# 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.

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# **The Opportunity Analysis Canvas**

**James Green** 

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