Decision Maker Interviews * Version : Partners Teknical User Date: Competitor Solution - Market Fit Risk and Barriers (5) Differentiate Technology (+3 & -3) Customer Segments Designed For: ö Problem - Solution Fit Solution Customer Benefit Value Perception ÿ Value Proposition 1 Designed By: Problem Validation Customer Need Problem Q IPR Status Importance for Customer (+3 & -3) Technology Evaluation Canvas స్త్రీ Identifying MVP G. TRL Level / Development Levels Tech to Market Co-Innovators / Partners Features 🖓