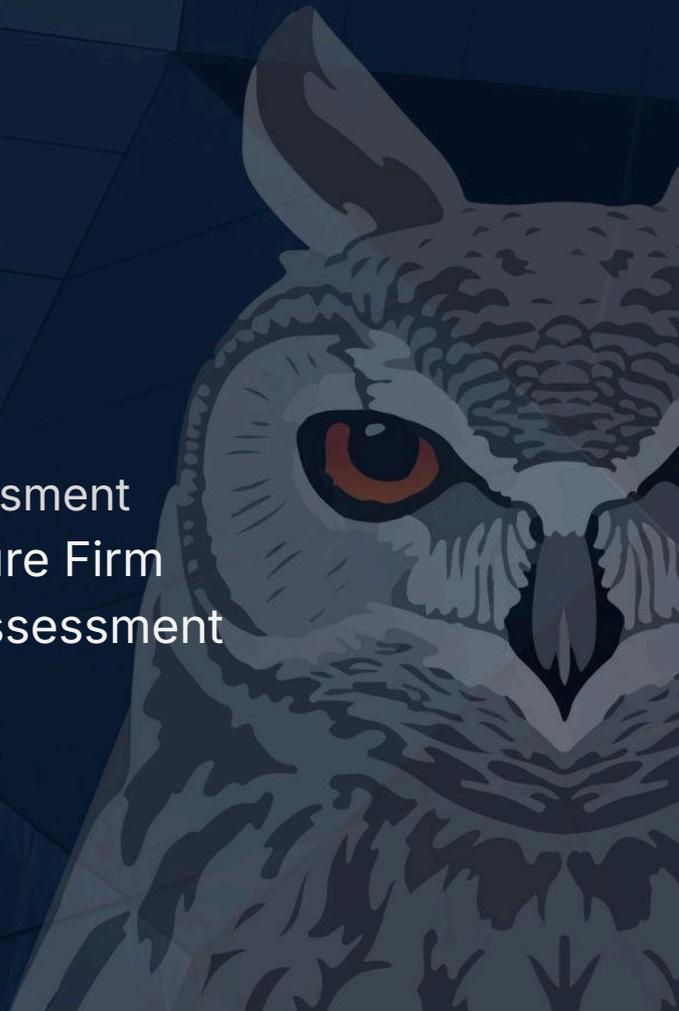

Aforsoft

Product & Solution
Assessment

Standard Assessment
Interior Architecture Firm
Proposal Process Assessment



Sample Standard Assessment Outputs

Sample Standard Assessment Outputs	1
1. Scenario Summary	2
1.1 Company Profile.....	2
1.2 Business Problem Addressed.....	2
1.3 Assessment Scope.....	2
1.4 Purpose of This Assessment.....	3
2. MVP Feature List	3
2.1 Purpose of the MVP.....	3
2.2 Features Included in Scope.....	4
2.3 User Scenarios and Core Flows.....	4
2.4 Rationale for the Features.....	5
2.5 Features Intentionally Excluded from Scope.....	5
2.6 MVP Boundaries.....	5
3. Technical Design Summary	6
3.1 Technical Roadmap (High Level).....	6
3.2 Overall Technical Approach of the Solution.....	6
3.3 System Boundaries and Scope.....	7
3.4 Technical Handling of Processes.....	7
3.5 Critical Technical Risks and Points of Attention.....	7
4. Assessment Outcome	8
4.1 Clarified Technical and Operational Points.....	8
4.2 Questions Answered by the MVP.....	8
4.3 Topics Intentionally Left Open and Deferred.....	8



1. Scenario Summary

1.1 Company Profile

The assessed company is a mid-sized interior architecture office that produces residential and commercial projects and works with multiple clients simultaneously.

The company runs design, proposal, revision, and implementation processes in parallel. As the number of projects increases, the operational follow-up workload on the team grows noticeably.

Most processes are carried out via email, WhatsApp, and file-sharing tools.

There is no technical development team, and existing digital tools remain limited in their ability to support operations.

1.2 Business Problem Addressed

The company has previously attempted to manage the proposal and revision process through partial improvements; however, as the process has grown, the following problems have become persistent:

- It is not clearly visible which stage a large number of proposals are at simultaneously
- Holistic tracking becomes difficult because revision requests arrive through different channels
- Approval delays and the reasons behind those delays cannot be measured
- Project managers spend a significant amount of time on non-design, operational follow-up tasks

The company believes that this problem is no longer purely operational, but structural.

1.3 Assessment Scope

Within this assessment, the following areas have been addressed:

- Creation and tracking of proposals
- Inclusion of revision requests into the process



- Traceability of progress within the proposal process

The following areas have been consciously excluded from scope:

- Design production processes
- Construction site and implementation tracking
- Financial calculations and accounting
- Human resources or team planning

The goal is to identify a clear problem area that can be addressed at the MVP level.

1.4 Purpose of This Assessment

The purpose of this assessment is to clarify whether addressing the proposal and revision process with software support can truly produce meaningful value.

By the end of the assessment, the aim is to establish a decision-ready framework regarding:

- Which features should be included within the MVP scope
- Which topics should be consciously left out
- What technical direction it makes sense to proceed with

2. MVP Feature List

2.1 Purpose of the MVP

The purpose of this MVP is to validate whether handling the proposal and revision process with software support truly creates value within the interior architecture office.

The MVP does not aim to solve the process end to end; instead, it focuses on proposal tracking, revision visibility, and reducing uncertainty within the process.

In this context, the MVP is not considered a product development effort, but an initial step designed to test specific assumptions.



