Screening Questionnaire

For Pilot Group Selection

# Workspace Responses

**What is your current strategy for Pilot Group Selection? \***

Value realization framework tracks customer progress toward stated business outcomes through defined milestones and success metrics. We document value achieved for 78% of customers within 90 days. Quarterly business reviews validate ROI. Success plans aligned to customer goals. Challenge: quantifying soft benefits and attribution.

**What are your key milestones and timelines?**

Value realization drives retention and expansion. Success team creates and tracks value plans. Product prioritizes value-driving features. Marketing showcases value stories. Sales sets realistic value expectations. Finance helps quantify customer ROI.

**What are your next steps to improve Pilot Group Selection?**

Value delivery comparison: 78% achieve value vs 45% industry average, 420% ROI vs 250% benchmark, and 14-day time-to-value vs 45-day typical. Competitors focus on features not outcomes. Our value framework differentiates in enterprise sales.

**How do you measure success in Pilot Group Selection? \***

Value metrics: 78% achieve first value milestone within 90 days, 420% average ROI at 6 months, 4.5/5 value perception score. Value types: 40% efficiency gains, 35% revenue growth, 25% cost reduction. Time-to-value: 14 days median, 30 days p90. Value retention: 89% maintain or increase value over time.

**What specific evidence demonstrates your Pilot Group Selection effectiveness? \***

Value validation: Customers achieving value milestones show 94% retention, documented ROI drives 67% of expansions, and third-party audits confirm value claims. Customer testimonials emphasize measurable value. Investors impressed by value delivery metrics.

# Strategic Recommendations

1. Focus on optimizing core operational processes

2. Implement comprehensive customer feedback systems

3. Strengthen product-market fit validation

4. Build scalable infrastructure for growth

5. Develop clear KPIs and tracking mechanisms

# Strategic Next Steps

1. Immediate (Week 1-2): Validate assumptions with customer interviews

2. Short-term (Month 1): Quantify problem impact with specific metrics

3. Medium-term (Month 2-3): Develop and test MVP solution

4. Long-term (Month 4-6): Scale based on validated learnings

5. Ongoing: Maintain continuous feedback and iteration cycles

Generated on 10/23/2025, 2:29:35 PM

© 2025 ScaleOps6 - ST6Co