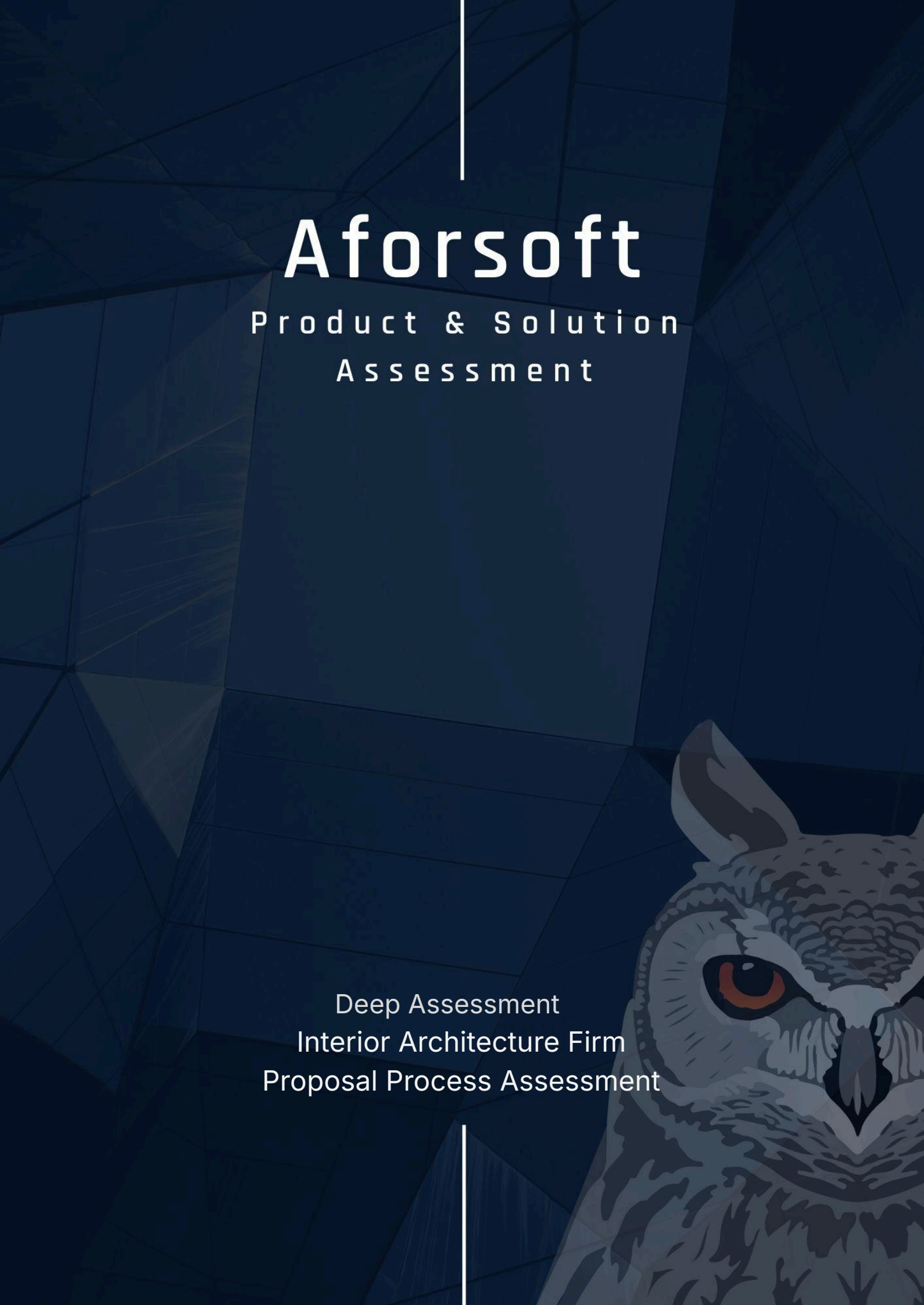
Aforsoft

Product & Solution Assessment



Deep Assessment
Interior Architecture Firm
Proposal Process Assessment

Sample Deep Assessment Outputs

1. Scenario Summary

1.1 Company Profile

The assessed company is an interior architecture office that carries out residential and commercial projects, whose team size and project volume have increased over time.

The company manages a large number of projects simultaneously with differing client expectations. While operational processes were manageable with small teams in the past, growth has caused fragmented tools and personal tracking methods to become insufficient.

There is no technical development team, and the sustainability of processes depends on internal team discipline.

1.2 Business Problem Addressed

The company observes that the problems experienced in the proposal and revision processes have become structural rather than purely operational.

The key problems are as follows:

- Inability to manage a large number of proposals and revisions simultaneously
- Processes becoming dependent on individuals
- Inability to retrospectively analyze the reasons for delays
- Operational workload concentrating on project managers

This situation creates risk if growth continues and raises questions about the sustainability of the current structure.

1.3 Current Structure and Complexity

The current structure consists of multiple tools used together, without a centralized process management structure.

- Proposals are prepared in different formats

- Revision requests arrive through different channels
- Process statuses are tracked through personal notes and messaging

This complexity grows exponentially as the number of processes increases and makes operational risks invisible.

1.4 Purpose of the Assessment

The purpose of this assessment is to clarify how the current structure can be sustained, where transformation is required, and what risks such transformation involves.

By the end of the assessment, the following are intended to be presented in a decision-ready manner:

- The cost of continuing with the current structure
- Options for gradual transformation
- The pros and cons of a more radical reconsideration

2. Detailed Assessment Report

2.1 Analysis of Current Processes

As a result of the analysis, it has been observed that proposal and revision processes have grown organically over time, but that a corresponding process structure has not developed alongside this growth.

