

Requirements Management

A nine-step process → radical innovations / techno-push products

- 1 Searching for **solutions** (~ concept generation*)
 - 2 Identifying the **users** (end users, key users, customers, etc.)
 - 3 Collecting the **user requirements** (~ needs gathering*)
 - 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**
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