

Roadmap Hx

Month 202x

Agenda

- Discussion Points
- Strategy & Mission
- Lookback and Hx goal recap
- Lookahead and Hx+1 goal
- Learnings
- Track Deep Dive
- HC vs Investment areas
- Below the line
- Risks & Mitigations

Note

1. The level of granularity depends on your team and your product. You may have 1 strategy you want to cover or multiple strategies. Same for tracks.

You can try to map it in the following hierarchy

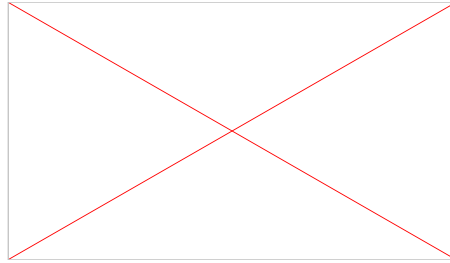
- a. Strategy
 - i. Track
 1. Efforts
2. Less is more - if for your team, you can capture all highlights/lowlights/learnings /goal in less slides, better to do it like that. Also don't need to repeat learnings/ goal/ etc.. in one place if already covered in another section of the deck
3. One size doesn't fit all - Use whatever is relevant to your teams and adjust/remove the other parts

Discussion Points

1. **[Discussion]** Do we want to expand our product into the APAC?
2. **[FYI]** We are not hiring more eng - due to reasons A,B (detailed in following slides)

Summary of feedback from pre-read

1. Why are we not thinking of expanding to the US
2. How is the team thinking of solving issues with cost reduction



Group Mission statement

Empowering working parents by automating nanny services

Group Strategy for 202x

Increase EU market share and create commercial differentiation by

- a. Working with local distribution to reduce price point
- b. Create a with high level of customer care service

Mission should rarely (if ever) change, it's the core reasons your product exists. Strategy is a way to fulfill your mission and can change based on new developments and learnings

Lookback

We manage to do A,B,C

We are delayed on E,F

Team Goals Recap Hx 202x

Strategy	Track	Metric Name	Quantitative Goal	Hx start	Hx end	Notes
Growth in EU	Increase sale volume	Number of products sold	210	180	220	Team is on track to meet 210 units sold goal, expanded sales via online channels and planning on further expand before end of half with local partnerships
Sustainable cost reduction	Reduce manufacturing cost on product X	ACPU (average cost per unit)	2.5\$	4\$	3\$	Team is not on track to meet 2.5\$ goal, due to failure in component Y cost reduction. Team is checking options 1,2,3 and will update on date xx

Lookahead & Proposed team Hx+1' 202x Goals

We will invest in A,B,C

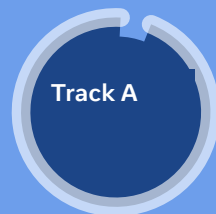
Strategy	Track	Metric Name	Quantitative Goal	Hx+1' start	Hx+1 end	Notes

Hx'2x Learnings

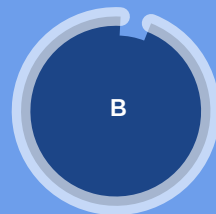
Event/Lessons Learned	Applying Lessons
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Track Deep Dive