In the current state, processes:

- Do not have standardized start and end points
- Progress in different ways based on personal habits
- Do not have written or centrally defined process steps

As the number of processes increases, this leads to loss of control and makes operational risks invisible.

2.2 Review of the Existing Technical Structure

There is no centralized technical structure within the company that manages processes end to end. The tools in use were selected to address individual needs but were not designed to work together.

From a technical perspective, the current structure:

- Does not store process data in a persistent and holistic manner
- Does not allow retrospective analysis
- Cannot establish relationships between processes

As a result, the technical structure becomes an obstacle to the operation over time, rather than a support for the growing organization.

2.3 Critical Problem Areas

As a result of the assessment, the following critical problem areas have been identified:

- Lack of clear process ownership
- Process progress being dependent on personal tracking
- Inability to measure revision and approval delays
- Process data not being suitable for decision-making

These issues create operational inefficiency in the short term and pose scalability risks in the medium term.

2.4 Risks and Constraints

The risks that may arise if the current structure continues are as follows:

- Rapid increase in process complexity with growth
- Loss of critical information together with individuals
- Accumulation of operational errors without being noticed

On the other hand, there are also constraints within the transformation process:

- Limited technical capacity
- Operational workload making transformation more difficult
- Natural resistance to change

These risks and constraints make it necessary to approach transformation in a controlled and gradual manner.

2.5 Alternative Approaches

Within the scope of the assessment, multiple technical and operational approaches have been considered for the existing problem area.

These approaches can be summarized as follows:

- Continuing with the current structure and increasing manual discipline
- Partially supporting the process through fragmented improvements
- Initiating transformation by establishing a centralized process structure

Each approach carries different costs and risks in the short and medium term. For this reason, consciously selectable options have been presented rather than a single “correct solution.”

3. Technical Direction

3.1 Possible Technical Approach Options

As a result of the assessment, it has been observed that there are multiple technically feasible approaches for the current problem area.

These approaches differ in scope, risk, and transformation cost.
Therefore, decision-ready options have been presented instead of a single solution proposal.

3.2 Approach 1 – Continuing with the Current Structure (Discipline-Focused)

In this approach, existing tools and working methods are preserved. Processes are not technically transformed, but operational discipline is increased.

Key characteristics of this approach:

- Does not require additional technical investment
- Low cost in the short term
- Continued dependency on individuals

This approach may provide short-term relief; however, it is not sustainable in the medium and long term as growth continues.

3.3 Approach 2 – Gradual Technical Support

In this approach, lightweight technical support is added to critical process points without completely abandoning the existing structure.

The goal is to gradually reduce process complexity by targeting the areas that generate the most problems.

Key characteristics of this approach:

- Largely preserves existing habits
- Limited transformation risk
- Partial increase in process visibility

This approach is suitable for teams seeking a controlled transition and wishing to limit transformation risk.

3.4 Approach 3 – Transition to a Centralized Process Structure

In this approach, the proposal and revision process is restructured through a centralized technical system. The goal is to remove dependency on individuals and make processes scalable and analyzable.

Key characteristics of this approach:

- Significant increase in process visibility and control
- Earlier detection of operational risks
- Requires transformation cost and technical investment

This approach is meaningful for teams aiming to sustain growth and recognizing that they have reached the limits of the current structure.

3.5 Gradual Progress Strategy

The approaches above are not mutually exclusive. As a result of the assessment, it is recommended to address transformation through a gradual strategy.

For example:

- Initial visibility can be achieved through gradual technical support
- Based on the data obtained, the decision to transition to a centralized structure can be revisited

This strategy aims to balance technical and operational risks.

3.6 Scope and Prioritization

In every approach, clearly defining scope is of critical importance. Transformation efforts initiated without prioritization may lead to increased technical debt and operational workload.

Therefore, during the transformation process:

- The most critical processes should be addressed first
- Secondary needs should be consciously deferred
- The outputs of each step should be observed

This approach helps keep the transformation process under control.

3.7 Critical Decision Points

Within the scope of the assessment, the following decision points have been identified as requiring particular attention:

- How much longer the current structure can be sustained
- The technical and operational capacity that can be allocated for transformation
- Whether the priority is short-term relief or long-term sustainability

These decisions should be evaluated as strategic directions rather than technical preferences.

4. Assessment Outcome

4.1 Clarified Points

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

- The current proposal and revision process cannot sustainably support the growing operation
- The problem is not only operational, but structural and systemic
- Keeping processes dependent on individuals creates increasing risk as the organization grows
- Technical transformation is inevitable, but its form and pace must be consciously chosen

This clarity makes it explicit which direction to proceed in and at what cost, rather than following a vague “let’s do something” approach.

4.2 Strategic Decision Areas

Within the scope of the assessment, the following strategic decision areas have emerged:

- The medium-term cost of continuing with the current structure despite short-term comfort

- The option to move forward through gradual transformation while limiting risks
- The long-term benefits of transitioning to a centralized process structure

These decision areas are directly related to the company’s growth objectives and organizational capacity, rather than technical preferences.

4.3 Areas Intentionally Left Open

The following areas were consciously not detailed within the scope of this assessment:

- Detailed architectural design and technology selection
- User management, role structures, and authorization
- Visual design and interface details
- Implementation timeline and development plan

These areas were excluded in order to first clarify the correct strategic direction.

They should only be addressed through separate and more focused efforts after the selected approach has been clearly defined.