

Rapid Prototyping Team – Overview

Background

The purpose of the Rapid Prototyping Team (Proto Team) is to accelerate the sales cycle and develop novel proof-of-concept solutions for complex client challenges in short, time-bound engagements.

Traditional sales and consulting typically consist of longer engagements and contract cycles. The Proto Team will address this barrier by leveraging Design Thinking to conduct rapid discovery and deliver proof-of-concept solutions in a short timeframe. Once the solution has been proven, the goal is to engage the in a more formal contract to deliver the full solution.

Team

The Proto Team consists of a small core team with business and technical experts who focus on engaging clients to develop innovative solutions. We will add additional subject matter experts as needed for specific project needs.

Target Clients

The ideal client for the Proto Team with would encompass any of the criteria below:

- New clients who have not previously worked with Resultant
- Current clients who desire to explore a new direction/type of work with Resultant
- Clients with a clear problem statement who need to prove the feasibility of a solution
- Clients with an unclear problem statement who need guidance to identify their problems/solution
- Innovative clients who are in need of a quick proof of concept to make their concept tangible
- Clients who are categorized as mid-market with innovation intention
- Clients with the ability to fund projects that are \$250,000 or more (Note: this is *not* the cost of the rapid prototyping project, but the potential budget for projects that would follow)

Potential Projects

The ideal projects may include any of the following criteria:

- Undefined or poorly defined challenges that clients face and when solved, it will drive significant value
- Projects that can't or won't be sold unless able to be proven to be feasible prior to issuance of a full contract
- Problems that, if solved properly, have the potential to lead to contracts of at least \$250,000 in the following manner
 - Contract value for a single client from one or multiple projects
 - Contract value across multiple clients, if the solution is repeatable and has market appeal



Methodology and Project Timeline

The ideal timeline for a rapid prototype project is 4-6 weeks, with a maximum time of 6 weeks.

Projects will be approached via the following methodology:



Additional Information

If you have any question or would like to further discuss the Resultant's Rapid Prototyping Team, feel free to reach out to the team leads below:

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Appendix – Typical Project Activities