Tracks TL;DR



Hx highlight, <status> of work we are doing to achieve <goal>



Hx highlight, <status> of work we are doing to achieve <goal>

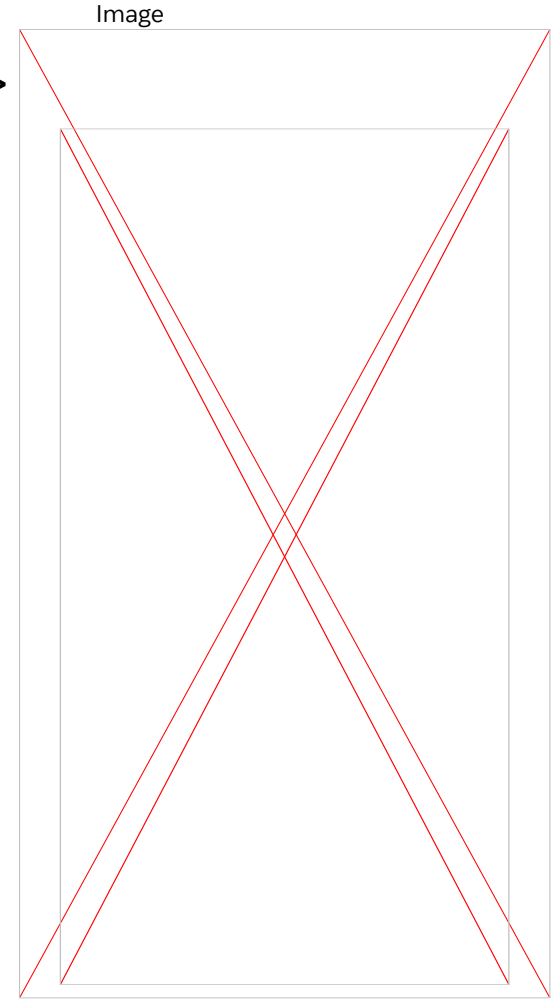
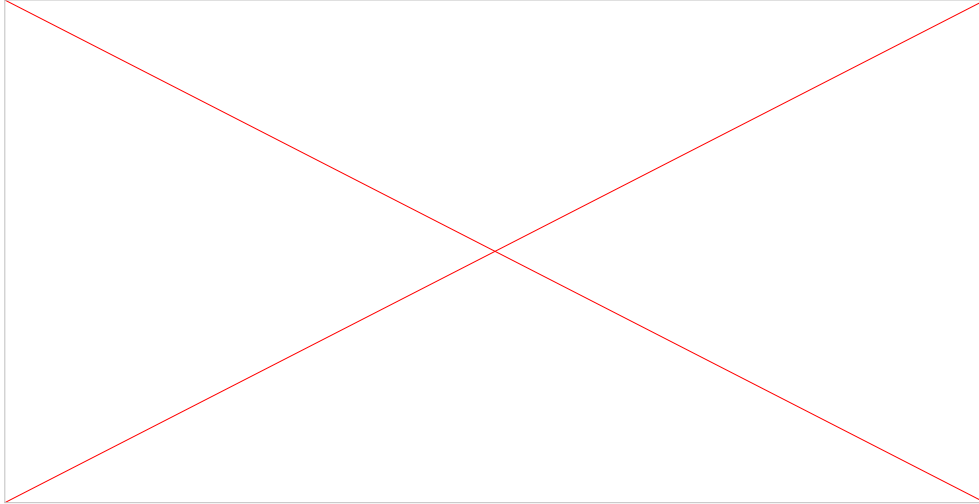


Hx highlight, <status> of work we are doing to achieve <goal>

Track Overview: A

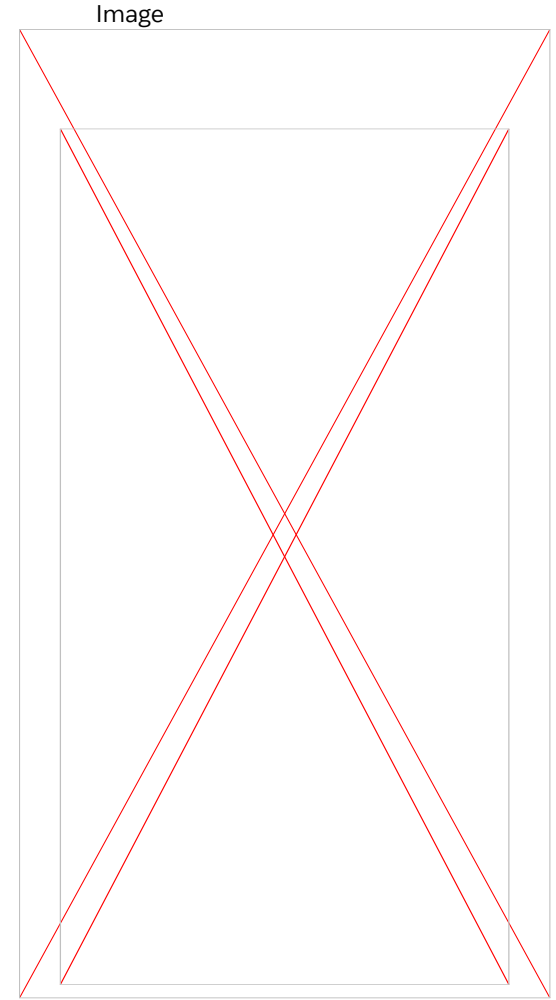
Track Mission <Reminding audience what is this track about , problem it solves >

