

Our Innovation process

This is a separate division (research); there will be separate leadership, team and processes. However this will work as an independent division and will interact with the board only in case for progress, approvals and delivery of entities for boards to approve and adopt them by progressing with the business

This document will act as a way to design, & develop this division. This will be a part of the **Research management** module of the 50+ domains spanning 24 ERP modules defined in our startup.

This document offers, steps, methodologies, tools, templates to make the processes. We will try to follow industry standards, however tailored to our needs.

<https://www.viima.com/the-innovation-archive/20-best-innovation-management-tools-choosing-the-right-one>
<https://www.gartner.com/reviews/market/innovation-management-tools>
<https://www.itonics-innovation.com/software>

Ideas are captured in tools like VIIMA, for example our Board:

<https://app.viima.com/bhadale-it/innovation-management/>

For this, we have plenty of ideas under each offering and we start ideation from top level before digging down to the MVP details.

For example, Products->Agriculture; we have few ideas listed in “**Bhadale Group of Companies -Agri Products catalogue**” available in dropbox folder

\Dropbox\Bhadale IT\Company Product offerings\Company Products-Level 1\Agriculture sector\Products

\Dropbox\Bhadale IT\Company Product offerings\Company Products details-Level 2\Agriculture sector\Products

\Dropbox\Bhadale IT\Company Product offerings\Company Products details-Level 3

Overview summary:

Once the user has read these three level documents, he/she will be able to start working towards the idea generation, proposal, and refining, extending or tailoring to the needs of the end users. User can use his/her expertise, experience, domain knowledge and technical skills in pitching the idea that are around these ideas that we currently have in our documents.

Once the likes/ comments/feedbacks for these board ideas are finalized, we will then shortlist these that ensure popular, market-needed, highest pain-point resolvers ideas are picked up. These are further investigated and the three level documents are updated that ensures the products really meet and fit the market needs. There will be no politics, or financial matters discussed at this stage. Also proper alignment with industry needs, frameworks, feasibility of an MVP are discussed in the Board, that ensures the products are really deriving values to end users, here for farmers and agriculture related occupations. Products need to be competitive and economical and have first level free features.

Once these ideas are finalized, then this is handed over to the research team who will then use their applied research work/ thesis/market research/ and add features to the main core engine, functionalities that will help the DevOps team to take over after handover. There will be a sample template that enables the smooth handover to agile DevOps teams to design the MVP.

There will be continuous improvement and refinement based on agile inputs from various stakeholders, prospective clients, external users and other well wishers. With this an MVP is designed and handed over to the Board of Directors that will then be used for business purpose.

The Board will engage with business experts, marketing agents, who will then tie up with angels, accelerators, opportunity seekers, funders for meetings and signoffs. Before meetings, board will add business values, marketing features, and opportunity scope, scalability, growth and segments of users to the MVP. Various paths for migration, reuse, overlays and options to work with our offers are defined that will enable better insights, visibility and not reinventing wheel for farmers will help them to engage with us to make their ventures a success story.

Along with venture, partners and experts, the board will then engage, involve right team that will help in moving the MVP product from TRL 1-3 to further levels by making room for lab work, experiments and prototypes for a full blown product. Suitable external program, Govt funds and subsidies are leveraged to reduce our financial obligations and not turn into a debt-ridden company.

This is a high level process map for the Product release to the alpha stage. Based on marketing feeds, more clients are likely to be engaged, involved and a steady source of commercial income will be developed that ensures our company grows and help investors, partners to benefit.

Innovation roadmap / steps:

1. **Board initiates** the idea development for crucial in-demand domains or specific offer based on their feeds. This initiative is handed over to the research team leader who will then manage the project lead to accomplish the desired deliverable in form of MVP, key features, documentation, templates, any business / research cases / similar work records and any earlier client references, key milestone deliverables defined for each offer
2. **Research team gathers Idea scope/area** from specific domain catalogues from 3 level folders
3. **Research lead initiates Ideas seeding**, prioritized and finalized in tools (Viima).
4. **Research team works on the deliverables**; gets approvals from Board
5. **Key milestones reached**, research lead hands over the deliverables like MVP and related docs to Board
6. **Board verifies**, approves/disapproves the MVP/ requests changes from the Research team
7. **Approved MVP is handed over to the Business + Engineering team** for further refinements and finding a fit to the market needs, actual production delivery tools, process, industry frameworks, QA and various development / engineering tasks.
8. **Business teams develops business**, marketing, financial plans, venture models, project profile for investors and fund managers, bankers
9. **Engineering team works cross-streams like IT, Computer**, Electrical and other streams to enable better production of the MVP to a full blown model
10. **Business team + Engineering team integrate** and agree upon the multi-variables, factors that make the product unique.
11. **Business team + Engineering team offers base level verification**, validation of ideas is conducted using various tools that ensure TRL level/ maturity needs are met. We plan to have **TRL 1-3 levels** ready to move to lab/ R&D unit MVP
12. **Business team + Engineering team hands over a** final matured MVP to the Board
13. **Board does an independent verification**, and request for any changes as needed for presentations. **Board approves**
14. Once the Board approves the MVP, this is **then released to the Sales and Marketing team** for engagement managers to work with clients

15. Sales pipeline is adjusted and **field work is started** to ensure all the required external lab, team, R&D tie-ups are made available that ensures project moves to next TRL and related teams are formed to make this step move towards product demo/ Technology demonstrator and client engagements until final UAT and handover.
16. Sales and Business teams **obtain feedbacks** and update Board
17. **Board offers any further help** to clients and any further projects
18. **Board closes the project** and final sign off with **maintenance / operations manager identified** for clients

This roadmap is part of the Research group engagement with the internal business + engineering teams. Apart from this other teams will have various other roles to play based on the projects identified

Implementation:

To materialize the above, we start by picking up the key features like issues from the solutions dashboard Excel sheet. These are then populated to the domain innovation proposal document, example: **Bhadale Group of Companies - Innovative project proposal for Agri Services.doc**

The proposal will host all necessary abstracts required to get the higher approvals and investor's attention. This is part of the strategy for idea seeding, idea dissemination, and idea validation from know resources.

Also various types of idea related templates are used to identify market segments, value generated, cost savings, automation etc

All these are stored in respective 50+ domain folders; these become our pitches and showing how our services add value. Later on these 50 domain docs will be broken for each project, which is a massive exercise as there are at least 1000 total projects identified.