

Creating Strategic Roadmap, Proof Of Concept/ Prototyping/Minimum Viable Product (MVP)

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Disclaimer: Views expressed are personal, not necessarily of my employer/organization I am associated with. Facts/Figures used here are purely for educational purpose only. References/sources are attached where possible.

What will be covered in today's session?

- You have learnt/learning about emerging trends/technologies such as SERU, FOLIO, Off-campus Access Technologies etc.,
- You have found one of the above technology useful to your organization?
- What next? How to take this to next level?
 - Mission/Vision/Strategy....
- How will you convince your institution/directors/leadership?
- Are there any tools/frameworks to get “A Go Ahead”...

You have identified a technology and think it would be useful to your institution.

- Will you take it your leader immediately? **NO (X)**
- **Do some additional research**
 - Know/understand the technology (online research)
 - Talk to your friends/network who have implemented
 - Ask the vendor/supplier to present the tool
 - Chart out the Pros/Cons

Then, relate it to your institution's purpose and goal



Tool 1: Elevator Pitch

10s Intro

Introduce yourself; mention title/role, team, and division/group. Keep this brief. It's tempting to talk more about yourself, but it won't add more value to the pitch. Focus on only what's relevant to your problem/solution.

Introduce a problem you have identified, internal or external to your organization. Mention who experiences the problem, what their pain points are, and how it impacts them.

15s Problem

25s Solution

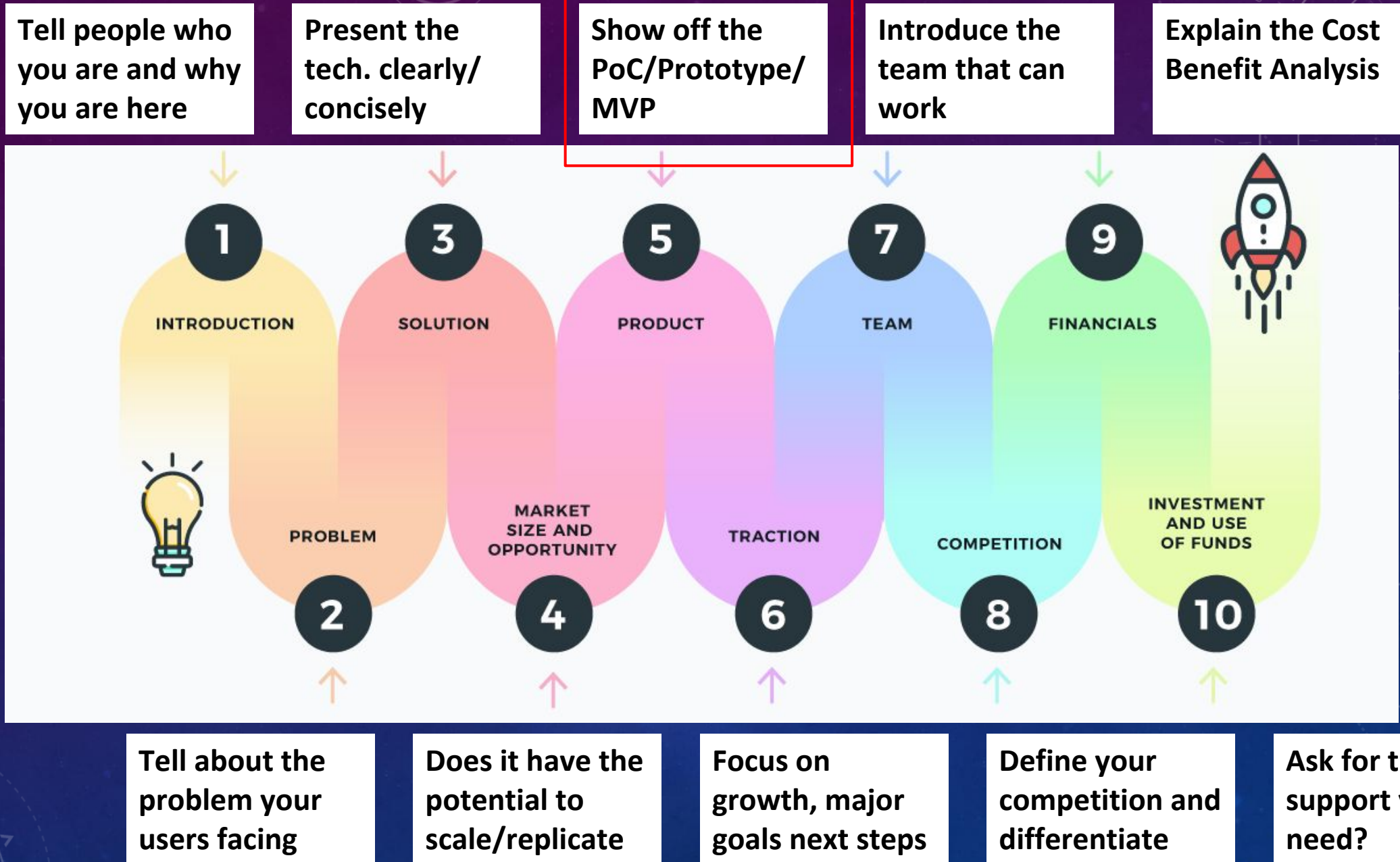
Introduce your proposed solution. Address only the problem identified, no more, no less. Briefly describe how you hypothesize your solution will solve the problem, initially.

