

SOLUTION SCALABILITY ASSESSMENT

Decide where you are currently placed and then decide on where you need to be to achieve your scale goal, i.e., where you need to be within the next 12–36 months. Score them 1–5 to indicate the level for each area. We have provided a space for any areas that we have not covered in this chapter that you think is a gap that needs to be plugged for your solution.

SCORING

- 1 Don't know / Non-existent
- 2 Poor
- 3 OK
- 4 Good
- 5 Scale Ready

SECTION

CHECKLIST

SECTION	CHECKLIST	Score Now	Score at Scale Goal	Gap
Proven A clear value proposition	1 — How clear is your value proposition?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proven Evidence of value	2 — How well tested is your innovation?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proven Adoptable	3 — Relative advantage: Is your innovation better than its competition on the factors most important to consumers?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proven Adoptable	4 — Compatibility: Does your innovation interact with the other elements around it seamlessly?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proven Adoptable	5 — Complexity: How hard is it to understand and use your innovation?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proven Adoptable	6 — Trialability: Can the buyer try before they buy?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proven Adoptable	7 — Observability: How easy is it to see the innovation and its value?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Replicable Codification	8 — How replicable is your solution?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Replicable Core, modular and hackable	9 — Does your innovation have the right level of customisability?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Replicable Solution lifecycle	10 — Is your solution lifecycle developed?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Defensible Rights ready	11 — Is your treatment of IP agreed and secure?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	12 — Other outstanding gaps?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Totals		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>