

## Readiness Assessment

Launch Consideration	Readiness Criteria Product: Solar water heating systems
Beta Planning	<ul style="list-style-type: none"> <li>• Beta Plan was completed and approved</li> <li>• Launch date is set at 25 May 2024.</li> </ul>
Beta Testing	<ul style="list-style-type: none"> <li>• Testing was completed at our testing site</li> <li>• Testing took place over a month period</li> <li>• A Pilot test was conducted</li> </ul>
Roles and Responsibilities	<ul style="list-style-type: none"> <li>• Product Manager managed testing and key stakeholders</li> <li>• UX conducted testing for the app</li> <li>• Customer support and manufacturing and operations were periodic observers during the testing</li> <li>• All observations and feedback were documented</li> </ul>
Success Metrics	<ul style="list-style-type: none"> <li>• Small and moderate-sized solar water heating systems tested as planned and worked perfectly</li> <li>• The app worked as required</li> <li>• The large system test ran into some issues that must be addressed before launch.</li> <li>• App did not recognize the large system configuration model and certain features were not operational</li> <li>• Users had a few issues learning how to operate and configure the system</li> <li>• Users found several typographical errors in the system instructions</li> <li>• Overall the users were pleased</li> </ul>
Launch Plan	<ul style="list-style-type: none"> <li>• Launch plan updates are complete</li> <li>• Launch plan approval is pending</li> </ul>
Sales and Channel	<ul style="list-style-type: none"> <li>• Sales and channel assessment completed</li> <li>• Gaps in demo presentation</li> <li>• Non technical tutorials will need to be created for sales team</li> <li>• All training requirements will be complete one week prior to launch</li> </ul>
Customer Support	<ul style="list-style-type: none"> <li>• Customer support assessment completed</li> <li>• Need two additional positions to be filled to support post launch help desk</li> <li>• New personal must be trained and in-place within one week of the</li> </ul>
Manufacturing and Operations	<ul style="list-style-type: none"> <li>• Manufacturing &amp; Operations assessment completed</li> <li>• Lead time for certain components to support large user systems can impact delivery</li> <li>• Working to finalize delivery systems and address blockers prior to launch</li> </ul>

Product Documentation	<ul style="list-style-type: none"> <li>• System documentation needs to be updated for typographical errors</li> <li>• A downloadable manual with illustrations instead of an all-text tutorial is needed</li> </ul>
Business Plan	<ul style="list-style-type: none"> <li>• Business Plan updates completed</li> <li>• Business Plan approval pending modifications and updates</li> </ul>
Launch Decision	<ul style="list-style-type: none"> <li>• Decision to launch pending</li> <li>• Goal is to approve launch by 15 May 2024</li> <li>• All action items being monitored</li> </ul>