



AT Readiness Assessment Tool™

Assistive Technology (AT), as defined by the Assistive Technology Act of 2004, is any technology designed to be utilized in an AT device (any item, piece of equipment, or product system...used to increase, maintain, or improve functional capabilities of individuals with disabilities) or AT service. This tool will help to assess the market readiness of the proposed technical solution (a device, freeware, instrument/tool, engineering standard or clinical guideline).

For each of the criteria below, the evaluator (self or other) will rate the degree to which the solution fulfills the stated benchmark. In the column "Condition Met," enter a score for from 1 to 5 for each statement, where: • 5 is strongly agree, • 4 agree, • 3 neutral, • 2 disagree, and • 1 strongly disagree. There will be subtotals for each domain.

| | | Condition Met (Score 1-5) |
|--|---------------------------------|------------------------------|
| Problem | | |
| 1. The problem being solved is well-defined | | |
| 2. The problem being solved is important to potential end users | | |
| 3. There is a gap in the market | | |
| | Problem Subtotal | 0 |
| Stakeholders | | |
| 1. The solution has a specific set of stakeholders that could benefit from the problem being solved (e.g., clients/patients, families, physicians, insurers, influencers or gatekeepers) | | |
| 2. Assumptions have been tested with potential customers | | |
| 3. How each stakeholder is experiencing the problem is well-defined | | |
| | Stakeholders Subtotal | 0 |
| Solution | | |
| 1. A solution has been well developed (e.g., device, app, process) | | |
| 2. The solution is clear and easily understood by stakeholders | | |
| 3. The solution is novel | | |
| 4. The solution solves the specific problem it is trying to address | | |
| 5. The solution has a defined market | | |
| | Solution Subtotal | 0 |
| Benefits | | |
| 1. The solution is a must-have (absolutely essential for stakeholder's life or business) | | |
| 2. The solution is a nice-to-have (not essential, luxury, enjoyable for stakeholders to have) | | |
| 3. The solution offers significant identifiable and quantifiable benefits to all stakeholders | | |
| | Benefits Subtotal | 0 |
| Competition | | |
| 1. The competition has been defined (direct, indirect, major players) | | |
| 2. The competition has been evaluated for strengths and weaknesses | | |
| 3. The market is large enough and growing to accommodate another product | | |
| 4. Steps to secure intellectual property have been pursued | | |
| | Competition Subtotal | 0 |
| Differentiation | | |
| 1. The solution is unique to the competition (e.g. may have feature(s) to patent or license if product) | | |
| 2. The solution has distinct advantages over existing products (e.g. cheaper, faster, more effective, easier to manufacture, produce, or execute) | | |
| | Differentiation Subtotal | 0 |
| Team | | |
| 1. The team is representative of diverse perspectives | | |
| 2. The team has a representative for the expertise required (e.g., clinical, technical, sector knowledge and | | |
| 3. Team roles are well-defined (Principal investigator/Management Lead, Entrepreneurial Lead, Mentor/Commercialization Lead) | | |
| 4. A succession plan for team leadership has been established | | |
| 5. Strategic partnerships have been established (investors, donors, partners, advisors, industry) | | |
| | Team Subtotal | 0 |

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|--|----------|
| Sustainability | |
| 1. The solution is able to support itself (e.g., fee-based, donations, grant funding, royalty/licensing) | |
| 2. The solution is able to produce a return on investment | |
| 3. A life cycle assessment (acknowledgement of all phases of a product's life cycle from production to end-stage) for the solution has been considered | |
| Sustainability Subtotal | 0 |
| Assistive Technology | |
| 1. Clinical expertise is represented on team in specific AT domain | |
| 2. The payer for the solution has been identified | |
| 3. The solution's potential costs/fees have been established | |
| 4. Market price evaluation has been completed | |
| 5. Customer feedback and expectations have been established (ideally from people with disabilities) | |
| Assistive Technology Subtotal | 0 |
| Grand Total | 0 |

Readiness Level Scoring Key

| Domain | Domain Subtotals | 80% min. Met? (Y/N) |
|-------------------------------|------------------|---------------------|
| Problem (15; 12) | 0 | |
| Stakeholders (15; 12) | 0 | |
| Solution (25; 20) | 0 | |
| Benefits (15; 12) | 0 | |
| Competition (20; 16) | 0 | |
| Differentiation (10; 8) | 0 | |
| Team (25; 20) | 0 | |
| Sustainability (15; 12) | 0 | |
| Assistive Tech (25; 20) | 0 | |
| Grand Total (max. 165) | 0 | |
| Readiness Level * | | |

Maximum possible points for each domain is shown in parentheses (Max. Condition Met Points; 80% of Max. Condition Met Points)

Grand Total Readiness Levels:

- **Mature Readiness:** Concept and application of idea have been thoroughly formulated and are ready for product testing and/or development
- **Emerging Readiness:** Concept and application of idea have been formulated but need further developing
- **Early Readiness:** Concept has been postulated at a basic level

*A minimum of 80% must be reached in each domain and overall for a Mature Readiness Level rating. If a particular domain is below 80%, that area must be improved for a solution to be considered "ready."

Readiness Definitions:

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- **Early Readiness:** Concept has been postulated at a basic level