This is where you make your ask. Every good pitch has a specific ask. Describe a specific person, resource, skill, or action you need to develop your solution. What will your call-to-action be?

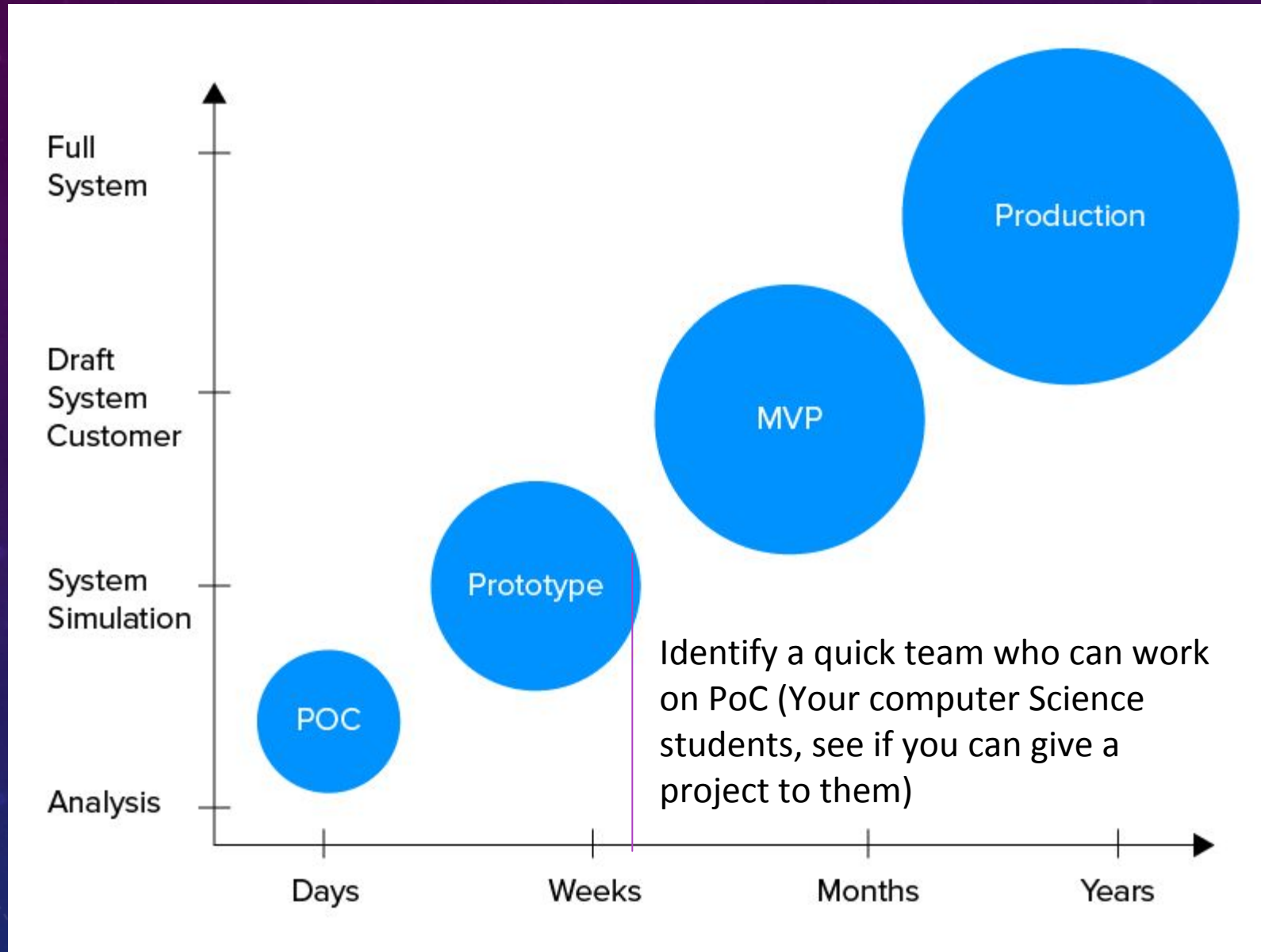
10s Ask

“Think how
you will
position
SERU/Folio or
any other”
Try to present
in 1 Minute

Tool 2: Pitch Deck



PoC □ Prototype □ MVP



A Proof of Concept is the first stage of idea validation – stage where a small project is implemented for verifying if a concept can be implemented on the technical capability and business model grounds.

Prototype is the clickable version software that give stakeholders peek into how the user would move inside an application.

MVP, on the other hand, is a functional app that comes loaded with the prime features that best represent the application.

MVP: Working from day One

HOW TO BUILD A MINIMUM VIABLE PRODUCT

NOT LIKE THIS



LIKE THIS



Let's Quickly Recap

- Learnt about the technology
- How it can be leveraged to benefit the organization goals
- Tools that can be used to seek approvals/funds (Elevator Pitch and Pitch Deck)
