

## Technical Feasibility

Your stakeholders don't want to be lost in technical jargon – they want an explanation in terms they can understand to overcome their skepticism. Chances are, you have already invested a great deal of time and effort into the proof of the proposed technology. There is often a great deal of emotion tied to the technology, and thus the technical feasibility of the project. Believe me, it is much more comfortable to find the chinks in the armor at this point rather than when the system is operational. Even in the absence of any weaknesses, you should understand that this will likely be the more uncomfortable and harder-to-understand portion of the Feasibility Study.