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 exact?

Solutions Today

Note the users address their problems hatey?

List competitive products or wore around approaches your seats have for reading their

3

Solution ideas

Lift product, feature, or enhancement clear that some problems for your larget audience.

User Value

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

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 fluoreess bloss building this product, feature, or enhancement solve for your business?

7

Budget

Minute County to your

Hose thanh thomas profits document would you holged to decrease build, and refine this wouldn't

Business Metrics

What business performance metrics will be affected by the success of this solution?

These socially change as a consequence of temporal metros changing.

8

Opportunity Analysis Canvas Second Edition

Joacim Rocklöv

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