

The Relevance Path: Solutions Valuation Review

Solutions Valuation Review

(identify which is the firmer timeline or priority)

Customer's Timeline: Flexible or Rigid

Customer's priority: Time or Budget

Key:

Stakeholder Type: ★ Primary, ✱ Secondary, ◇ Tertiary

Real Needs, Obstacles, and/or Goals: Addressed, Not Addressed

Value Type: (ie cost-savings, productivity enabler, increased process efficiencies, increased response time...); Addressed, Not Addressed

Risk Type: (project costs, project schedule, performance, policy, system, personnel, political/office dynamics)

Risk Potential: (Potential to impact project costs, project schedule, or performance) **High:** Great potential; **Medium:** Slight Potential; **Low:** Relatively Little Potential

Risk Probability: (Probability of occurring) **High:** >70% chance of occurring; **Medium:** 30 - 69% chance of occurring; **Low:** <30% chance of occurring

Potential Solution (identify Stakeholder Type Solution Addresses)	Future State: Capabilities/Opportunities Solution will Enable (Real Needs, Obstacles, and Goals Addressed by Stakeholder Type)	Solution Limitations: Real Needs, Obstacles, and Goals Not Addressed by Stakeholder Type	Value Types Addressed/Not Addressed by Stakeholder Type	Risk Type	Consequences	Risk Potential High, Medium, Low	Risk Probability High, Medium, Low	Mitigation Strategies	Risk After Mitigation High, Medium, Low	Risk Probability After Mitigation High, Medium, Low
★ Primary										
✱ Secondary										
◇ Tertiary										

This artifact is referenced in Chapter 6 of *The Relevance Path: 7 Steps to Give Your Organization the Decisive Edge*.

Want to be more relevant? Find your relevance at TheRelevancePath.com.

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