

## EXECUTIVE DIAGNOSTIC SESSION

# A fast, external read on the constraint you can't see yet.

Your technology works and your first customers are real — but the business has stopped compounding. Sometimes the constraint is a system that won't scale. Sometimes it's the direction the architecture is taking. **The session is the lighter way to find out which** — built on your self-assessment, before any confidential information changes hands.

### WHAT IT IS

A single, focused conversation built on what can be seen from the outside — and on the self-assessment you complete first. No internal access, no preparation beyond the assessment, no commitment beyond the time in the room.

It reads your venture across the framework's three dimensions — **Technology, Organisation, Trust** — and across both questions deep-tech has to answer: is the system mature enough to scale, and is the architecture pointed where convergence is heading? **Delivery or direction** — the session names which constraint is binding. The output is a diagnosis, not a pitch.

### HOW IT WORKS

#### BEFORE — YOUR ASSESSMENT

##### The self-assessment, first

You complete the free self-assessment in advance. **It is the input** — together with public signals (filings, funding, positioning, team, market) it becomes the set of hypotheses I bring into the room.

#### DURING — 90-120 MINUTES

##### Hypotheses, stress-tested

A structured conversation refines and pressure-tests those hypotheses against your reality. You talk; the diagnosis takes shape in real time.

#### AFTER — THE READ

##### Three risks, and an honest call

The structural risks most visible from the outside, immediate recommendations, and a clear verdict on whether going deeper is warranted — or whether the picture is already clear enough to act.

### WHAT YOU WALK AWAY WITH

## A diagnosis you can act on the same week.

- **The three structural risks** most visible from the outside, ranked.
- **Immediate recommendations** — what to address first, and why.
- **An explicit confidence read** — go deeper with the Sprint, or proceed directly. Said honestly, either way.

|            |                                                        |
|------------|--------------------------------------------------------|
| FORMAT     | <b>Single session</b><br>90-120 min · online or onsite |
| REQUIRES   | <b>Self-assessment</b><br>completed in advance         |
| ACCESS     | <b>None required</b><br>external observation only      |
| INVESTMENT | <b>€950</b><br>credited in full to the Sprint          |

### WHERE IT LEADS — TWO HONEST OUTCOMES

#### Deeper — the Diagnostic Sprint

When the situation warrants going inside: four weeks, a full SSMF assessment, the binding constraint named and the system decisions defined. **The session fee is credited in full.**

#### Direct — engage now

When the picture is already clear: straight into a domain sprint, advisory, or an embedded role — scoped to wherever the diagnosis points across org architecture, product & platform, or market & partner development. **The constraint sets the scope, not a package.**