

THE UNITE INNOVATION APPROACH | OVERVIEW

Overview of the end2end innovation approach



Search field
Opportunity space

#JTBD

DESIGN
THINKING

Business
model
innovation

Steve Blank
Customer
development

THE LEAN
STARTUP

Conversion
optimization

Scrum

Growth
Hacking

MANAGEMENT Y

Incubation

Acceleration

1 STAGE 1
SETUP

1-4 weeks

Definition of the business direction, search field & opportunity space, identification of capabilities to leverage, scouting for the team, and organizational setup.

2 STAGE 2
PROBLEM/SOLUTION FIT

12 weeks
10 months of market

Based on the opportunity space, thorough identification of the customers' needs (their Jobs-to-be-Done) and design of business concepts that respond to those needs, thereby achieving qualitative *Problem/Solution Fit*.

3 STAGE 3
SOLUTION/MARKET FIT

12 weeks
10 months of market

The Minimum Viable Product leads to a large-scale real-life validation and huge quantities of proof of service. Innovation is validated through

4 STAGE 4
BUILD AND SCALE

18-24 months
10 months of market

Building and scaling the proven business model by now creating a

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Breakthrough The Next Step

J Elliott



Breakthrough The Next Step:

Unveiling the Power of Verbal Artistry: An Emotional Sojourn through **Breakthrough The Next Step**

In a global inundated with displays and the cacophony of instant transmission, the profound energy and mental resonance of verbal beauty frequently diminish into obscurity, eclipsed by the continuous onslaught of sound and distractions. Yet, set within the lyrical pages of **Breakthrough The Next Step**, a charming work of literary splendor that pulses with natural feelings, lies an unique journey waiting to be embarked upon. Published with a virtuoso wordsmith, this interesting opus guides readers on a mental odyssey, softly exposing the latent possible and profound influence stuck within the complicated internet of language. Within the heart-wrenching expanse of this evocative evaluation, we shall embark upon an introspective exploration of the book is main themes, dissect its interesting writing style, and immerse ourselves in the indelible impact it leaves upon the depths of readers souls.

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