

Requirements Management

A nine-step process → incremental innovations / market-pull products

- 1 Identifying the **users** (end users, key users, customers, etc.)
- 2 Collecting the **user requirements** (~ needs gathering*)
- 3 Searching for **solutions** (~ concept generation*)
- 4 Translating the **user requirements** into **target product requirements** (~ target specifications setting*)
- 5 Benchmarking the **solutions** (~ concept selection and testing*)
- 6 Setting the **final product requirements** (~ final specifications setting*)
- 7 Developing the **solution**, the **product**, the **service** or the **facility** (i.e. going through the **DESIGN** and **BUILD** phases)
- 8 Verifying the product w.r.t. the **product requirements**
- 9 Validating the end product w.r.t. the **user requirements**