**Jordy Is annoying**

**No really**

Workflow around the problem is mapped out

* Yes, substantial

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

* Not really

Description of the bad outcome to be avoided

* Yes

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 enterprise clients

Problem // Perception alignment

* Type II // Type I

Orientation of the problem owner

* Adapt the crap I have to use

Confidence level that all information was presented and valid

* 80%