

Development Process Guide

A six-stage framework for business and technology ventures, with different evidence questions and clear responsibilities.

Stage	Business Ventures	Technology Ventures
Understand	What opportunity, asset or operating requirement exists? Indicative Output Opportunity And Sponsor Brief	What problem, research result or intellectual property is involved? Indicative Output Problem And Technology Brief
Appraise	What demand, operating and commercial evidence is available? Indicative Output Evidence And Assumptions Register	What readiness and proof-of-concept evidence exists? Indicative Output Readiness And Evidence Register
Structure	What business model, responsibilities and workstreams are needed? Indicative Output Development And Responsibility Map	What validation work, specialists and commercialisation route are needed? Indicative Output Validation And Commercialisation Map
Validate	Which feasibility inputs and commercial tests are still missing? Indicative Output Feasibility Inputs And Decision Record	Which prototype, test, intellectual-property or approval questions need specialist review? Indicative Output Test Requirements And Decision Record
Connect	Which operating, strategic or capital contributions suit the opportunity? Indicative Output Partner Requirements And Discussion Brief	Which industry, research, validation or capital contributions suit the next stage? Indicative Output Industry And Specialist Collaboration Brief
Develop And Grow	What is the next agreed implementation, operating or expansion stage? Indicative Output Agreed Development Workstream	What is the next agreed pilot, commercialisation or growth stage? Indicative Output Agreed Pilot Or Commercialisation Workstream

Stages may overlap or repeat. The framework adapts to the opportunity and agreed scope; it does not promise financing, technical approval or a particular outcome.

Read online at [/insights/resources/development-process-guide/](#) on the APDC website. Initial enquiries can be prepared through the contact page. This guide does not establish an engagement or guarantee an outcome.