Tack Long term strategy <This is connecting audience to wider strategy and setting the group work into what they are going to review now (this H)>



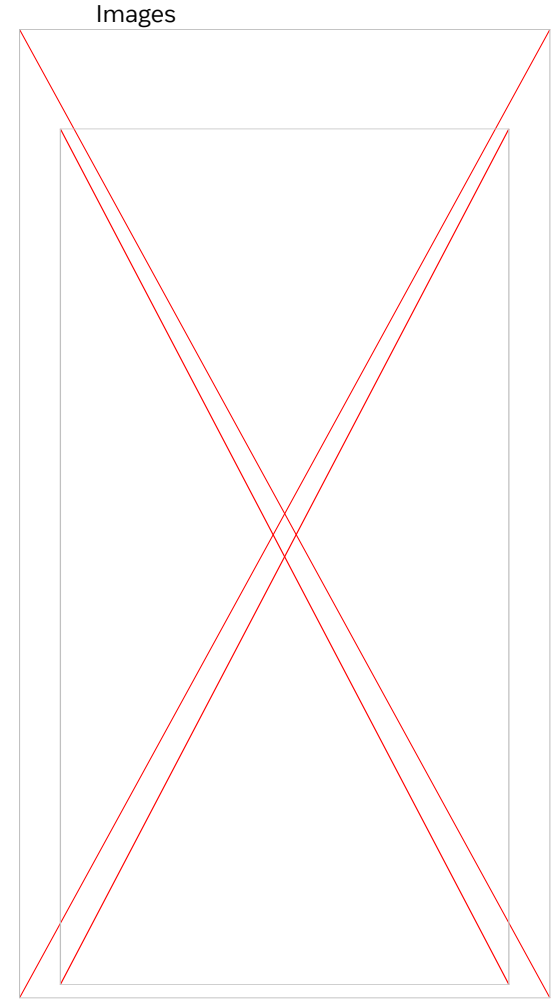
Track A Investment 1: abc

1. Based on learnings A we want to solve problems B, C , it's important due to reason R that will help us achieve our strategy
2. We will execute on track A via activities E,F,G
3. If all successful , at the end of the H we will see impact X and is translate in Y (in term of progress to our strategy)



