

Operational foundations of a Tech Start-up

Welcome

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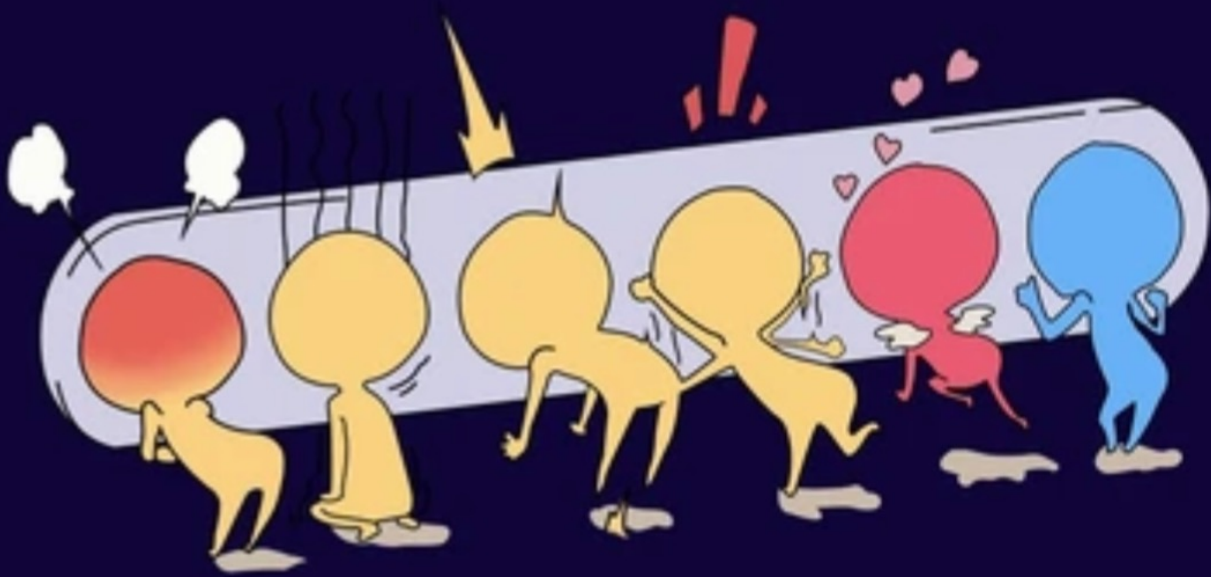
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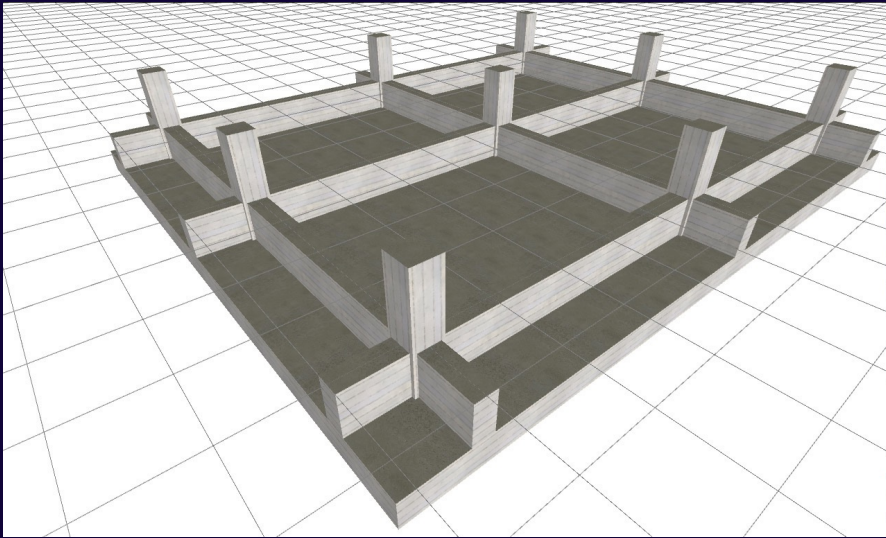
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BACK END

FRONT END

alter **agility**



BACK END



FRONT END



Idea



Soup

Startup



Appetizer

Scaling



Main course

each stage we have a different recipe that will serve a different purpose

Enjoy and grow



Dessert

Plant the culture seeds from early stages

Grow your organization by scaling the knowledge



From an idea to a Start-up

What does it
mean? Share
your thoughts!

