

Form 09 — Unit economics worksheet

Companion worksheet to *Design-Led Involvement for Business Growth* by Sylvian Bryan.

Project: _____ Date: _____ Use evidence and mark unknowns. Attach supporting records as needed.

Price received and variable costs per unit

Contribution before fixed overhead

Fixed costs, volume and timing assumptions

Unfavorable case and most influential assumption

Observed versus estimated inputs; decision

Tool 10 Release readiness review

Use this before putting a change into normal operation. Confirm the defined scope and version, required approvals, customer communication, operating owner, training, support, monitoring, and recovery route. Identify unresolved items and the authority accepting any remaining risk.

Walk through an ordinary case and a serious exception. Check that the customer-facing promise agrees with the internal process. Confirm that support staff can identify which version or offer a customer received.

Notes / decisions / next steps

Companion resources: www.sylvianbryan.com/design-led/forms/