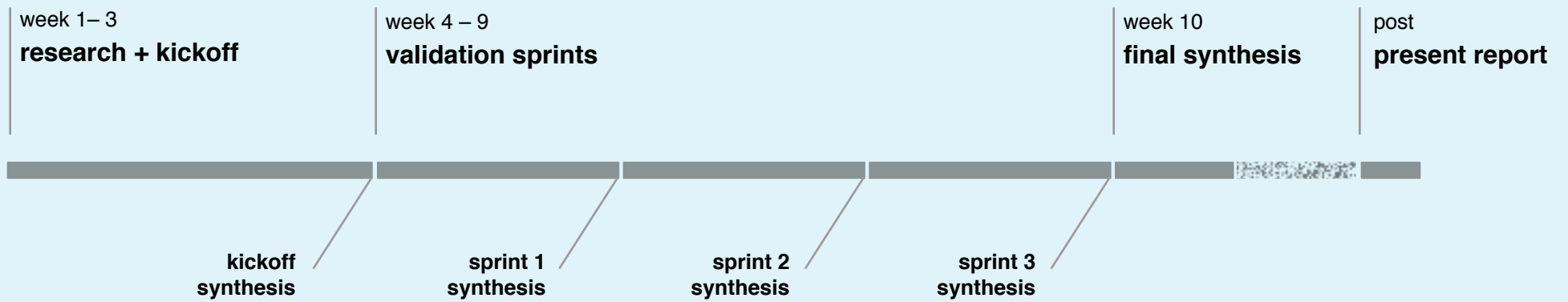


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# **NSF SBIR Discovery Kickoff**

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December 1, 2016

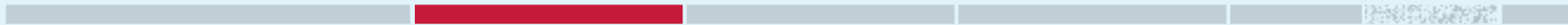


week 1–3  
**research + kickoff**

week 4 – 9  
**validation sprints**

week 10  
**final synthesis**

post  
**present report**



### Anatomy of a sprint

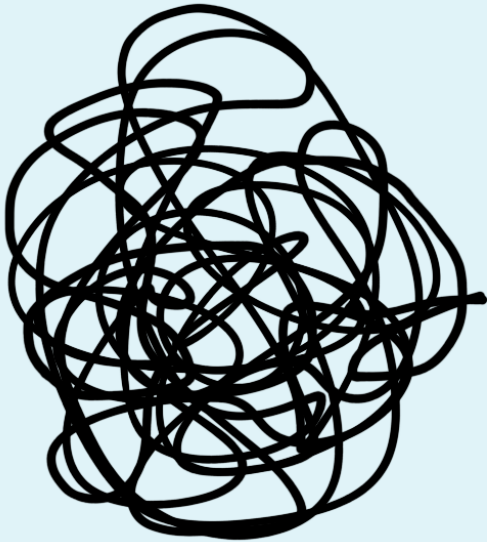


week 1–3  
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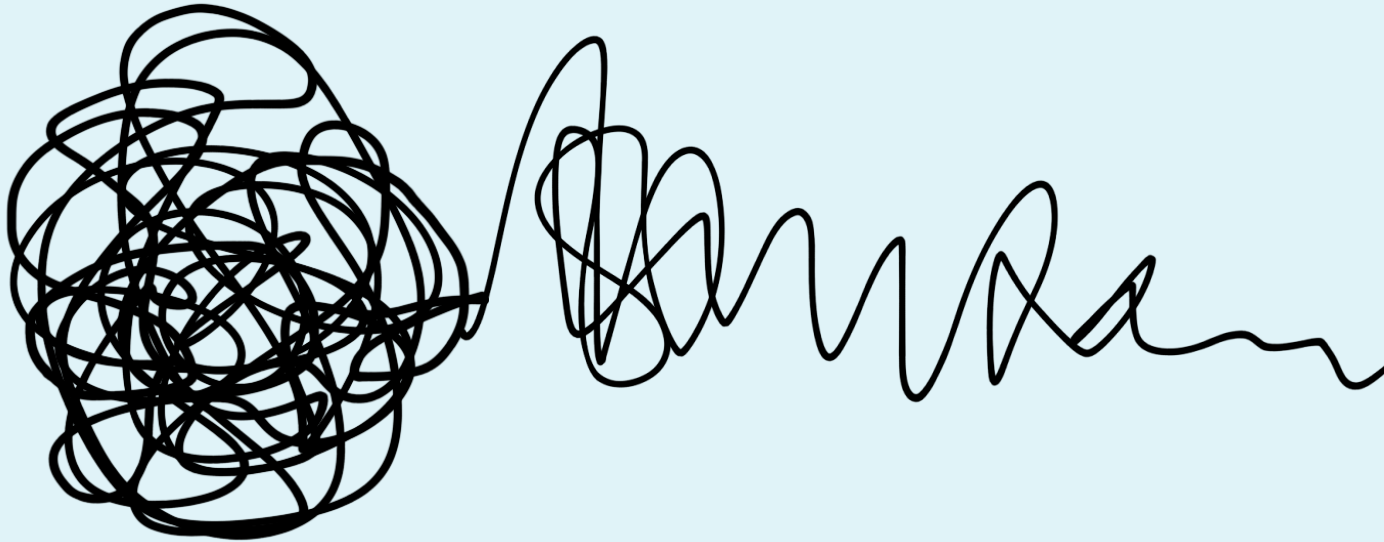
We conduct broad research and customer interviews. This provides the foundation to help us identify high-value solution areas to explore.

