

Workshop 4 - Solution Potential Assessment

What? A tool to analyze the potential of your offering, understanding the user segment it will target and its competitive advantage

Why? To be better prepared and understand if we are missing any critical aspect of the whole picture as soon as possible

When? Once the value proposition and the initial open-source business model are drafted

Self-evaluation Questionnaire

Complete the questionnaire for each of the six categories here listed. Each question should be answered numerically on a scale from 0 to 5 and the particular instructions are indicated under each scale. After completing each section, sum up your score and write it on the sticky note under "Final Score"

1

Problem-Solution Fit

5

4

4

Final Score

13

2

Targeted Market

5

4

4

3

Final Score

16

3

External Factors

Will this solution have a social impact?	Do you think you could engage the community of users to make and spread your solution?	Are you entering a highly-regulated market?	Will you encounter strong barriers to entry?	Are you taking into account the privacy of your users?
5	5	5	2	3

Final Score

20

4

Market Readiness

When will this solution be ready for the market?	Do you consider you need a lot of funding to be ready to launch?	Do you consider serious revenue streams to make your solution sustainable in the long term?
5	3	5

Final Score

13

5

Uniqueness

The solution can be used in many different applications	Do you have a strong reputation/brand in the community?	How reliable/authoritative is your solution?	Is your solution different from others in the market?	Do you consider you hold an unique advantage compared to other solutions available?
5	2	3	5	4

Final Score

19

6

Team

The team is technically skilled to succeed	The team has the necessary business & marketing knowledge	The team possesses the financial knowledge needed	The core team is committed
5	3	3	5

Final Score

16

