

Pilot Resources		Possible Criteria
Resource	Categories	Details
People	Department	
	Individuals	
	How much time	
Money	Facilities	
	Equipment	
	Working capital	
Technology	Research equipment	
	Production equipment	
	Outsourced technology	
Partners	Who	
	What	
	Why	
Milestones	Strategic	
	Performance	
	Resource utilization	



Factor		Possible Criteria	
Business Performance	Factors	Details	
Resources	People used		
	Finance used		
	Other resources used		
Technology	Product		
	Process		
	R and D		
Partner	Relationship		
	Expectations		
	Long-term objectives		
Strategy	Improve customer intimacy		
	Enhance productivity		
	Product leadership		
	New market		
Financial	Meets long-term objectives		
	Enhances profitability		

Factor	Possible Criteria	
Decision Criteria	Reason	Explanation
Cancel project	Technology failure	
	Financial failure	
	Strategic failure	
Extend project	Technology will work	
	Incremental resource allocation to fix	
	Promising outcomes	
Add resources	Needs more finance or people to meet milestones	
	Technology limitations can be overcome	
	Greater outcomes possible	
Scale up	Create next step of pilot	
	Move to production	
	Use pilot results to attract resources	
	Use outcomes to engage new partners	
Review process	Were initial assumptions ok	