week 1–3  
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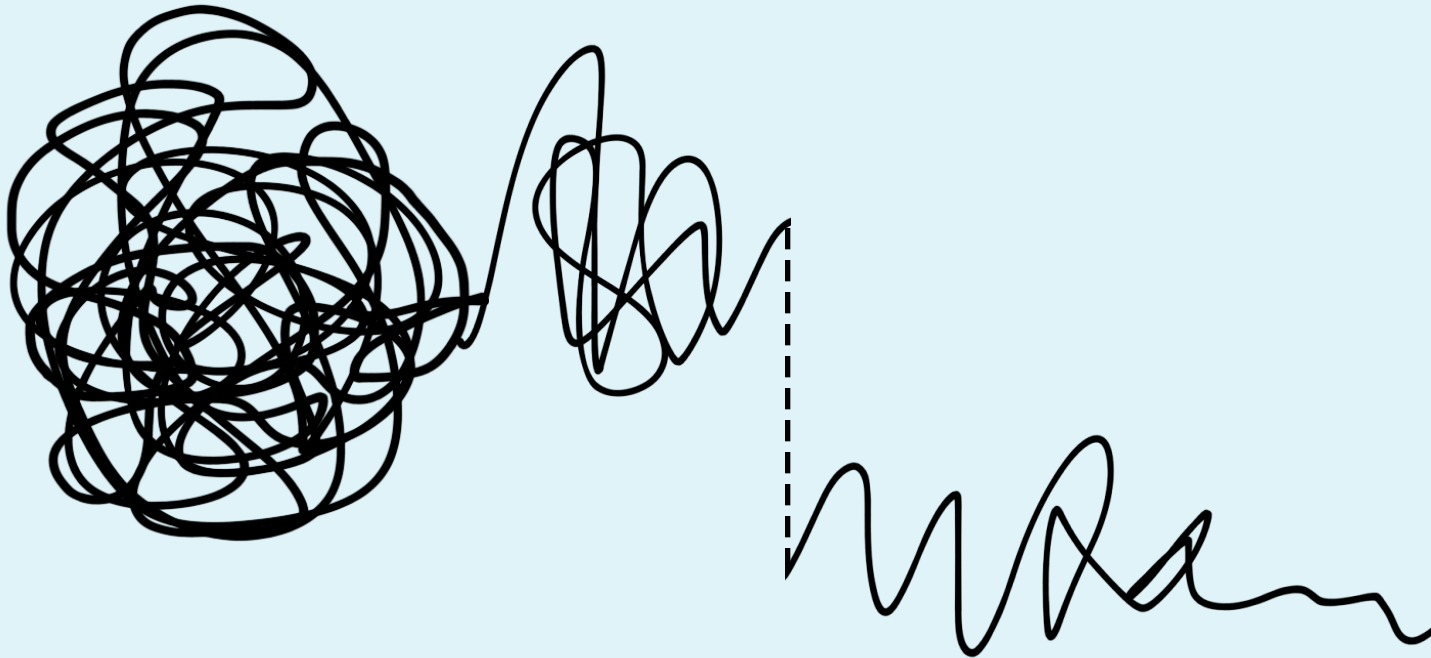
Validation sprints are a risk-mitigation technique. Each sprint is a small experiment that focuses on determining whether a hypothesis about the possible solution is valid or not.

week 1–3  
**research + kickoff**

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Validation sprints enable us to pivot sooner when a solution hypothesis does not pan out.