2.2 Features Included in Scope

Within this MVP, the following features are recommended to be included:

- Ability to track proposals as individual records
- Maintaining current status information for each proposal
- Linking revision requests to the relevant proposal
- Ability to review changes made during the proposal process retrospectively
- Visibility into how long proposals wait at each stage of the process

These features aim to make the proposal process visible, traceable, and controllable.

2.3 User Scenarios and Core Flows

The user scenarios addressed within this MVP have been defined to clarify who will use the product and through which core flows.

The following scenarios are expressed through actors and process steps, without going into screen or interface details.

Scenario 1 – Proposal Creation and Inclusion in the Process

The user preparing the proposal creates a new proposal by entering the required information. The created proposal becomes trackable within the process.

Scenario 2 – Proposal Delivery and Waiting Period

After the proposal is shared with the client, it moves to a “waiting for response” status. At this stage, how long the proposal has been waiting can be tracked.

Scenario 3 – Receiving a Revision Request

A revision request received from the client is linked to the relevant proposal. When and at which stage the revision request arrived becomes visible within the process.

Scenario 4 – Update After Revision

The revised proposal is updated and reintroduced into the process. Changes made at this stage can be reviewed retrospectively.

Scenario 5 – Proposal Approval or Closure

When the proposal is approved or cancelled, the process is completed. The stages the proposal went through and the total time to completion can be tracked.

These scenarios represent the core usage flows covered within the MVP.



2.4 Rationale for the Features

The features and scenarios listed above have been included in the MVP scope for the following reasons:

- The core problem in the process is lack of visibility and tracking
- Revision and approval delays cannot be measured
- Operational follow-up depends on individual effort
- These problems can be tested with a limited scope

This scope aims to achieve maximum learning with minimum effort.

2.5 Features Intentionally Excluded from Scope

The following topics have been consciously excluded from the MVP scope:

- User roles and authorization structures
- Advanced reporting and analytics screens
- Visual design and interface details
- Operational areas outside the proposal process

These topics have been deferred to later phases to avoid diluting the focus of the MVP.

2.6 MVP Boundaries

The boundaries of this MVP have been defined as follows:

- The goal is to validate whether the process produces value
- The scope is limited to the proposal and revision process
- Expansion decisions will be made based on real usage and feedback

These boundaries aim to prevent uncontrolled growth of the work.



3. Technical Design Summary

3.1 Technical Roadmap (High Level)

Within this assessment, the product's technical approach has been handled not as a single, complete solution, but as a step-by-step structure. The proposed technical roadmap follows the sequence below:

Step 1 – Establishing the Core Process Model

In the first step, the proposal and revision process is addressed through a technically simple model. The goal at this stage is to clarify the core steps and states of the process.

Step 2 – Making Process States Traceable

Which stage proposals are at and how they progress through the process are made technically traceable. This step directly targets the visibility problem.

Step 3 – Incorporating the Revision Flow into the Process

Revision requests are linked to the relevant proposal and become part of the process flow. This ensures that revisions are no longer detached notes outside the process.

Step 4 – Making Process Durations Measurable

How long proposals and revisions wait at each stage becomes technically measurable. This step enables observation of whether the improvement truly produces value.

This roadmap aims for controlled and observable progress rather than completing the product in a single iteration.

3.2 Overall Technical Approach of the Solution

The proposed technical approach is designed as a lightweight and focused layer added on top of existing working practices, without completely changing them.

The core principles of the approach are:

- Avoiding major changes that would disrupt existing workflows
- Addressing the process with the simplest possible technical structure
- Focusing only on core needs in the initial phase

Within this scope, detailed architectural design or technology selection has not been addressed in this assessment.



3.3 System Boundaries and Scope

The system boundaries addressed within this technical assessment have been defined as follows:

- The solution is limited to the proposal and revision process
- It is designed to work alongside existing communication and file-sharing tools
- There is no direct intervention in design production tools or financial systems

These boundaries aim to keep the technical work controllable and open to future expansion.

3.4 Technical Handling of Processes

Technically, the process is handled through a proposal-based structure. Each proposal is treated as a separate process unit within the system and progresses through different states over time.

Revision requests are handled as part of this process, and changes are made reviewable retrospectively. This approach aims to increase traceability without increasing technical complexity.

3.5 Critical Technical Risks and Points of Attention

The main points to consider in this technical approach are:

- Expanding scope too early
- Adding complex technical structures before the process is validated
- Forcing advanced features in the initial phase

To manage these risks, adherence to the technical roadmap and observation of outcomes at each step are recommended.



4. Assessment Outcome

4.1 Clarified Technical and Operational Points

As a result of this assessment, the following points have been clarified:

- The problem at hand is not proposal production, but the inability to manage the proposal and revision process
- This problem can be tested and improved through a small, focused software effort
- The features addressed at the MVP level are sufficient to make the process visible and measurable
- The solution can be implemented without completely changing existing working habits

This clarity makes it explicit which problem the work will solve and which problems it will not attempt to solve.

4.2 Questions Answered by the MVP

With this assessment, the MVP has been defined to answer the following questions:

- Does making the proposal process visible through software actually reduce operational workload?
- Do revision and approval delays become measurable?
- Does centralized process tracking improve project managers' time usage?

The answers to these questions can be observed through real usage before making a larger investment or scope expansion decision.

4.3 Topics Intentionally Left Open and Deferred

The following topics have been consciously excluded from this assessment:

- User management and role structures



- Advanced reporting and analytics needs
- Design, implementation, or construction site processes
- Operational areas outside the process

These topics were deferred to focus on validating the core problem in the initial phase and determining whether the solution truly produces value. They should only be addressed in separate and more comprehensive efforts after the MVP results have been evaluated.