

Quick Opportunity Assessment Workflow

Dynamic 360 - Rapid Analysis for Time-Sensitive Opportunities

workflow_id: "quick-opportunity-assessment"

version: "1.0.0"

description: "Rapid assessment workflow for evaluating emerging D365 manufacturing opportunities"

duration: "4-6 hours"

Workflow Overview

This streamlined workflow provides rapid assessment of potential opportunities when time constraints require quick decision-making. Designed for initial screening and go/no-go decisions.

Stage 1: Rapid Market Scan (60 minutes)

Agent: research_agent

Mode: rapid_analysis

Inputs:

- opportunity_description: Brief description of the potential opportunity
- market_segment: Primary industry segment (automotive, aerospace, etc.)
- geographic_focus: Primary geographic market
- urgency_level: high (for time-sensitive opportunities)

Outputs:

- Market size estimation (order of magnitude)
- Top 3 competitive solutions identified
- Primary customer pain points
- Initial feasibility assessment

Time Allocation: 60 minutes

Quality Target: Confidence > 0.6 for key findings

Stage 2: Competitive Quick Scan (45 minutes)

Agent: market_research_agent

Mode: competitive_intelligence

Inputs:

- Competitive solutions from Stage 1
- Market segment and geography
- Key differentiation factors to evaluate

Outputs:

- Competitive positioning map
- Key differentiators and white space identification
- Pricing and business model analysis
- Market entry barriers assessment

Time Allocation: 45 minutes

Quality Target: Cover top 5 competitors minimum

Stage 3: Business Case Evaluation (30 minutes)

Agent: evaluator_agent

Mode: business_assessment

Inputs:

- Market and competitive findings
- Internal capabilities and constraints
- Investment appetite and timeline

Outputs:

- Business case strength (strong/moderate/weak)
- Key risks and mitigation requirements
- Resource requirement estimate
- Go/no-go recommendation

Time Allocation: 30 minutes

Quality Target: Clear recommendation with supporting rationale

Stage 4: Next Steps Planning (15 minutes)

Agent: editor_agent

Mode: action_planning

Inputs:

- Assessment results from Stages 1-3
- Decision outcome (go/no-go)
- Available resources and timeline

Outputs:

- Next steps action plan
- Resource allocation recommendations
- Timeline for detailed analysis (if go decision)
- Key questions for further investigation

Time Allocation: 15 minutes

Decision Matrix

Go Criteria (must meet 3 of 4)

1. **Market Size:** TAM > \$100M in target geography
2. **Competitive Position:** Clear differentiation opportunity identified
3. **Technical Feasibility:** No major technical blockers identified
4. **Business Fit:** Aligns with organizational capabilities and strategy

No-Go Criteria (any 1 triggers)

1. **Market Saturation:** >5 established competitors with similar solutions
2. **Technical Complexity:** Requires capabilities beyond current organization
3. **Regulatory Barriers:** Significant compliance or regulatory challenges
4. **Resource Constraints:** Required investment exceeds available budget by >50%

Quality Gates

Minimum Quality Standards

- Market size estimate within 2x order of magnitude
- At least 3 competitive solutions analyzed
- Risk assessment covers technical, market, and business risks
- Recommendation supported by quantitative analysis

Escalation Triggers

- Conflicting data from multiple sources
- High uncertainty in key assumptions (confidence < 0.5)
- Significant risks without clear mitigation strategies
- Resource requirements exceed organizational capacity

Output Format

Executive Summary Template

```
# Opportunity Assessment: [Opportunity Name]
Date: [Assessment Date]
Duration: [Time Spent]

## Recommendation: [GO/NO-GO]

### Market Opportunity
- Market Size: [TAM/SAM estimate]
- Growth Rate: [Annual growth projection]
- Customer Segments: [Primary targets]

### Competitive Landscape
- Key Competitors: [Top 3-5 competitors]
- Differentiation Opportunity: [Key differentiators]
- Market Position: [Competitive positioning]
```

Business Case

- Investment Required: [Rough estimate]
- Revenue Potential: [3-year projection]
- Key Risks: [Top 3 risks]

Next Steps

- [If GO]: Recommended next actions and timeline
- [If NO-GO]: Key factors that could change decision

Success Metrics

- Decision accuracy: >80% correlation with detailed analysis outcomes
- Speed: Complete assessment in <6 hours
- Actionability: >90% of recommendations result in clear next steps
- Resource efficiency: <10% of effort compared to comprehensive workflow