- Discipline
- Consistency
- Reflections
- Automation
- Planning and organization
- Get things Done
- Always launch an MVP
- NETWORK

What do you
expect from this
workshop?

- Visit the Mural board
- Choose one Board
- Add in the TO DO column your expectations

Industry Insights

Share your
thoughts!

- Why companies need to change the way they work?
- What are the most common pain points?

Why companies need to change?

- Bridge the gap between the operational capabilities and business expectations
- Reduce operational waste
- Establish a continuous flow of information
- Have better focus
- Develop expertise by investing in employees
- Switch to a customer-centric approach and provide solutions to problems
- Establish continuous customers engagement
- Cultivate a team of teams culture

Business-as-usual Pain Points

- Startups scale with the mindset of a small company
- Dependency on individuals
- Deliver the work at any cost
- Employee burnout
- Missing deadlines
- Overlapping decisions
- Politics win transparency
- Operating model not sustainable / scalable



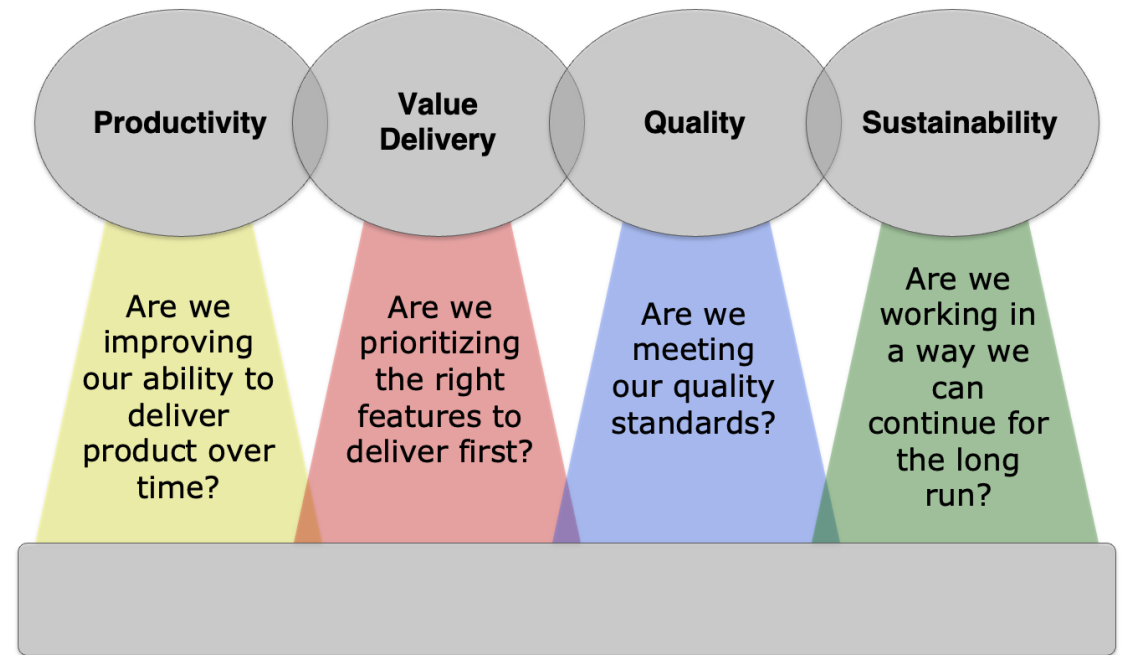
The plan

- Create your vision and measure the progress
- Operating model pillars
- Operating model components
- Productize your idea

Create your vision statement

- **FOR** <target consumers>
- **WHO** <have a frustration, need or desire>
- **THE** <product or service> **IS A/AN** <general descriptor>
- **THAT** <key problem solving capability>
- **UNLIKE** <product or service alternative>
- **OUR PRODUCT** <describe key features and differentiators>

Measure your progress



Operating Model Pillars (mb)

