

# Development Process Guide

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

| Stage     | Commercial & Industrial Ventures                                                                                                                             | Technology Ventures                                                                                                                                                      |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Identify  | What business or project opportunity is being introduced?<br><br>Indicative Output<br>Opportunity And Sponsor Brief                                          | What technology, user need or business concept is involved?<br><br>Indicative Output<br>Technology Opportunity Brief                                                     |
| Evaluate  | What commercial potential, feasibility inputs and development requirements need assessment?<br><br>Indicative Output<br>Commercial And Development Questions | What technical evidence, user relevance and commercial feasibility need assessment?<br><br>Indicative Output<br>Readiness And Commercial Evidence                        |
| Structure | What business model, responsibilities and partnership arrangements should be explored?<br><br>Indicative Output<br>Commercial And Partnership Framework      | What business model, ownership and technical collaboration arrangements are needed?<br><br>Indicative Output<br>Technology Business Model And Responsibilities           |
| Connect   | Which strategic, technical and potential capital partners could contribute?<br><br>Indicative Output<br>Partner Requirements And Introduction Agenda         | Which technical, industry, commercial and potential capital partners could contribute?<br><br>Indicative Output<br>Technical And Commercial Partner Requirements         |
| Develop   | Which development and implementation workstreams should be coordinated?<br><br>Indicative Output<br>Development Coordination Priorities                      | Which validation, business-establishment and commercialization activities should be coordinated?<br><br>Indicative Output<br>Validation And Commercialization Priorities |
| Grow      | How could operations, expansion and long-term value creation be supported?<br><br>Indicative Output<br>Operating And Expansion Priorities                    | How could adoption, sustainable operations and further development be supported?<br><br>Indicative Output<br>Adoption And Growth Priorities                              |

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.