

SIOC 209 - HACKING 4 THE ENVIRONMENT: OCEANS ASSIGNMENT 6

This week's class will be in the form of a workshop to aid each group in its technical development. Presentations should be focused on technical progress and plans for further development. Each team will have 15 minutes broken down as follows:

- 10 minutes to present
- 5 minutes for class discussion

Presentation Template

- **Slide 1:** Title slide
 - (New) Team name
 - Number of interviews this week, number of total interviews, number of emails outstanding
 - The problem as you started, the problem that you are solving
- **Slide 2:** Minimum Viable Product
 - High-level overview of solution
 - How is your MVP different than what already exists?
- **Slide 3:** Technical Progress
 - What technical development has taken place thus far?
 - What have been the biggest challenges during development?
 - What techniques have been effective?
- **Slide 4:** Technical Plans
 - What are the next steps in development of the product?
 - What are the big challenges remaining?
- **Slide 5:** Deployment
 - How do you deploy your product? How do your customers obtain and start using your product at scale?
 - * If *policy*, what are the steps to get your policy enacted? Does it become a standard that everyone has to follow, does it become a regulation, does it become a law?
 - * If a *for profit product*, how does your customer get your product? Again if you want full adoption, describe all the pieces and steps for your customer to obtain your product. Would a distributor be involved?
- **Slide 6:** Buy-In and Support
 - How do you get all the support that you need and what are the steps necessary for your customer or beneficiary to become aware of your solution? How are they either buying in or are forced (e.g. by regulation, etc.) to use one?
 - * If *policy*, how does your solution become mandatory to be used?
 - * If *for profit product*, how do you “get” your customers (make them aware and desire your product), “keep” your customer (make them want to continue to use this product and future versions), “grow” your customer – how do you get more customers?

Additional resources to learn more about the following concepts

- [Udacity EP245](#) Lessons 4, 5 and 6 Lean Launchpad Customer Discovery Videos – avoiding pitfalls: [CD-09-10](#), [CD-11](#), [CD-13](#), [CD-20-21](#), [CD-23-24](#), [CD-28](#)
- [Udacity EP245](#) Lessons 7 and 8 Lean Launchpad Customer Discovery Videos – key learning: [CD-14-15](#), [CD-16-17](#), [CD-18-19](#), [CD-22](#), [CD-27](#)