

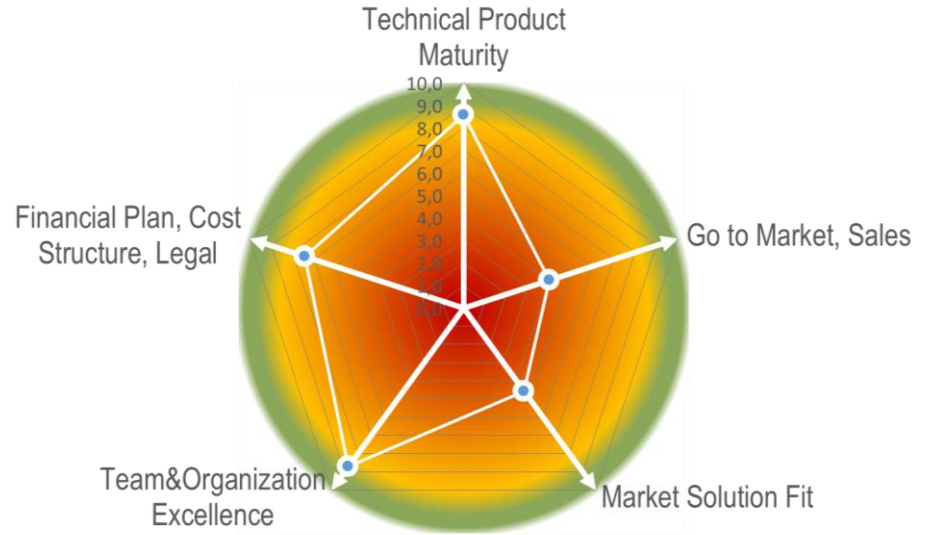


acccoï's Acceleration Radar© and Business Outcome Activity Matrix

How we Start Accelerating: acccoi's Acceleration Radar ©

Assess and strengthen performance in critical business areas (example)

- Acceleration Radar is a method to identify the company's **strengths** and **gaps** and helps to identify the **needed activities...**
- to grow and accelerate **company value**
- and achieve a **successful exit**



Result: Business Outcome Activity Matrix – Growth impact and ROI within 6/12 months (example)

Critical Success Factors	Long term and short term recommendations
Technical Product Maturity	<ul style="list-style-type: none"> File Patent in US
Market Solution Fit	<ul style="list-style-type: none"> Change Existing Pricing Strategy Add Premium Enterprise Pricing
Go to Market, Sales, Marketing	<ul style="list-style-type: none"> Revisit all opportunities of last 18 months Acquire 2 Customers in Telco Implement Strategic Market Communication Implement Advisory Board Structure Become Gartner „Cool Vendor“
Team & Organization Excellence	
Financial Plan, Cost Structure, Legal	

