

# Quick Opportunity Assessment Workflow

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## Dynamic 360 - Rapid Analysis for Time-Sensitive Opportunities

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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