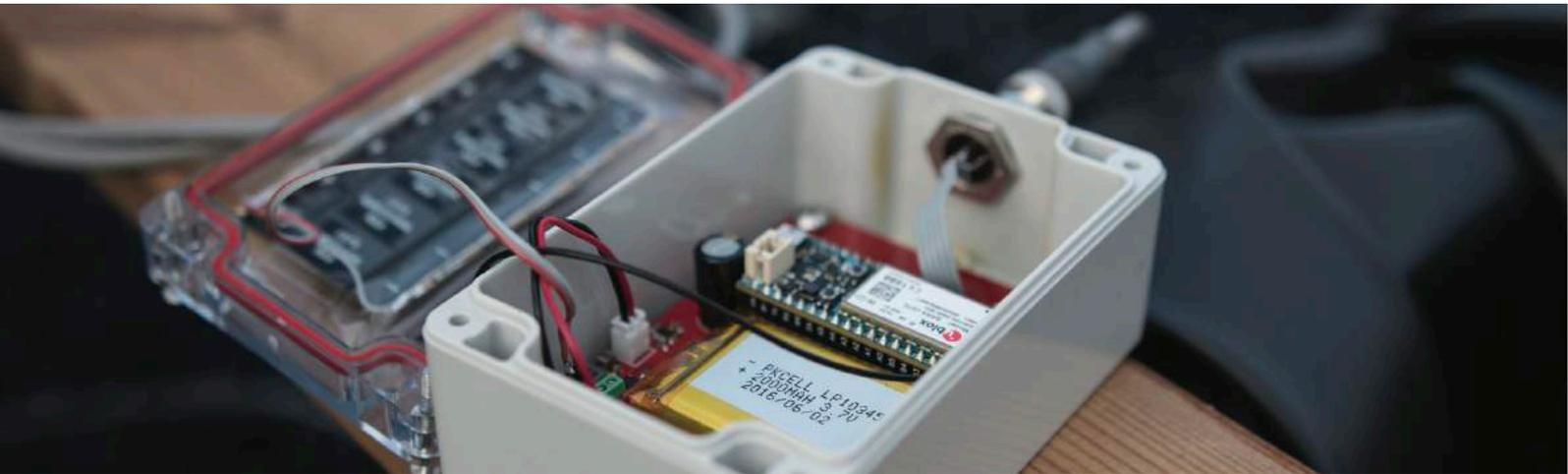


NEXT STEP

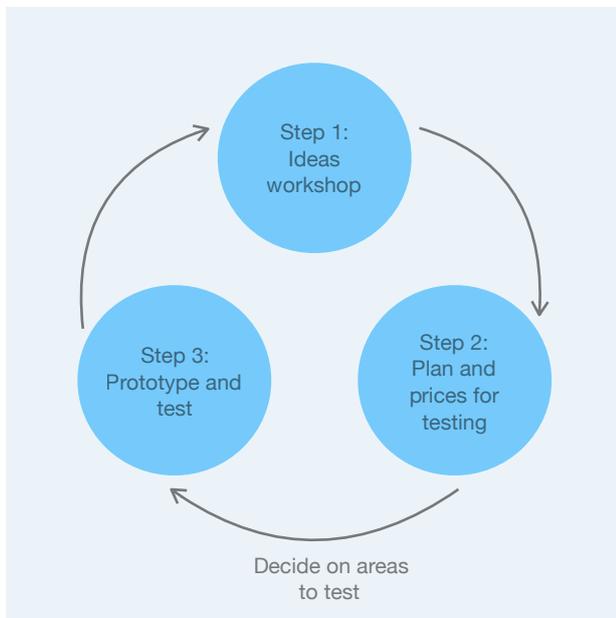
From idea to product

Take the next step in your IoT and sensor development project.



Build with a purpose

The most important thing when building a prototype, is to be clear on what the purpose of it is before starting. If the purpose is to test the business plan, the prototype might be very different from testing user acceptance or validating that the technology works.



In this way we avoid creating technology for the sake of technology. Instead we focus on testing the vital parts of your concept, to stress test it and make it even more successful from the learnings.

