Opportunity Canvas

Trans.

Contract

Services.

Users & Customers

What types of users and sustainers have the challenges your solution activeness?

) pois for differences in user's grade or uses. Not would affect their use of the product. Sections occurs and qualiforms into different base based on those differences that make a difference. We also take to beinger "everyone" with pour another.

2

Problems

What problems do prospective users and customers have today that your solution with ease?

Solutions Today

Now be users address their problems hollsy?

List competitive products or wore around egiptowites your seats have for reading than

3

Solution ideas

List product, feature, or enhancement ideas that some protisers for your target audience.

User Value

If your target audience has your solution, how can they do things differently as a consequence? And, how will that benefit there?

4

Adoption Strategy

How will customers and users discover and willest your solution?

6

User Metrics

What user behaviors can pour measure that will indicate they lettics, use, and place value in your solution?

5

Business Problems

What problem for your business obes building this product, feature, or enhancement solve for your business?

7

Budget

Minute County to your

Hose thursh money and/or docestument would you holged to channey build, and refine this wouldn't

Business Metrics

What business performance mention will be affected by the eucoses of the solution?

These socially change as a consequence of tempotor memos changing.

8

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Elmer Anderson Carter

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Whispering the Strategies of Language: An Mental Journey through Opportunity Analysis Canvas Second Edition

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