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# **Flashtest**

Stop wasting any more resources on an idea that will most likely fail in the market.



## Do you want to know..

- if you have a product with a market fit?
- if your potential customers understand your value proposition?
- which product features your potential customers value the most?
- · who your potential customers might be?
- what price your potential customers are willing to pay?

# 80% of all ideas fail when they hit the market

# Introducing... Flashtest

Most product launches fail due to a lack of market demand. So, instead of you investing large amounts of resources in an idea that the market may not want, let us take over and test this idea for you, in a flash.

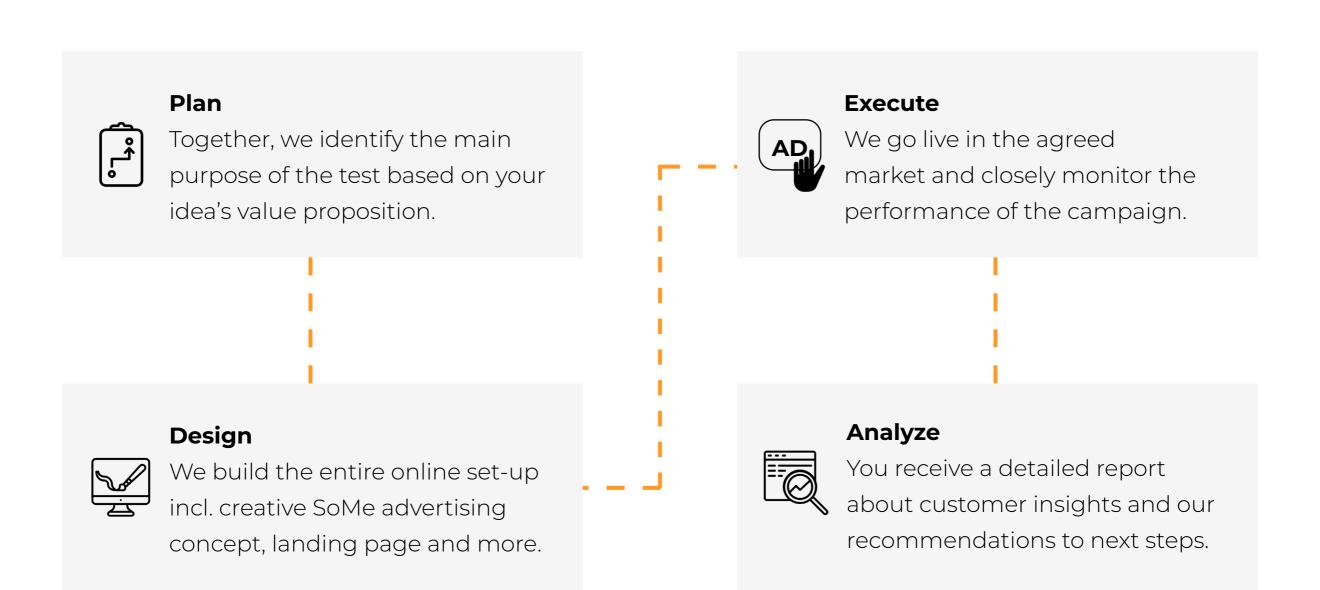
We test your idea on your potential customers using a laser-focused market validation process built on top of Google's way of bringing the right ideas to the market.

After some weeks, you will end up with market validated insights on whether your idea is a hit or a miss.

Lean back and enjoy the ride.

## Our Flashtest Approach

We obtain customer insights and validate your idea... fast and cheap.





# Capturing customer data to help validate your business idea

Social media advertising allows us to measure customer behaviors using metrics that uncover the market's curiosity, interest, and desire for your product.

