

## GROWNET — Risk Register & Mitigation Plan

### 1. Purpose

این سند هدف دارد:

1. همه ریسک‌های کلیدی را شناسایی کند

2. مالکیت واضح برای هر ریسک تعیین کند

3. اقدام‌های کاهش، هزینه و KPI هشدار را مشخص کند

صرف گفتن «ریسک داریم» کافی نیست. اقدام کنترل باید وجود داشته باشد.

### 2. Risk Categorization

Category	Description
Technical	Code, infra, scalability, security
Market	User adoption, retention, monetization
Legal	Compliance, IP, data privacy
Financial	Burn, runway, revenue assumptions
Operational	Processes, vendors, execution
Team	Hiring, retention, skills gaps

### 3. Technical Risks

Risk	Probability	Impact	Owner	Mitigation	Cost	Early Warning
System downtime	Medium	High	Tech Lead	Redundant infra, monitoring	\$15K	Uptime <99.5%
Security breach	Low	Critical	Tech Lead	Pen-test, access control, encryption	\$10K	Detected intrusion attempt
Scaling failure	Medium	High	CTO	Horizontal scaling, load tests	\$20K	Latency >500ms

#### 4. Market Risks

	Risk Probability	Impact	Owner	Mitigation Cost	Early Warning
Low retention	Medium	High	Product Lead	UX improvement, incentive loops	\$5K 30d retention <25%
Insufficient paying users	Medium	High	CEO / Sales Lead	Pricing tests, B2B pilot	\$7K Conversion <3%
Wrong target segment	Low	Medium	Growth Lead	Early niche focus, user interviews	\$3K Acquisition ROI <1

#### 5. Legal & Compliance Risks

	Risk Probability	Impact	Owner	Mitigation Cost	Early Warning
Data privacy violation	Low	Critical	Legal Counsel	GDPR compliance, audit	\$5K Audit flags non-compliance
IP infringement	Low	High	Legal Counsel	Legal review, licensing	\$3K Complaint / Cease & Desist
Token economy legal risk	Medium	High	Legal Counsel	Regulatory advice	\$5K Legal notice received

#### 6. Financial Risks

	Risk Probability	Impact	Owner	Mitigation	Cost	Early Warning
Burn rate exceeds plan	Medium	High	CFO	Monthly review, contingency fund	\$0 (internal)	Burn > plan 10%
Revenue delay	Medium	High	CEO / Sales Lead	Early paying pilot	\$0	MRR growth <5%
Cashflow shortfall	Low	Critical	CFO	Runway monitoring	\$0	Runway <6 mo

#### 7. Operational Risks

	Risk Probability	Impact	Owner	Mitigation Cost	Early Warning
Vendor failure	Low	Medium	Ops Lead	Vendor review, backup	\$3K SLA miss >2x

	<b>Risk Probability</b>	<b>Impact</b>	<b>Owner</b>	<b>Mitigation Cost</b>	<b>Early Warning</b>
Manual process overload	Medium	High	Ops Lead	Gradual automation \$5K	>2 manual interventions / day
KPI reporting lag	Low	Medium	Ops Lead	BI automation \$2K	Delayed reporting >1 week

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## 8. Team Risks

	<b>Risk Probability</b>	<b>Impact</b>	<b>Owner</b>	<b>Mitigation Cost</b>	<b>Early Warning</b>
Key person departure	Medium	High	Founder	Knowledge docs, succession \$0	Resignation notice received
Skill gaps	Medium	Medium	CTO / HR	Hiring, training \$10K	Missed deadlines
Team misalignment	Low	High	CEO	Weekly syncs, clear OKRs \$0	Sprint goal miss >20%

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## 9. Risk Reduction Strategy

- Technical:** monitoring + automated tests •
- Market:** early validation + niche focus •
- Legal:** counsel + audit •
- Financial:** burn review + runway monitoring •
- Operational:** automation + vendor backup •
- Team:** succession planning + OKRs •

## 10. Early Warning System

- KPI thresholds trigger **immediate action** •
- Dashboards **weekly / monthly** review •
- reporting** و **corrective actions** مسؤول Each owner •
- Principle: **Action > Awareness**

## 11. Risk Review Cadence

Level	Frequency	Activity
Team	Weekly	Check KPIs, minor mitigation
Leadership	Monthly	Full register review, resource allocation
Board	Quarterly	Trend review, strategic risk discussion

## 12. Costed Risk Mitigation Summary

Category	Total Mitigation Budget
Technical	\$45K
Market	\$15K
Legal	\$13K
Financial	\$0 (internal)
Operational	\$10K
Team	\$10K

سرمایه لازم برای ریسک کنترل شده مشخص است و در Use of Funds لحاظ می شود.

## 13. Final Note

واقعی Register Risk یعنی:

1. ریسک شناسایی شده
2. صاحب مشخص دارد
3. اقدام کاهش طراحی شده
4. KPI هشدار دارد
5. بودجه و مسئولیت مشخص است

این سند تضمین می کند سرمایه و منابع در مسیر کاهش ریسک حیاتی مصرف شود، نه صرفاً روی فعالیت های کم اثر.