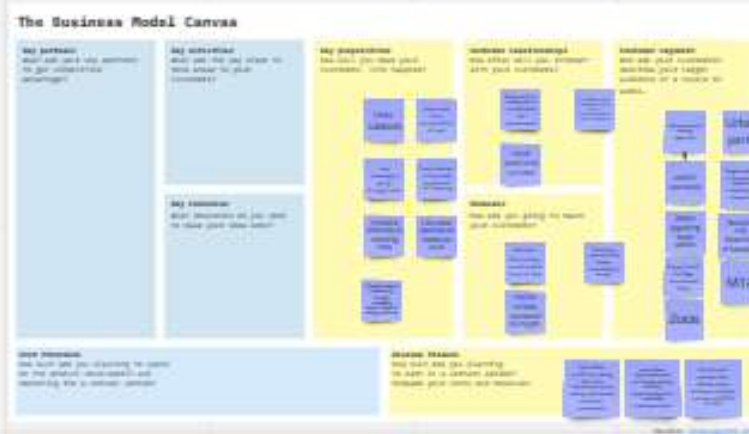


Business model



Interviews



To do



The Epic Sta... Planning Po...

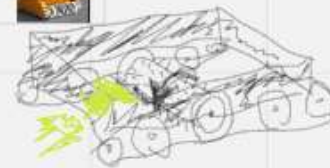


• User bots can be altered to pick up more advertisements on the side of low road
• making radiation lights on front of working in the dark
• use light colors for great value

Design



wheels on the sides of the spoke power the rotational motion and stabilize it.

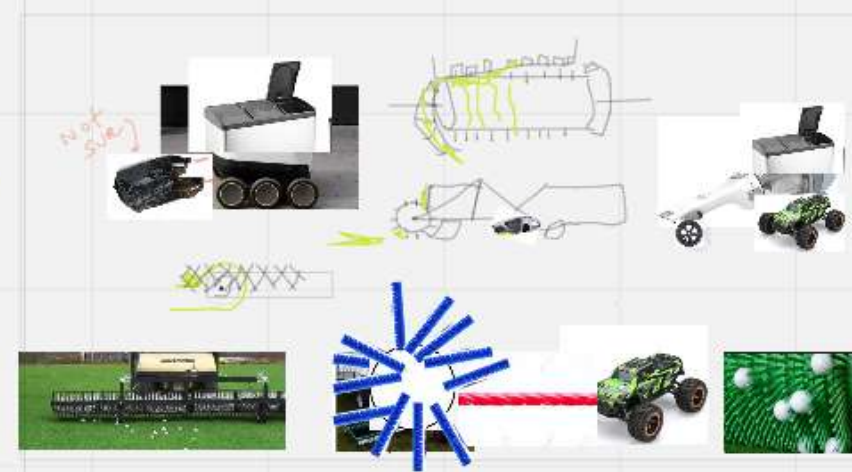


Low to ground!

Light colors

Wheels:

MVP



Wow USP:
On-demand automated outdoor trash collection; Got trash? You know what to do.

Looking at some patents and prior art, we've identified ways in which our design is unique, better in fact. What's interesting about our design is that you can use all these designs, even though they are composed of credit-recycling, but rather than facing them like separate, the floor robot will have it as a built part of its design or the storage for the floor robot will have floor collection systems similar to the designs of patents 3, 4, and 5, with wheels and vacuum bags in front and back collecting and collecting larger pieces from a storage bin, similar to our MVP idea.

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MVP



Wow USP:
On-demand
Automated outdoor
trash collection. Got
trash? You know
what to do.

Patent Prior Art Search

1

2

3

4

5

6

MVP=small scale prototype BC that could potentially pick up litter in front of it. Shows principles of collecting trash and how it would work

1. **Feasibility:** Does the preliminary MVP design do what it claims to? How will you prove the feasibility of your product? 3D-printed prototypes? CAD designs? Smoke tests? etc.
2. **Viability:** What is your Business Model Canvas (Customer segment, Value Proposition, Revenue Model, Channels, and Customer Relationships) that makes this solution scalable in the real world?
3. **Desirability:** Who wants to use this product, and why will they want to use it? Who did you talk to in order to validate your hypotheses? Note: Minimum of 5 interviews required over the course of idea development.

For each of these components, we expect you to discuss:

- a. **Tests:** How will you prove to us that your claims are true? What are the important metrics? What evidence exists that the product would advance these metrics?
- b. **Changes:** How did interviews & tests change your business model canvas over time? We don't expect (and would be surprised if) every aspect of your design was initially perfect, so how did you move closer to success?

Review of exercises we've done this semester:

Feasibility	Viability	Desirability	Tests & Changes
- MVP - Patent Search / Prior Art - Experiments / Prototypes	- Business Model Canvas - Metrics & Measures	- User Interviews - Empathy Maps - Epics / User Stories	- Experiments (1 Hour?) - Storytelling

