

## 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

Does your idea solve an existing problem?

Is it a critical/vital problem for the user? or more like a trivial one?

How easy will it be for customers to implement your solution?

5

4

4

Final Score

13

2

Targeted Market

Is there a well-defined end-user for this technology?

Have you already been in contact with potential interested users?

Is it a very niche customer segment, or is it broad?

What market share do you expect to take in this area in the first 5 years?

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 work 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 various 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 initially/cheaply is your solution?

Is your solution different from others in the market?

Do you consider you hold an unfair 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

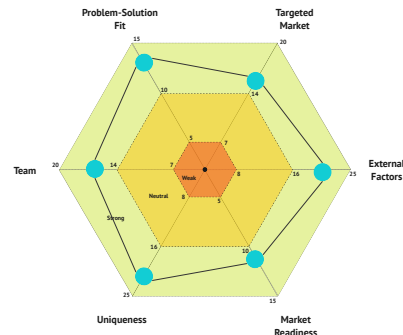
5

Final Score

16

## Final step: Visual Summary

Now just collect the scores you have obtained and drag each blue dot onto its right position. On each line connecting each factor to the center of the diagram you will find the scale to guide your positioning



This diagram is a "Problem-Solution Fit" visualization tool. It is designed to help you visualize the relative strengths and weaknesses of your business idea across six key areas. The scores are plotted on the outer ring, and lines connect them to a central point. The concentric rings represent the relative strength of your business idea: Weak (inner), Neutral (middle), and Strong (outer). The scores are plotted on the outer ring, and lines connect them to a central point.