

SCALING YOUR SOLUTION

Worksheets, updates
and comments
available online:

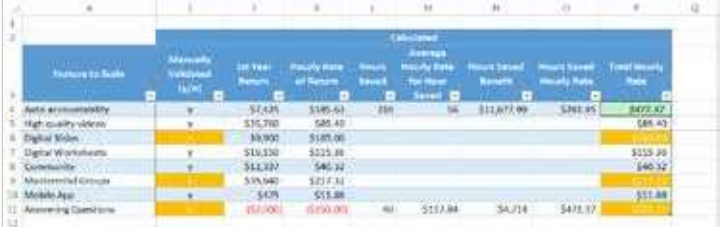


Problems it Solves

In the last exercise you learned how to build your development team. Now you will learn what to do with that team.

To do that, you will need to solve two problems:

- Which features should you automate first?
- When should you prioritize customer acquisition growth over feature automation?



Feature to Scale	Monthly Volume (k)	1st Year Return	Hourly Rate of Return	Hours Saved	Hours Saved Per Hour	Hours Saved Monthly	Hours Saved Monthly Rate	Total Hourly Rate
Auto-remediability	10	\$1,425	\$185.61	200	50	\$11,875.99	\$395.85	\$492.82
High quality videos	10	\$15,700	\$85.40					\$85.40
Digital Workflows	10	\$9,900	\$185.00					\$185.00
Digital Workflows	10	\$16,130	\$225.80					\$225.80
Contentivity	10	\$11,100	\$40.22					\$40.22
Automated Onboarding	10	\$10,940	\$27.51					\$27.51
Mobile App	10	\$425	\$15.88					\$15.88
Assessing Customers	10	(\$1,000)	(\$150.00)	40	217.84	\$4,714	\$471.17	\$17.17

Grab your Scaling your Solution FOCUS Spreadsheets.