

<p>PROBLEM <i>List your top 1-3 problems</i></p>	<p>SOLUTION <i>Outline a possible way to solve each problem, focussing on outcomes rather than outputs or functions</i></p>	<p>UNIQUE VALUE PROPOSITION <i>A single clear and compelling message stating how this work will make a meaningful difference to your organisation or the government or benefit the public</i></p>	<p>DRIVERS, MANDATE and LEVERAGE <i>Describe the driving reasons for this work and why it should be adopted</i></p>	<p>CUSTOMER SEGMENTS <i>Describe who will benefit from the results of this work in your organisation or the government or the public</i></p>
<p>EXISTING ALTERNATIVES <i>Describe how these problems are addressed today</i></p>	<p>KEY METRICS <i>Describe how you will measure the success of this work</i></p>		<p>DELIVERY CHANNELS <i>Describe the digital and physical methods that will deliver this work to your organisation or the government or the public</i></p>	<p>EARLY ADOPTERS <i>List those who can help you champion this work or those who will benefit from using it early on</i></p>
<p>COST STRUCTURE <i>List your fixed and variable costs</i></p>			<p>FUNDING SOURCES <i>List your existing or future sources for funding this work</i></p>	

Lean Canvas for Government

1	4	3	9	2
8			5	
7			6	

CANVAS FILL ORDER