## **Market Curiosity**

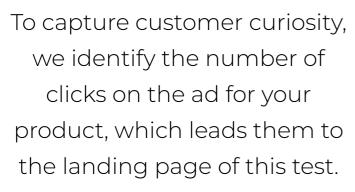


## Market Interest



## **Market Desire**

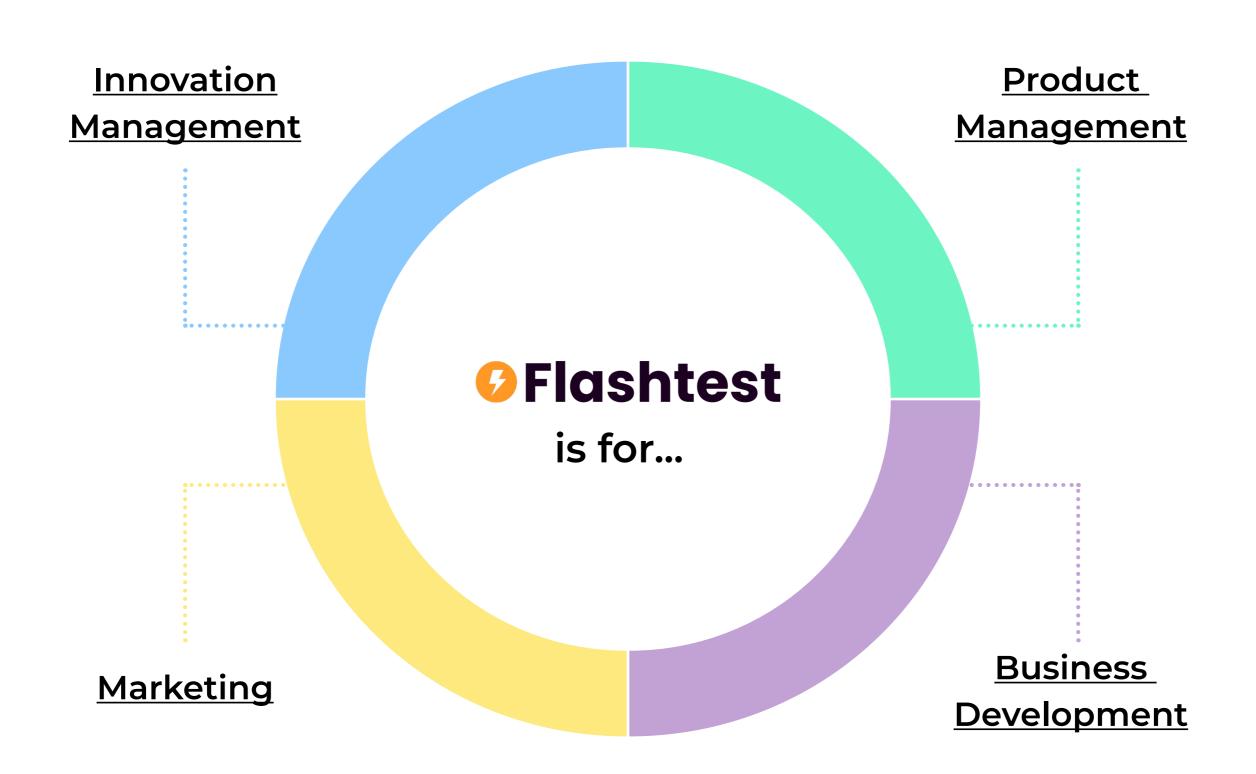
### SoMe Ads Landing Page



We capture customer interests when they interact with the Call-To-Action on the landing page that showcases your value proposition.

#### **Personal Details**

Once customers click on the Call-To-Action, they will be asked for personal details to determine their 'skin-in-thegame' level.



## Flashtest for Innovation Management



Kåre Carlsen, Head of Innovation

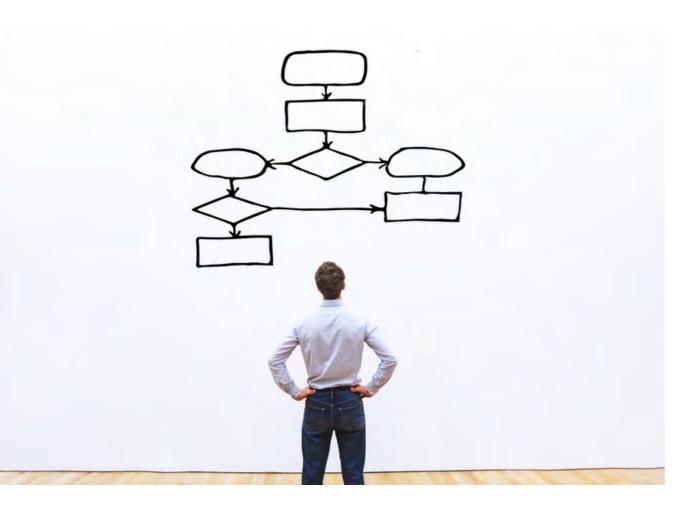






Flashtest provided invaluable knowledge of what works and which darlings should be dropped. Be prepared to be wise. One moment, you are part of a creative whirlwind, the next, a spectator to a team that knows their homeground really well. \*\*

### Flashtest for Innovation Management



# Building an effective process to validate ideas

Developing a product based on customer needs is never easy. If a market doesn't have enough demand, there's really no reason to go into production.

Small experiments will help you determine if you have the right product before investing resources in building it.

### Flashtest for Innovation Management

## What you can expect by the end of a Flashtest

### Market Validation

You'll obtain insights on how the market responds to your product or service, and determine if it has a market demand.

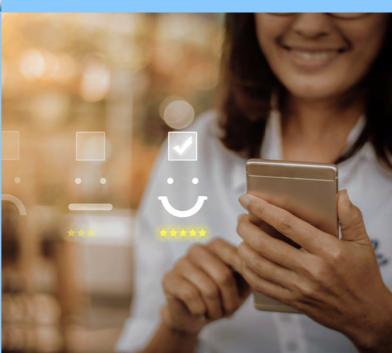


# **Customer Feedback**

You'll discover how the audience interact with your value proposition and obtain personal feedback from the interested customers.

