

Working Founder Operating Pack_____

One-page operating view, offer, pipeline, promise path, cash, dashboard, weekly review, and recovery tools.

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Companion to *The Working Founder*

One-Page Operating View

Primary offer, customer, trigger, and completion

Current constraint and exposed promise

Signal	Current	Boundary	Decision
Demand			
Buyer move- ment			
Delivery			
Quality			
Cash			
Customer			

Offer Specification

Buyer and trigger

Result and deliverables

Customer inputs

Boundary and change rule

Price, terms, and completion

Fit and Capacity

Best current fit, conditional fit, and not now

Capacity field	Current rule
Whole-promise effort	
Observed elapsed cycle	
Usable capacity	
Active-work limit	
Current commitments	
Next available start	

Pipeline Definitions

Stage	Entry evidence	Exit evidence	Stale
Identified			
Engaged			
Qualified			
Offered			
Committed			
Won / lost			

Promise Path

Stage	Entry	Work / owner	Time	Exit / excep- tion
Agreement				
Payment				
Intake				
Production				
Review				
Delivery				
Acceptance				
Learning				

Minimum Viable Process

Trigger, owner, and required inputs

Steps or decision rule

Definition of done

Exception, authority, and evidence

Quality and Work in Progress

Functional, accuracy, usability, and conformance criteria

Active-work limit and priority rule

Early review point and final acceptance

Defect, clarification, change, or learning

Cash Calendar Rules

Available cash, reserves, and restricted money

Committed, likely, and speculative inflow rules

Base, downside, and immediate-stress assumptions

Action floors and professional questions

Offer Economics

Price	
Payment fees and direct cash costs	
Correction / refund allowance	
Direct cash contribution	
Founder hours and elapsed cycle	
Constrained capacity consumed	
Variation conditions	
Decision	

Weekly Founder Review

Risk, broken promise, and cash obligation

Constraint and change from expected path

Buyer and customer learning

Decisions, owners, and review dates

Work to stop

Service Recovery

Customer effect and immediate protection

Known, unknown, and next update

Remedy, owner, and completion

Failure point and preventive change

Verification evidence

Fragility Review

Pressure	Present exposure	First protection
Largest customer leaves		
Founder unavailable 2 weeks		
Primary route weakens		
Supplier fails		
Large payment is late		
Demand doubles		
Serious defect affects a batch		