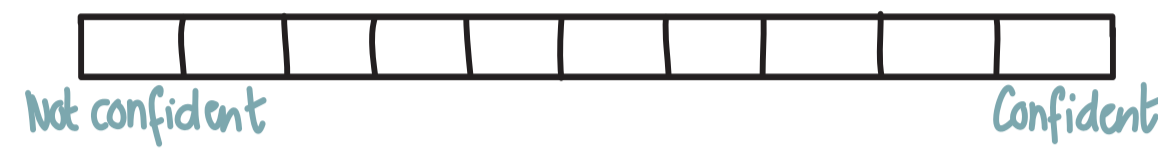


VENTURE BOARD DASHBOARD - Discovery phase

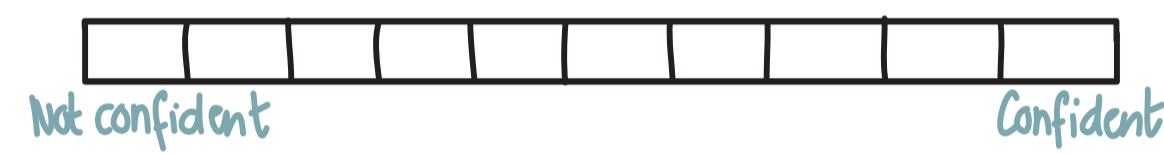
Stage: Discovery

KEY SUCCESS FACTOR QUESTIONS

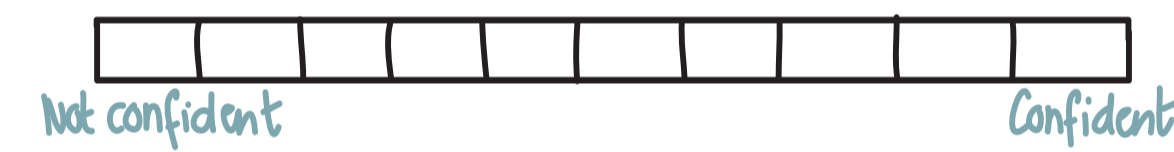
Who is the customer for the proposed idea?



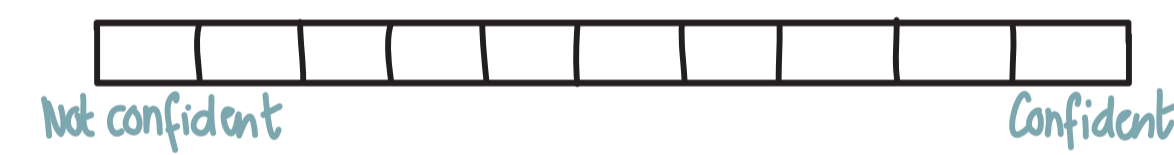
What is the problem you are trying to solve?



How many potential customers are out there suffering from this problem?



How is the customer having the problem solved today?



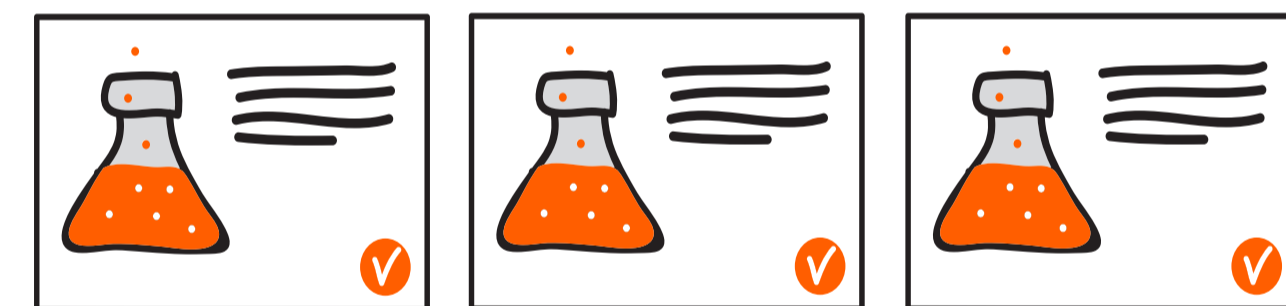
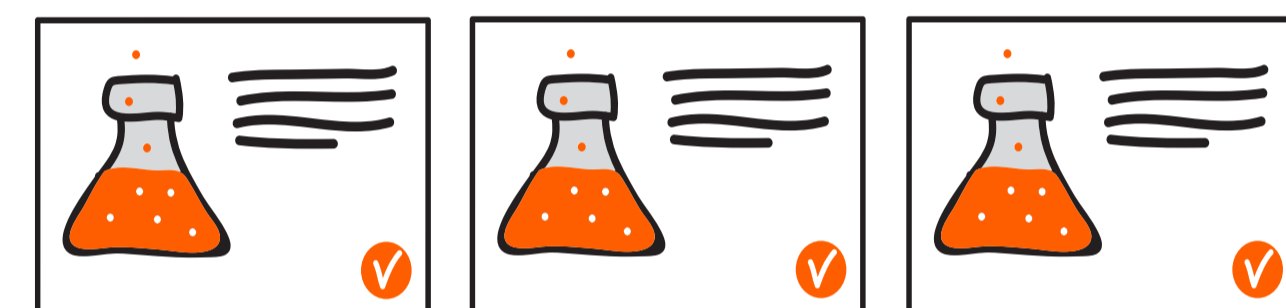
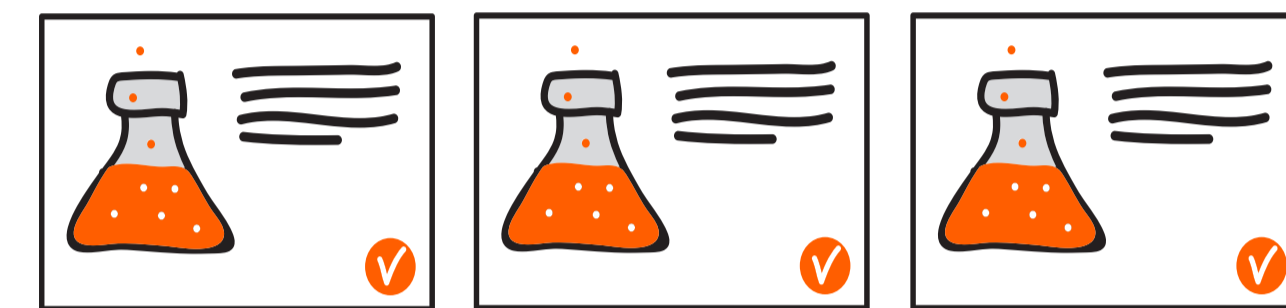
HOLISTIC VIEW ON THE TEAM:

