

Is the pilot applicable?

- Does it matter to the key stakeholders involved?
- What do those stakeholders say when you ask them?
- Does it align with data investment strategy?
- Your own questions...

Is the pilot right?

- Does the pilot test core customer-problem-solution hypothesis?
- Does the pilot clearly outline value, scale or technical uncertainty it is removing?
- Does it address the riskiest assumptions first?
- Your own questions...

Is the pilot appropriate?

- Can the pilot show us how to change the system?
- Is it clearly targeting change as continuous, discontinuous or stabilising improvement?
- Does it consider full Data Value Framework?
- Your own questions...

Is the pilot fast?

- Is the work appropriate to the uncertainty being removed?
- The the work be done quickly?
- Is the pilot continuously improving its speed and rate of learning and how?
- Your own questions...

Is the pilot rough?

- Is the pilot focused and small scale?
- Is pilot delivering final product or is it focused on learning?
- Is the output enough to learn and remove core uncertainty?
- Your own questions...

Is the pilot collaborative?

- Is pilot leveraging the existing networks and competencies?
- Is learning done by people who need to learn and acquire knowledge?
- Is the pilot team a multidisciplinary team and considers all viewpoints required?
- Your own questions...

Is the pilot scalable?

- Can you scale the learning?
- Is the solution scalable?
- Is the scaling approach to replicate or diversify?
- Your own questions...

Is the pilot viable?

- Does the solution fit the environmental constraints, like budget and timing?
- Is the work required to bring the final solution to life fully understood?
- Are the leadership and skills required in place?
- Your own questions...

Customer - Problem -Solution Hypothesis

What customer - problem - solution hypothesis is pilot working within...

Value Uncertainties

What value uncertainties is the pilot exploring

Scale Uncertainties

What scale uncertainties is the pilot exploring

Technical Uncertainties

What technical uncertainties is the pilot exploring

Core Assumptions

Given the uncertainties, what are the core assumptions, ranked from riskiest first?

Riskiest Assumption

What is the riskiest assumption?

Method

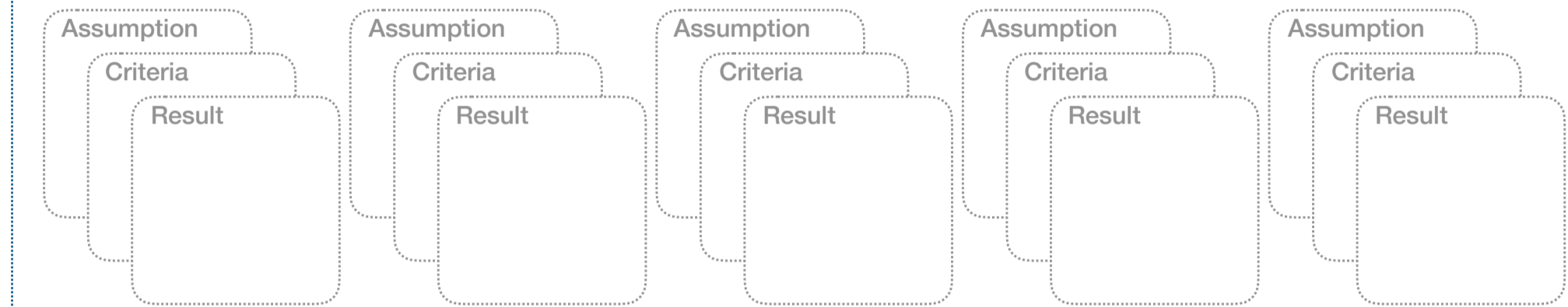
What is the method for validating / invalidating the riskiest assumption?

Minimum Success Criteria

What is the minimal success criteria for knowing if we have validated or invalidated the riskiest assumption?

Previous Results

What have we learned, validated and/or invalidated so far?

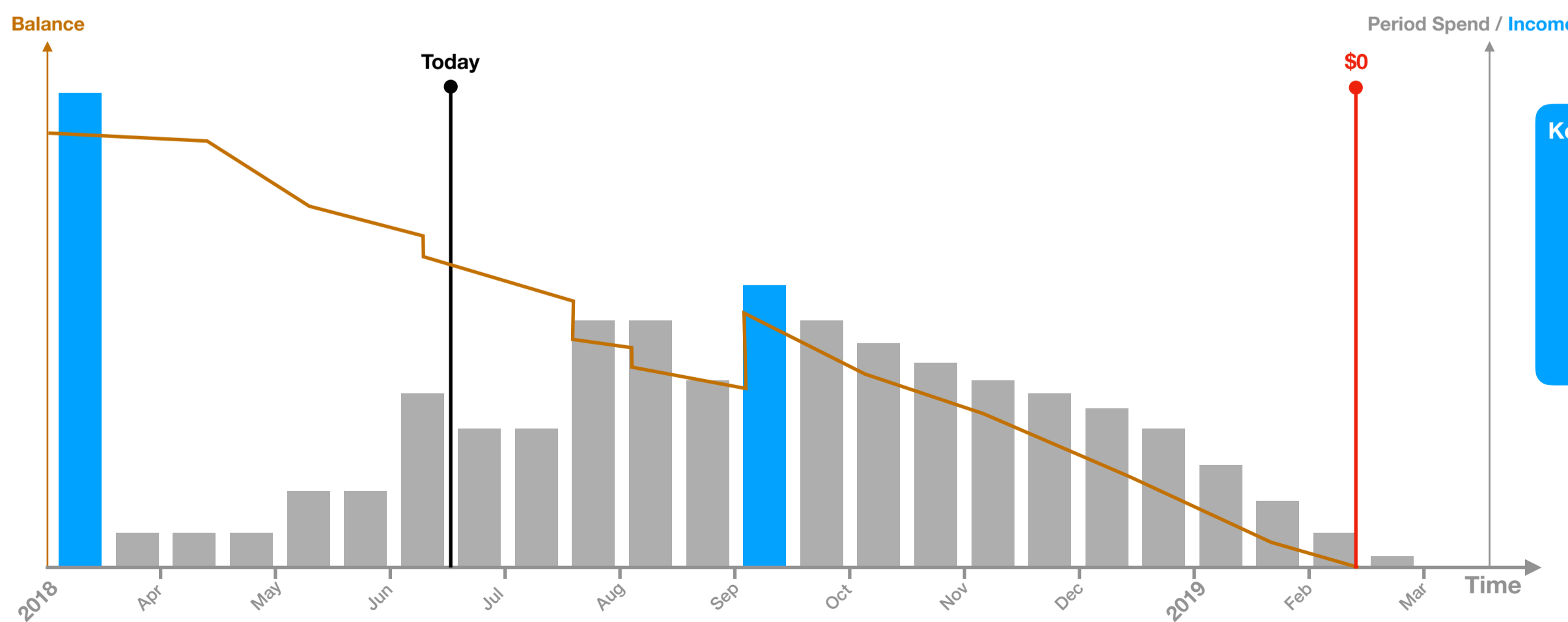


Core Data Investment Strategy Pivots?

What pivots has the pilot caused to our overall data investment strategy?

Investment Burn-down

Tracking financial runway for the pilot.



Key Statistics

- Current Burn-rate: \$10k / month
- Runway 11 Months
- Cash Out Feb 2019

Core Improvement Activities

How is the pilot improving its validation approach or shortening the time of the build-measure-learn cycle.