- Differences between PoC/Prototype/MVP
- What next? Apply these to use any of the technology you have learnt today in your institution...
- All the best

References/Additional Resources

- Pitch Deck: <https://www.slideshare.net/mobile/PitchDeckCoach/airbnb-first-pitch-deck-editable>
- Pitch Deck Templates: Youtube
<https://www.google.com/url?sa=i&url=https%3A%2F%2Fwww.youtube.com%2Fwatch%3Fv%3D80e0QHPYRG4&psig=AOvVaw3vIv-yhMz2ZpxEVjbX-Cu2&ust=1607200758669000&source=images&cd=vfe&ved=2ahUKEwjUHNnDI7XtAhVvjOYKHcuLBHMQR4kDegUIARD7AQ>
- Elevator Pitch: <https://in.indeed.com/career-advice/interviewing/how-to-give-an-elevator-pitch-examples>
- How to build MVP:
https://www.google.com/imgres?imgurl=https%3A%2F%2Ftaykayblog.files.wordpress.com%2F2016%2F07%2Fmvp.png%3Fw%3D640&imgrefurl=https%3A%2F%2Ftaykayblog.wordpress.com%2F2016%2F07%2F11%2Fthe-importance-of-delivering-a-minimum-viable-product%2F&tbnid=Mqlo5XoP2Rr4WM&vet=10CA0QxiAoC2oXChMluMjbzJy17QIVAAAAAB0AAAAAEAI..i&docid=hV0J-_jvnG_pJM&w=520&h=348&itg=1&q=proof%20of%20concept%20poc&ved=0CA0QxiAoC2oXChMluMjbzJy17QIVAAAAAB0AAAAAEAI