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



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.

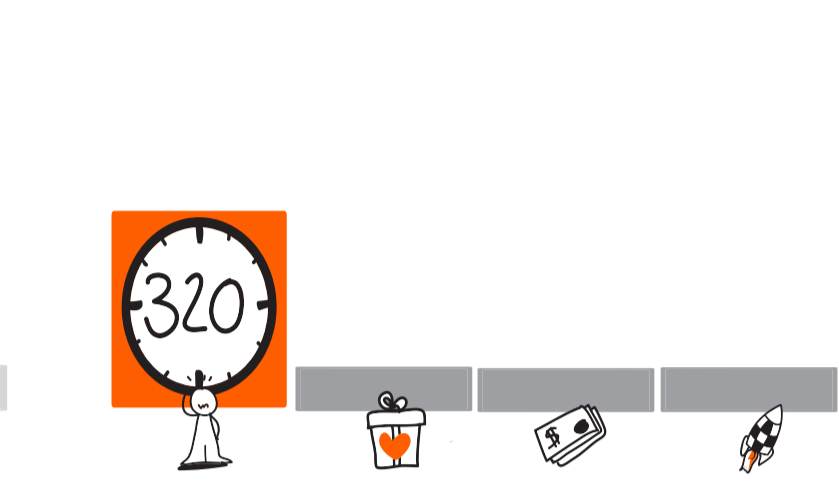
EVIDENCE



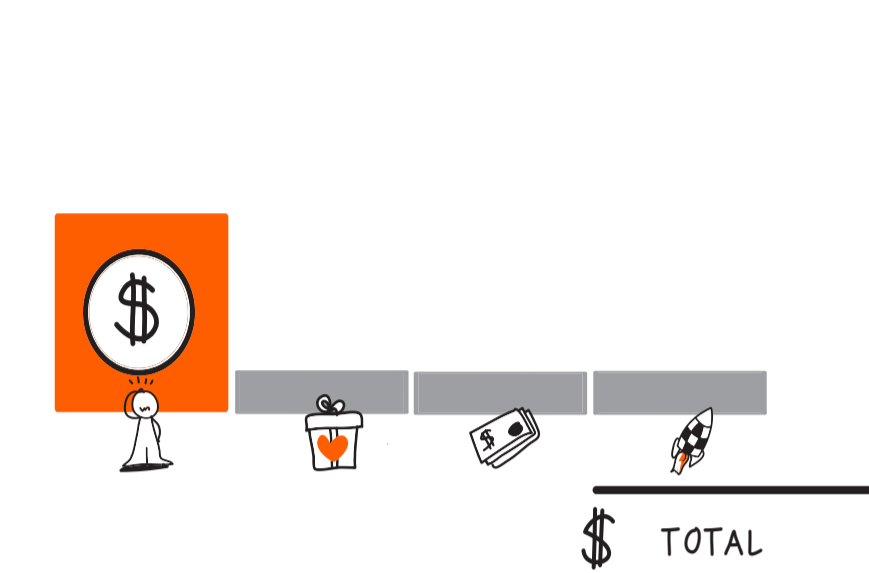
HOURS WORKED ON THE VENTURE IN THIS STAGE (TO DATE):



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



DEVELOPMENT COSTS INCURRED FOR THIS STAGE (TO DATE):



Notes by the Venture Board

Bring focus on critical success factors



Suggested action by the Venture Board

Persevere

Progress to next stage

Discontinue