## Unbiased Data

You'll get all the raw data collected during the test but presented in an analyzed and easy-to-understand format.



## Start validating your ideas now!



Reach out to Tim tim@pree.to

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## Read more on how Flashtest can benefit your company

<u>Product Management</u>

**Business Development** 

**Marketing** 

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## Flashtest for Product Management



Henry Brorson, Head of Corporate Garage



We literally did not have to move a finger. The beauty of Flashtest is the fact that you as a company can go from idea to market validation fast and with no distractions.

### **Flashtest for Product Management**



## Is your product marketready?

A company that is moving forward and in line with its customers' needs will be able to generate a steady stream of revenue. It's important to find out what the market is interested in before building something for them. Otherwise, what's the point?

So how can you truly uncover what your target market needs?

## What you can expect by the end of a Flashtest

### Feature Relevance

Get a comparison on how the flashtested features performed in the market and which of the features your target market values the most.



## **Customer Needs**

Uncover feedback directly from your target market and understand their needs to end up with a clearer vision of your product roadmap.

### Price Points

Determine the price points that are most attractive to your target market or how to best communicate about this area.



# Get a clearer view of your product roadmap now!



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## Flashtest for Business Development

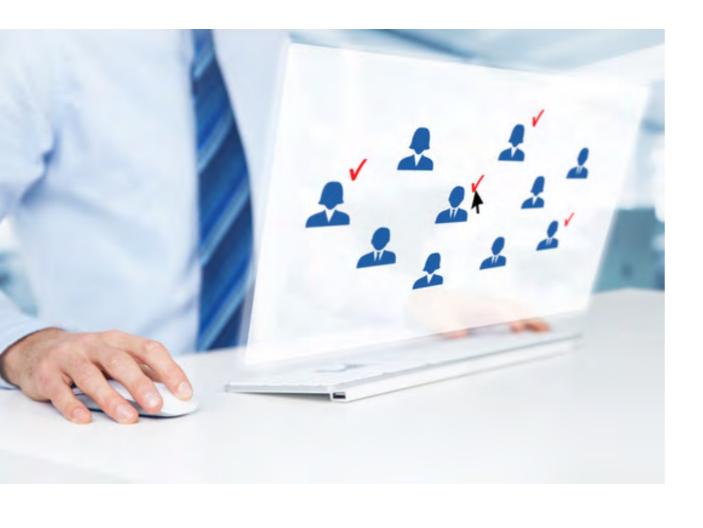


Brian Andersen, E-Commerce Director matas

We have successfully strengthened our digital presence over the past years with Flashtest helping us mitigate risks in the early stages.

We now look forward to experimenting more going forward.

### Flashtest for Business Development



# Enter the market with reliable customer data

With the right product, positioning is just as important. We have come to learn that most businesses enter the market with a strategy based on generic market data and loads of assumptions.

So how do you obtain your own unique data that determines who your customer segments are and how to target them?

## What you can expect by the end of a Flashtest

### Market Segments

Discover potential market segments based on audience demographics data where potential customers were curios about your product or service.



### Pricing Models

Find out how the audience interact with your value proposition and the price models that is suitable based on their needs.



### Real Customer Insights

Obtain valuable feedback from customers that are more than just curious about your new offering.



# Strengthen your go-to-market strategy now!



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## Flashtest for Marketing



## Nicolai Karger, Head of Demand Management



With Flashtest, we obtained invaluable insights in our customers' sincere intention - and not just the usual "I would probably buy the product if it was available" kind of feedback. \*\*

### Flashtest for Marketing



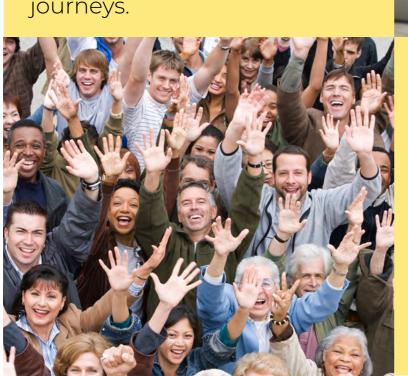
# Communicate the right value proposition to the right market

If your customers can't understand your product, then it doesn't matter how good it is. Knowing how to communicate your value proposition is crucial in reaching your target market. Trends are great, but data beats it every single time.

## What you can expect by the end of a Flashtest

### Persona Demographics

Discover the audience demographics that interacted with your brand and create insightful customer personas and journeys.



## Communication Approach

Find out how the audience is interacting with the different brand concepts and communication approach.

## **Customer Insights**

Obtain invaluable customer feedback and behavioural data.



# Understand your target market now!



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