**BMNT Homies**

**This is a super dope company!**

Workflow around the problem is mapped out

* Yes, substantial

Areas identified that are outside the scope/authority of the problem owner

* Yes

Description of the bad outcome to be avoided

* Not really

Previous attempts to solve the problem

* Yes, with substantial learnings now applied

Level of technical readiness

* Existing startup option may solve the problem...No previous government clients

Problem // Perception alignment

* Type I // Type II

Orientation of the problem owner

* Help me buy this tech

Confidence level that all information was presented and valid

* 80%