// INTRODUCTION

From working prototype to a decision-ready validation program

HuntMate is an accountable AI career workflow designed to carry approved context across job discovery, application preparation, follow-up, interview prep, and offer decisions - while keeping factual truth and consequential actions under the person's control.

NEXT GATE

Decision request

Advance to controlled user validation.

1 **Opportunity** HYPOTHESIS

Test whether continuity of approved career context creates more value than disconnected point interactions.

2 **Working model** WORKING

The synthetic First-Five demo makes the full service model concrete enough for realistic evaluation.

3 **Viability unknowns** UNKNOWN

Desirability, willingness to pay, retention, acquisition, and unit economics remain unproven.

Proposal thesis

The next investment should buy evidence - not feature breadth.

Working software lowers feasibility uncertainty. The proposed program is designed to answer whether the problem matters enough, whether users trust the control model, whether continuity creates repeat utility, and whether that value can support a business.

// OBJECTIVES

What this project must prove

The work is organized around four objectives that convert a promising product concept into a decision-ready body of evidence.

1 DESIRABILITY

Validate the problem

Determine whether fragmented context across the job-search lifecycle is painful enough to change behavior.

2 VALUE

Validate the service model

Test whether one connected workflow creates perceptible value across readiness, application, follow-up, interview, and offer stages.

3 TRUST

Validate trust + control

Observe whether evidence labels, correction, approval, and human-control gates increase confidence without creating excessive friction.

4 VIABILITY

Validate business potential

Establish the evidence needed for willingness-to-pay research, target-segment refinement, market sizing, and investment decisions.

Success condition **Evidence is strong enough to choose ADVANCE, REVISE, or PAUSE without pretending working software equals a validated business.**

// SCOPE

A deliberately narrow scope that protects the decision

The project includes only the work required to test HuntMate's continuity, trust, and value hypotheses. Expansion waits for evidence.

IN SCOPE

What we will do

- Refine the synthetic end-to-end demo for realistic task-based evaluation.
- Recruit and run a controlled first-user validation cohort.
- Test onboarding, job decisions, evidence correction, tailoring, follow-up, interview, and offer support.
- Refresh competitive / alternative workflow evidence.
- Define the production-grade identity, data, privacy, and provenance questions that must be answered before real-user scale.
- Capture findings, decisions, and a stage-gate recommendation.

NOT THIS GATE

What we will not do

- No public launch or growth program.
- No auto-apply, auto-send, employer contact, negotiation, acceptance, or decline.
- No fabricated résumé claims or master-résumé overwrite.
- No broad feature expansion before validation.
- No claim of product-market fit, revenue, retention, ROI, or customer hiring outcomes.
- No production architecture commitment until risk and value evidence justify it.

Scope principle **As consequence rises, HuntMate increases evidence, review, and human control rather than increasing autonomy.**

Build enough to learn - then make the decision visible

The operating model combines iterative product work, evidence-led research, quality checks, and explicit stage-gate decisions.

Methodology

01	**Iterative discovery**	Short cycles that move from observation → hypothesis → prototype adjustment → retest.
02	**Continuous feedback**	Structured participant and stakeholder feedback captured as evidence, not anecdote.
03	**Quality + trust checks**	Truthfulness, correction, approval, privacy boundaries, and failure/recovery states reviewed each cycle.
04	**Stage-gate governance**	Each cycle ends with a documented decision: advance, revise, pause, or stop.

Deliverables

- Reviewable First-Five synthetic product prototype.
- Innovation Opportunity Brief and stage-gate readiness artifact.
- Customer journey + service blueprint showing human / AI responsibilities.
- Validation protocol, task scenarios, observation notes, and findings synthesis.
- Competitive / alternatives evidence refresh.
- Production-readiness requirements for identity, data, privacy, and provenance.
- Decision packet with evidence, open risks, and next-gate recommendation.

