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AI Solution Validation Tool

User Guide

Version 0.1 · May 2026

dynes-insights.com

PRIMARY USER	Head of Solutions
SECONDARY USERS	Insight, SMEs, Business Development, Partners
MODEL	claude-sonnet-4-6
SYSTEM PROMPT	v0.2
TOOL VERSION	v0.1

Core principle

AI recommends. Human decides. Decision authority rests with the Head of Solutions at all times.

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1 — What This Tool Is For

The AI Solution Validation Tool provides structured, AI-supported evaluation of proposed solutions before they are taken to market. It supports the Head of Solutions in identifying material gaps, weaknesses, and risks at the point of solution readiness review.

The tool does not approve or reject submissions. It surfaces the issues that matter so that the Head of Solutions can make an informed decision about whether to proceed, refine, pause, or stop. The AI identifies. The human decides.

2 — Who It Is For

Role	Relationship to the Tool
Head of Solutions	Primary user. Submits solutions, reviews AI findings, and records all decisions.
Insight	May contribute submissions and supporting evidence.
SMEs	May provide technical or subject-matter input to submission fields.
Business Development	May be consulted on market and client validity fields.
Partners	May contribute to solution definition and evidence where relevant.

3 — Choosing Your Tier

Every submission begins with a maturity gate question. Your answer determines the scope of validation applied, the strategic alignment criteria that are active, and the maximum number of findings the AI will return.

	Exploring an Idea (Conceptual)	Developing a Solution (Development)
When to use	Early-stage thinking. The offer is not yet	Structured development underway. Offer,
Domains assessed	D1, D2, D3	D1 through D6, plus D7 where triggered
Alignment criteria	C1, C3, C4	C1 through C7
Max findings	3	5
Delivery model	No	Yes
Risks required	No	Yes

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4 — Completing the Submission

Complete all required fields. The quality of the AI output is directly proportional to the specificity and honesty of the submission. Thin or vague inputs produce thin outputs.

Field	Guidance	Tier
Solution Title	A concise working title. Specific enough to distinguish this solution from others in development.	Both
Client / Market Segment	Identify the client type or market segment. Be specific -- "professional services firms with 200 to 500 employees" is more useful than "large corporates".	Both
Problem Statement	The client problem or need this solution addresses. Write it from the client perspective.	Both
Proposed Offer	What is being offered and what the client receives. Focus on the tangible output or experience the client can procure.	Both
Delivery Model	How the solution will be delivered -- the structure, mechanism, and sequence of delivery activities.	Dev only
Resource Requirements	Internal and external resources required. Include people, systems, data, and third-party dependencies.	Dev only
Cost Assumptions	Current cost assumptions. Note areas where assumptions are unvalidated. Honest uncertainty is more useful than false confidence.	Both
Risks Identified	Material risks: commercial, delivery, reputational, and dependency. An incomplete risk list is itself a finding.	Dev only
Evidence	Pointer to any supporting material. If nothing exists, leave blank -- do not invent references.	Both

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5 — Strategic Alignment -- The Seven Criteria

Each active criterion presents a Yes / No / Unsure selector and an evidence pointer field. Select your current position and point to any supporting evidence where it exists.

Important

A Yes response with no evidence pointer is treated as Assumed, not Confirmed. A No or Unsure is not automatically a finding.

Code	Criterion	Tier	What the AI Assesses
C1	Market Scope	Both	Whether the target client or market sits within the organisation's operating space.
C2	Capability Basis	Dev only	Whether required capability exists or has a credible development plan.
C3	Commercial Contribution	Both	Whether the solution contributes to growth, diversification, margin, or retention.
C4	Priority Alignment	Both	Whether the solution addresses a current or emerging organisational priority.
C5	Differentiation Position	Dev only	Whether the solution builds a distinct market position rather than replicating existing offers.
C6	Reputation and Brand Fit	Dev only	Whether the solution is consistent with organisational values and market positioning.
C7	Cultural and Political Fit	Dev only	Whether the solution has internal conditions to succeed -- leadership appetite, stakeholder alignment, and navigability.

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6 — Understanding the AI Output

The AI returns a list of material issues ordered by priority. Each finding contains five components.

Component	Description
Domain	Which of the seven validation domains the issue belongs to.
Issue	A specific statement of the gap or weakness identified.
Impact	The consequence of this gap if left unaddressed.
Evidence Status	Whether the issue arises from missing, assumed, or partial evidence.
Strengthening	What must be provided or addressed to resolve the issue.

Domain Weightings

Each domain carries a weight tier that determines how prominently its findings appear in the output.

Tier	Domains	Treatment
Critical	D1 Market and Client Validity D3 Commercial Integrity D4 Delivery Feasibility (dev only)	Included automatically. A Critical gap always displaces a Standard finding.
Significant	D2 Strategic Alignment D5 Risk and Due Diligence (dev only)	Included where output capacity allows.
Standard	D6 Solution Definition and Clarity (dev only)	Included only if higher-priority issues do not consume the limit.
Context-dep.	D7 Non-Standard / Emerging Issue	Inherits the tier of the issue raised. AI states its rationale.

Evidence Status

Status	Meaning	Priority
Missing	No evidence exists for this claim.	Highest -- included automatically for Critical domains
Assumed	A Yes response with no supporting	High -- included unless displaced by a Missing finding
Partial	Some evidence exists but does not fully	Included where it represents a material gap
Confirmed	Evidence supports the claim.	Not flagged -- does not enter the output

Output Limits

Development tier: maximum 5 findings. Conceptual tier: maximum 3 findings. The AI works in priority order and stops at the limit. The most important issues always appear first.

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7 — Recording Your Decision

After reviewing the AI findings, record your decision using one of four options. Rationale is mandatory.

Decision	When to Use
Proceed	The solution is sufficiently defined and the gaps identified are acceptable or manageable. Move to market engagement.
Refine	The solution has merit but one or more material gaps must be resolved. Return for further development with clear direction.
Pause	The solution is not ready to progress and the conditions for development are not currently in place. Hold pending changed circumstances.
Stop	The solution lacks sufficient viability, feasibility, or strategic alignment to justify further investment. Close.

Rationale (mandatory)

Record your reasoning in your own words. Rationale is what distinguishes an informed decision from a routine sign-off. It forms part of the permanent audit record.

Confidence level

High, Medium, or Low. Record honestly. A Low confidence decision is not a failure -- it is information that shapes what happens next.

Override notes (optional)

If you disagree with a specific AI finding, record your reasoning here. This does not remove the finding from the record -- it adds your counter-position alongside it, which is the appropriate governance response.

8 — The Audit Record

The audit record is generated automatically at the close of each session. It captures the full submission, the AI findings, and the decision record in a single exportable document.

The record can be exported as a PDF at any time from the Record screen. Retain it for governance, review, and evidence purposes.

9 — Governance Principles

Principle	Requirement
No progression without review	A submission must pass through a recorded review before it progresses to market engagement.
No blind acceptance	AI output must be reviewed and considered. It cannot be accepted without human review.
Human decision authority	The Head of Solutions holds decision authority at all times. AI recommends; it does not decide.

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Evidence transparency	Evidence claims must be traceable. Unverified claims are flagged accordingly.
Tier declaration	The maturity tier must be declared at point of submission and cannot be altered retrospectively.
Stop is valid	A decision to stop is as valid a governance outcome as a decision to proceed.

DOCUMENT RECORD

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