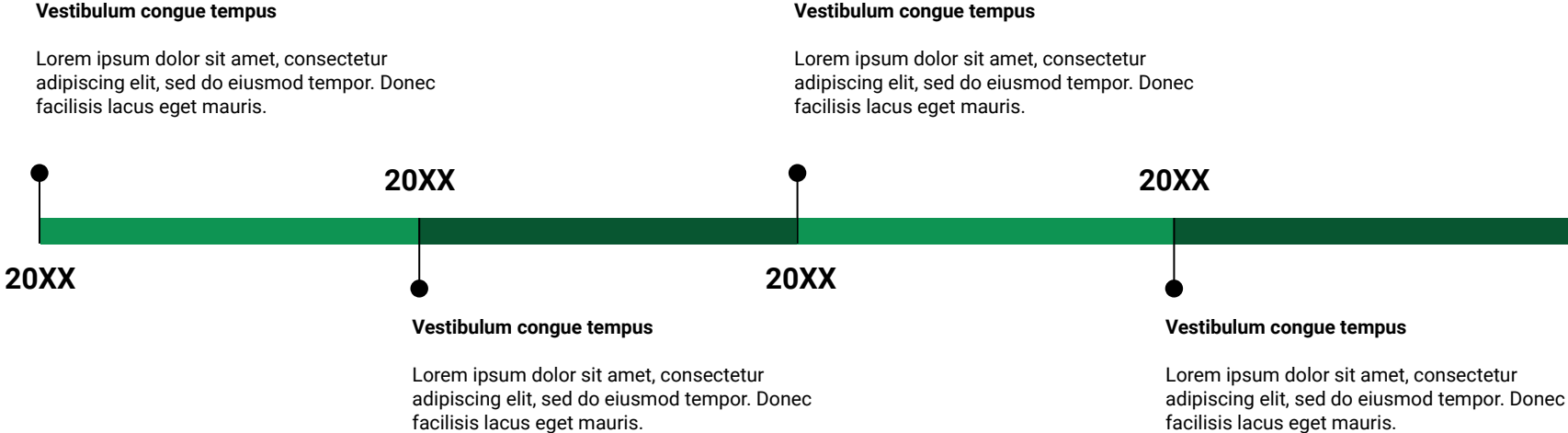
Track A Investment 2: CFG

1. Based on learnings B we want to solve problems D, C , it's important due to reason R that will help us achieve our strategy
2. We will execute on track A via activities CFG
3. If all successful , at the end of the H we will see impact X and is translate in Y (in term of progress to our strategy)



What does it mean to our strategy

By executing successfully on all of our tracks A,B,C we will reach the next milestone in our strategy as you can see below



Goals discussion points

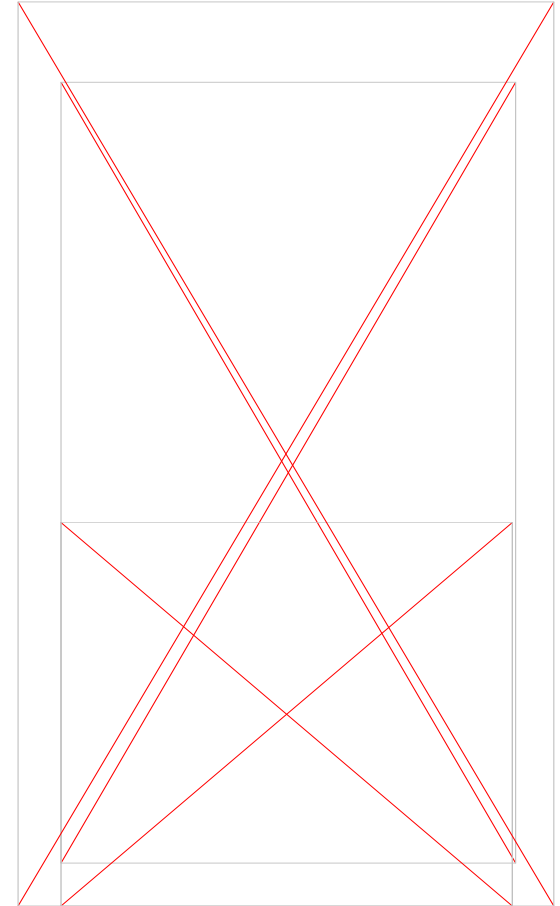
Showing audience exactly what we are investing in this Q
What problems are we solving (why we decided to solve them), resource we plan to invest and what we expect to achieve (goal)

HC vs Investment areas Hx+1'202x

Strategy	Track	Metric Name	Quantitative Goal	Hx+1' start	Hx+1 end	Notes	HC allocation	HC gap

What's below the line

Investme Area	Why out	What risk does this introduces to our ability achieving long term potential impact
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Track Risks & Mitigation

Risk Type	Risk Details	Mitigation actions	Risk Level
			Low
			Medium

Thank you !