IN-4-AHA Scale-up Model

Phase 3 – PILOT

### Solution

* 1. What is the problem your solution targets. With information gained from the pilot, do you need to reassess the problem?
  2. With new information available, are there any additional market opportunities for your innovation?

### Environment

* 1. What aspects of the legal setting turned out to be relevant during the pilot?
  2. How did the solution fit into existing processes and infrastructure?
  3. Which cultural and behavioural aspects turned out to be important?
  4. Which organisations, individuals and authorities contributed most to the testing?

### Solution

* 1. How did different stakeholders experience the solution?

*Was it easy to use for them? How did they accept it and perceive it?*

* 1. Which features of the solution proved most significant during testing?

*Also include the gaps that might have appeared.*

### Resources

* 1. Was the scope and scale of testing adequate to reach intended goals?
  2. Was your contribution of resources to the pilot enough? Where were the gaps?
  3. Which partners were most influential helping you implement the testing?

### Conclusions

* 1. Based on the results of the pilot, is scaling up a feasible opportunity for you?