Step 1: Define future value opportunity scenario

<table>
<thead>
<tr>
<th>Topic:</th>
<th>Team:</th>
<th>Date:</th>
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**Step 2**
Clarity current state

<table>
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<tr>
<th>Now</th>
<th>Short term</th>
<th>Medium term</th>
<th>Long term</th>
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**Step 3a**
Establish core path to value

**Step 3b**
Map market, business and commercial drivers, opportunities and context

- Market Trends & drivers?
- Regulation?
- Standards?
- Policy?
- Competing firms & technologies?
- Customers?
- Application Business strategy?
- Products?
- Services?
- Sales & marketing?
- Support for customers?
- Distribution and logistics?

- Value context?
- Early / niche opportunities?
- Value capture?
- Business models?

**Step 3c**
Map technology, finance, resource and partnering requirements, opportunities and context

- Stepping stones / Demonstrators / Decision points

**Step 4**
Consider alternative paths / options

**Step 5**
Elaborate:

- a) Assumptions, Uncertainties, Risks, Knowledge gaps, Enablers & Barriers
- b) Strategic sub-themes / layers ('unpack' core path for Step 3; cluster / organise for Step 4)
- c) Quantify nodes $$$ (ranges) Estimate confidence levels

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