Next Step service

Using this service, we help you mature your idea by creating and testing electronic prototypes, and getting closer to a finished product. Together we will focus on specific areas, like which technologies to use and how your product idea creates value for the end users. And through iterative testing, your idea will mature towards a product.

Step 1: Ideas workshop

We start off with a workshop facilitated by FORCE where we work together to identify the areas that are important for the success of your concept, find ways of improving them using our technology experts, and find the best ways to test and prototype them.

Step 2: Plan and prices for testing

After the workshop FORCE will deliver suggestions on how the areas can be tested and verified, including the cost.

Step 3: Prototype and test

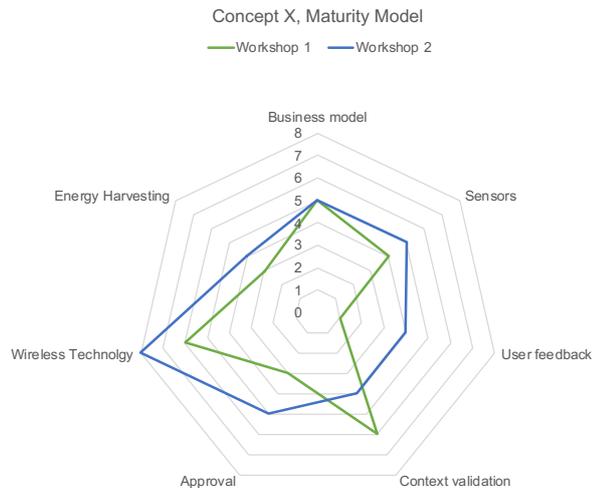
You then decide on which tests to move forward with, and how much you want to be involved in the testing. During testing and prototyping, you will get the advantage of our experts in IoT, sensors, user testing and Design Thinking.

Repeat

After a round of testing and prototyping it is decided whether the idea is mature enough to go to final design and production, or if further testing and prototyping is needed.

Concept Maturity Model

During the Ideas workshop, we will create a Maturity Model for your concept. This model will be used as a guidance to which areas that needs to improve, and help you decide which of them to prioritise when.



Example of a Maturity Model for a concept.

Technologies

We are experts within the following technologies:

- Sensors
- IoT (Internet of Things)
- Electronics and PCB design
- Low power electronics
- Microprocessors and embedded systems
- Energy Harvesting

Outcome

- Physical prototype(s)
- Overview over suitable technologies
- Product Requirements
- Evaluation of value of concept
- Empirically based reasons and decisions on next step
- Mapping of important areas and domains that are critical for product success
- Validation of the product in relation to certain domain and certain users

About IdemoLab, FORCE Technology

In IdemoLab we are experts in combining electronics development and Design Thinking, and by working with us, you'll both get insights into what the right technologies are for your product and into what users expect from the product as well as what value it brings to them.

More about the service

The main character in our "Next Step" service is you and your product, and focus is to find the best, next step for you to take in your product development journey. In our conversations with you, the goal is to understand where you are on the road towards a successful product, find the best next step you can take, and help you take it.

In other words, we will investigate your starting point in terms of users, technology (sensors, communication technology, software platforms, security & safety etc.), market and businessmodel, approvals, production and production costs, financing, competition and competing technologies.

Then we explore what is most important to you, your customers, your management or your investors, and what needs to be determined before moving on. Some ideas are mature and close to production, but might need a few tweaks or investigations before production. Other ideas are more fluffy in some areas, and needs analysis and testing before you can determine what route to take.

All of the above considerations are made in collaboration with you, and they will create a baseline during the ideas workshop, where we facilitate a process, working on a list of steps that can help you move on. Using this list of possible steps, we'll design a series of tests or proof-of-concepts, that we, can help you take, getting closer to a final and successful product.



Contact

Jörg Rehder
Area Sales Manager
jre@force.dk
+45 22 83 77 32

Price

Step 1: Ideas workshop (2-3 hours)	5.000 €
State Of The Art report (optional)	1.000 €
Short User investigation (optional)	5.000 €
Step 2: Plan and prices for testing	Free
Step 3: Prototype + test (per test)	1.000 €- 10.000 €