- Operational efficiency and increased performance
- People Oriented
- Continuous induction of growth
- Brand awareness

Set your Objectives and Key Results (mb)

- Company
- Division
- Team
- Role

Operating Model Components (mb)

- Process (Way of working)
- Product (Strategic Direction)

Productise your idea (mb)

- Define your business problem
- Propose a Business MVP

Capture your Backlog

- Action Backlog
- Tactical Backlog
- Strategic Backlog
- Now View
- Pre View
- Big View

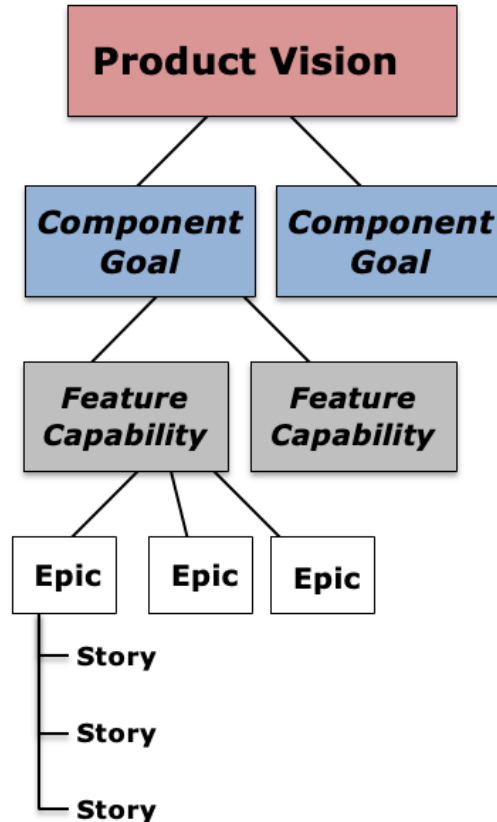


Decomposition of work

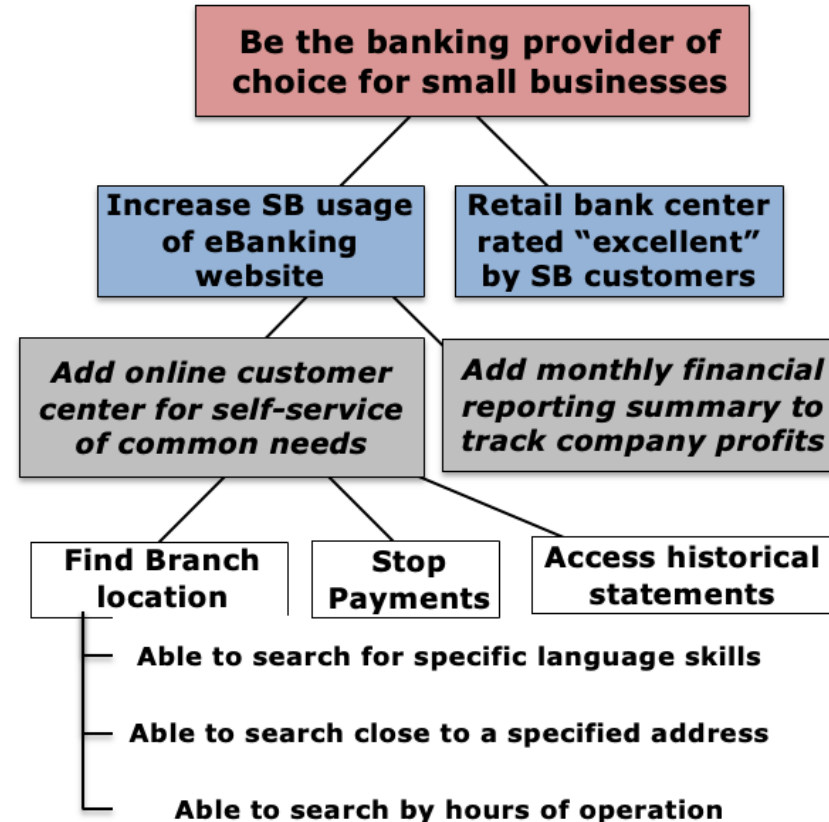
Decomposition Level



Conceptual Hierarchy



Example



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Thank You