Strategic Roadmap for Ceruleant Systems

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| Current Status  POC | Date:  12/20/2019 | 🡪 | MVP | Date: | Alpha | Date: | Beta | Date: | 🡪 | V1 |  |

Status 1 2 3 4 5 6 7 8 9 10 Status 1 2 3 4 5 6 7 8 9 10

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| What’s Right, Right Now… |  | Continuation 🡪 🡪🡪 | Continuation 🡪 🡪 | Continuation 🡪 |  | We Consistently… |
| * The theory is written * The patent has been filed * We know we are stuck * We have the correct mentality – fail fast * Christ centered team | 🡪 | Patent paperwork  Maintain fail fast  Stay humble | Maintain faith attitude and Christ focus  Maintain partnership with Steve-Midco | Maintain faith attitude and Christ focus  Maintain partnership with Steve-Midco  Take on one other validation partner | 🡪 | Are a Christ centered business that lives our values  We walk by faith |
| What’s Wrong, Right Now… |  | Elimination | Elimination | Elimination |  | We No Longer… |
| * Jason is lonely * No revenue | 🡪 | Isolation – Trip to CA | Noise from potential other avenues/ventures  Scope creep | All other features that are not viable for V1  Noise from friends and industry  Bugs | 🡪 | Question where the product is heading and who we are selling it to |
| What’s Confused, Right Now… |  | Illumination | Illumination | Illumination |  | We Now Know… |
| * Clear direction on next steps * Choosing the right target market * Choosing the right Alpha Partner * Deciding on the right Software Dev Patter * Does the theory prove practical | 🡪 | Validate theory is viable  Validate encraaS  Validate business prop  Define dev role | Demo prototype to Fred  Demo prototype to possible customers  Decide on funding model | Create customer list 30-50  When will we launch V1  Define SLA | 🡪 | Market size  Entry strategy  Q1 revenue goals  Post V1 roadmap |
| What’s Missing, Right Now… |  | Acceleration | Acceleration | Acceleration |  | We Are Now… |
| * Jason needs some kind of partner * Someone to drive product direction * Technical Development * Financial Timeline | 🡪 | Hire a PT developer  Create revenue roadmap  Develop working prototype  Have benchmarks for speed, size and breakability | Decide dev role as ft/pt  Customer validated core feature set  Decide on BoA  Partner with Stanford | Head’s down dev  Whitepaper on 3rd party confirmed benchmarks  Submit entry papers at conferences | 🡪 | Marketing heavily to contacts  Advertising through our website  Speaking at 1 or 2 conferences |