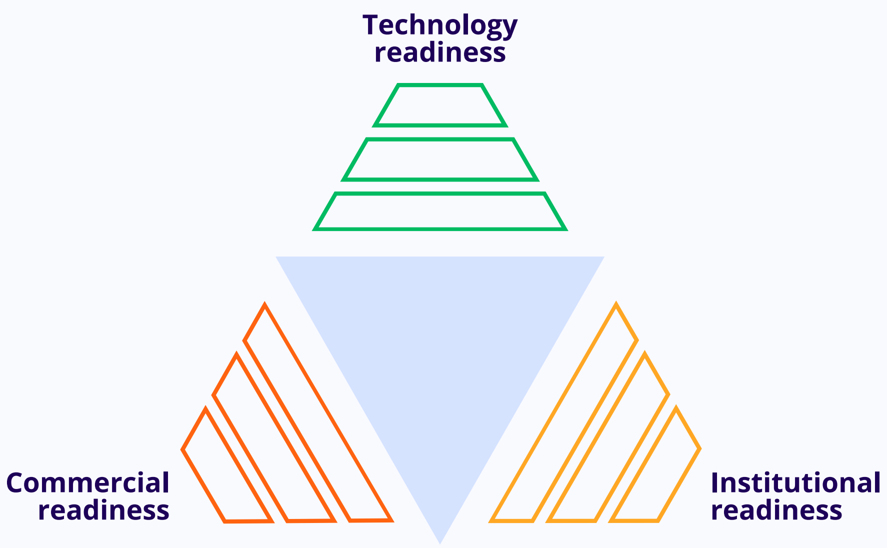
The Startup Readiness Framework

A framework that goes beyond traditional technology assessment to integrate the full complexity of innovation for systematic validation.



Technology Readiness

It measures technical performance, reliability, and integration capability.

Commercial Readiness

It gauges market traction, customer validation, and business model viability.

Institutional Readiness

It evaluates the ability to operate in regulated or mission-critical environments.

Relevant Dimensions from Traditional Frameworks

What makes this model distinctive is its recognition that readiness isn't linear. Startups don't complete technology development, then move to commercial validation, then pursue institutional adoption.

Instead, evidence generated in one domain accelerates progress in others. By expanding the readiness framework to include these factors, the model helps both startups and corporates to identify hidden barriers.

Ecosystem readiness

- [ ] Are the supporting technologies, suppliers, and infrastructure mature enough to enable scaling?

Regulatory pathway clarity

- [ ] Has the startup identified which certification, approvals, and compliance requirements apply?
- [ ] Which demonstrated a viable path to meeting them?

Stakeholder alignment

- [ ] Do internal champions exist within potential customer organizations?
- [ ] Can the startup speak the language of both commercial buyers and institutional procurement offices?

Partnership architecture

- [ ] Has the startup structured relationships that enable parallel validation acrposs markets rather than focusing sequential entry?

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