



6-Node Sample Report

Shortened excerpt for preview purposes

This excerpt showcases the kind of structured output the 6-Node workflow can produce after a completed customer template, supporting toolkit files, and the master prompt are loaded into the analysis process.

Included in this sample

- Executive summary and field-state framing
- Score calculation and blocked-node readout
- Strategic verdict and dominant blocker
- A strategy table to show report depth and structure

This is a sample excerpt, not the full toolkit output. It is intended to show rigor, breadth, and the kind of structured synthesis the method can generate.

6-Node Report: ScopeFusion Supply Chain Quality Intelligence Platform

1. Executive Summary

THE OPPORTUNITY

Market Size: ScopeFusion targets a \$34 billion serviceable addressable market (SAM) within the \$150 billion global manufacturing digital transformation sector, projected to grow at 19.4% CAGR through 2030. The company projects a \$1.5 billion serviceable obtainable market (SOM) representing ~200,000 businesses across automotive, aerospace, defense, consumer goods, and food & beverage sectors.

Pain Intensity: Target buyers face \$50-100M annual losses due to supply chain visibility gaps. 90% of supply chain partners lack systems of record, forcing 70% of supplier staff time into manual data entry. Recent automotive recalls (Chrysler 250K+ minivans, Honda 259K vehicles, Ford 'do not drive' warnings) demonstrate acute quality management failures. A single Ford pilot incident cost €150,000+ for a 72-hour production stoppage due to out-of-spec suspension bolts. Pain is present-tense, frequent, and escalating.

Competitive White Space: Enterprise solutions (SAP, Siemens, PTC) are too complex and costly for supplier adoption. Existing supplier portals create overhead without reciprocal value, driving supplier resistance. ScopeFusion occupies the gap: a platform that delivers mutual value to both OEMs and suppliers, making adoption voluntary rather than coerced.

THE CHALLENGE

Field State: Ready (33/60). The field has sufficient energy to convert but requires proof infrastructure before scaling.

Blocked Nodes:

- **Proof (4/10):** One pilot with directional feedback but no quantified outcomes. Buyers need segment-matched case studies showing measurable results (e.g., "Company X reduced response time by 87%, saved €2M in year one").
- **Desire (6/10):** Assumed, not intrinsic. Buyers have not articulated the after-state in their own words. Outcomes are seller-generated, not buyer-validated.

Investment Required:

- **Time:** 6-9 months to build 2-3 quantified case studies and collapse proof gap.

budget is "COLD," and executive mandate is "COOL," meaning buyers must fight for budget rather than having it pre-allocated. The Company X pilot required CEO approval, suggesting high approval threshold and multi-stakeholder gate (Quality, Operations, IT). Permission is the secondary blocker after Proof: even when buyers want the solution, they struggle to get internal approval without quantified ROI and peer validation.

4. Field State Summary and Score Calculation

Score Calculation

Formula: Pain + Desire + Proof + Identity + (10 - Resistance) + Permission = Total/60

Scores:

- Pain: 8/10
- Desire: 6/10
- Proof: 4/10
- Identity: 7/10
- Resistance: 7/10 → (10 - 7) = 3/10
- Permission: 5/10

Total: 8 + 6 + 4 + 7 + 3 + 5 = **33/60**

Field State Classification

State: Ready

Interpretation: The field has sufficient energy to convert (33/60 is above the 30/60 threshold for Ready state), but conversion requires targeted intervention to collapse the proof gap and reduce resistance. Pain (8/10) and Identity (7/10) are strong enough to create receptivity, but Proof (4/10) and Permission (5/10) are too weak to drive action without additional evidence and justification infrastructure.

Blocked Nodes

1. **Proof (4/10):** Dominant blocker. One pilot with directional feedback is insufficient for risk-averse buyers in high-stakes category. Buyers need segment-matched case studies with quantified outcomes.
2. **Desire (6/10):** Secondary blocker. Assumed, not intrinsic. Buyers have not articulated the after-state in their own words.

Hot Nodes

1. **Pain (8/10):** Exceptionally strong. \$50-100M annual cost, €150K per incident, 70% of staff time on manual work, 5-10% workforce cuts. Pain is present-tense, frequent, and escalating.

Critical Gap

Proof is the primary barrier. Pain is hot (8/10) and Identity is strong (7/10), but Proof is thin (4/10). One pilot with directional feedback is insufficient to collapse uncertainty for risk-averse buyers in a high-stakes category. Buyers need segment-matched case studies with quantified outcomes (e.g., "Company X reduced quality incident response time by 87%, saved €2M in first year"). Without credible, measurable proof, deals stall at "this makes sense but show me it works for someone like me."

Secondary gap: Desire is assumed (6/10), not intrinsic. Buyers have not articulated a vivid after-state in their own words. Resistance (7/10) is also significant—technical risk and supplier cooperation concerns create friction even when Pain and Identity align.

Dominant Blocker

Proof (4/10). This is the single highest-leverage intervention point. Building 2-3 quantified case studies with measurable outcomes will collapse the proof gap and accelerate pipeline conversion from "interested" to "convinced." Timeline: 6-9 months.

5. Strategic Verdict

Verdict: GO WITH CAUTION

Rationale: Field is Ready (33/60) with exceptionally strong Pain (8/10) and Identity (7/10), but Proof (4/10) is critically thin for a high-stakes enterprise sale. The Company X pilot provides directional validation but lacks the quantified, segment-matched case studies required to collapse uncertainty for risk-averse buyers. Resistance (7/10) remains high due to technical integration concerns and supplier cooperation friction. The field can convert, but only after building 2-3 quantified case studies with measurable outcomes. Timeline to full readiness: 6-9 months.

Positioning Statement: ScopeFusion is the supply chain quality intelligence platform that prevents \$50M+ annual losses by connecting OEMs and suppliers in real-time, turning compliance from a cost center into a competitive advantage.

6. Strategic Recommendations

Channel Strategy

Channel	Target	Goal	Why This Channel	Activation Sequence
Warm network outreach + case study amplification	VP Quality, VP Supply Chain, Chief Compliance Officer at automotive/aerospace OEMs with \$1B+ revenue	Activate Proof and reinforce Identity	All demos to date came from warm connections. Leverage existing network to distribute Company X case study. High-trust channel reduces Resistance and accelerates Permission by showing peer validation.	1
Industry association thought leadership (MEXT, automotive quality forums)	Quality and compliance leaders in regulated manufacturing sectors	Build Permission and activate latent Desire	Target market discovers solutions through industry associations. Position ScopeFusion as the compliance-forward solution aligned with Digital Product Passport and EPCIS 2.0 mandates. Regulatory tailwinds are "warm and growing"—this channel converts regulatory pressure into Permission.	2
Partnership co-marketing	Existing PLM/ERP users seeking supply chain integration	Reduce Resistance by positioning as	Technical risk is the #1 Resistance concern. Co-	3