DECISION-READY

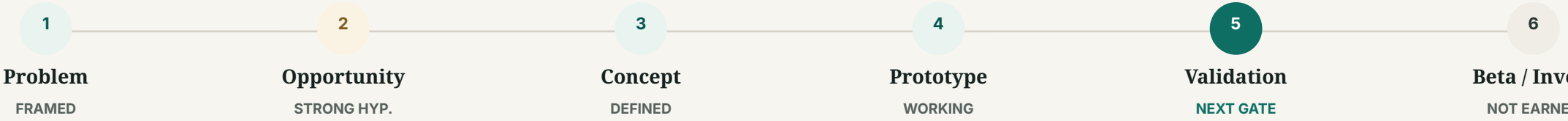
// TIMELINE

A six-week validation-first plan

Relative timing begins after approval. Calendar dates remain intentionally uncommitted until participant availability and execution capacity are confirmed.

TASK	DESCRIPTION	START	END	GATE
Project initiation	Confirm objectives, research plan, success criteria, and participant profile.	Wk 1	Wk 1	PLAN
Prototype readiness	Refine end-to-end synthetic flow and realistic task scenarios.	Wk 1	Wk 2	READY
Controlled validation	Run task-based sessions; observe comprehension, trust, correction, and repeat utility.	Wk 2	Wk 4	EVIDENCE
Market / value evidence	Refresh alternatives; synthesize value signals; design WTP follow-up.	Wk 3	Wk 5	VALUE
Decision synthesis	Consolidate findings, open risks, and stage-gate recommendation.	Wk 5	Wk 6	DECIDE

Stage-gate readiness



A small, cross-functional team around one decision

The validation phase does not require a full product organization. It requires the right evidence, disciplines, and decision owners.

PEOPLE

Human resources

Venture / product lead
Product + UX design
Front-end prototyping
QA / security review
Research participants
Subject-matter input as needed

SPEND

Financial resources

Participant incentives
Research / testing tools
Hosting / prototype services
Specialist consultation if required
Contingency for high-risk findings

TOOLS

Material / technical resources

Synthetic demo environment
Test devices + browsers
Research scripts + evidence repository
Private source control
Current journey / blueprint artifacts

Primary stakeholders

Venture lead / sponsor

Owns the investment question, scope, and advance/revise/pause decision.

Product + design

Turns uncertainty into testable workflows, prototypes, and evidence.

Research participants

Provide behavioral evidence about problem intensity, trust, and value.

Technical / risk reviewers

Challenge feasibility, privacy, provenance, and production-readiness assumptions.

The biggest risks are evidence risks - not feature risks

The plan is designed to expose weak assumptions early, before the project earns larger investment or production complexity.

1	**Problem intensity**	Users may not find context fragmentation painful enough to change behavior.	Observe current workflows first; recruit active job seekers; test real task switching before expanding features.	HYPOTHESIS
2	**Trust + privacy**	Persistent career context could feel invasive or unsafe.	Use synthetic data in the prototype; test comprehension, consent, correction, deletion, and control expectations explicitly.	HIGH CONSEQUENCE
3	**Control friction**	Approval gates could become reassuring in theory but burdensome in use.	Compare low- vs high-consequence tasks and adjust review intensity to consequence rather than applying one universal gate.	TEST
4	**Commercial viability**	Value may not be strong enough to support willingness to pay or sustained use.	Establish repeat utility first; then run structured value/WTP research and target-segment refinement before pricing or scale decisions.	UNKNOWN

Mitigation principle: make uncertainty visible early, keep the next investment small, and let evidence - not momentum - decide what advances.

Fund the next learning milestone - not the imagined end state

No HuntMate validation budget has been approved. Dollar amounts remain intentionally TBD until participant count, tooling, specialist needs, and production scope are confirmed.

Budget structure

TBD - NOT APPROVED

ITEM	DESCRIPTION	ESTIMATE
Participant research	Recruitment, incentives, scheduling	TBD
Research / testing tools	Session capture, analysis, evidence management	TBD
Prototype / infrastructure	Hosting and demo-support services	TBD
Specialist review	Security, privacy, legal, or domain consultation as needed	TBD
Contingency	Unforeseen high-risk findings or retest needs	TBD

RECOMMENDATION

Advance to controlled user validation

Why now

The opportunity is framed, the human + AI service model is coherent, and the working prototype is mature enough to make the highest-risk hypotheses observable.

Do not claim Market demand · WTP · PMF · retention · revenue · ROI · customer hiring outcomes

Conclusion **HuntMate has earned a validation gate - not a scale gate. The next responsible investment is the smallest program that can determine whether people understand, trust, reuse, and value the continuity model enough to justify deeper viability work.**