



CRRSP Methodology



Comprehensive & Robust Requirements Specification Process

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En'rgetix

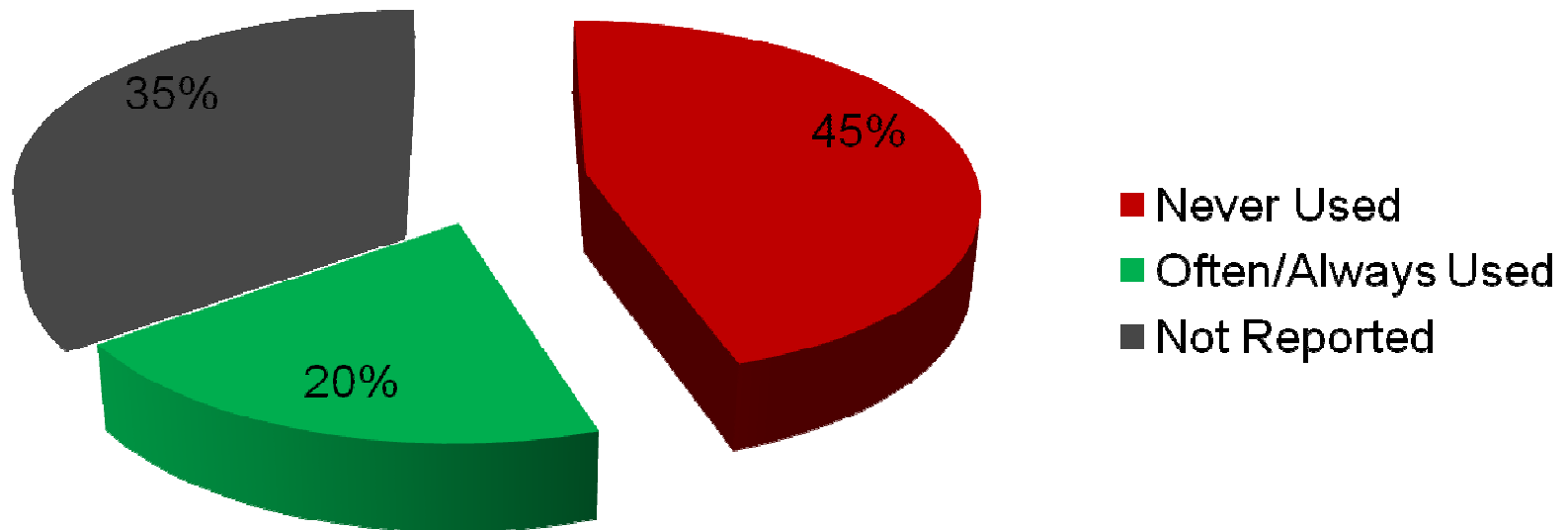
Management and Technology Consulting

Agenda

- Background
- Best Practices Ratio
- Average Requirement Costs
- Project Facts
- Signs & Symptoms
- CRRSP Overview
- Typical Development Life Cycle
- CRRSP Development Life Cycle
- Key Differentiators
- Benefits
- Advantages
- Case Study

Background

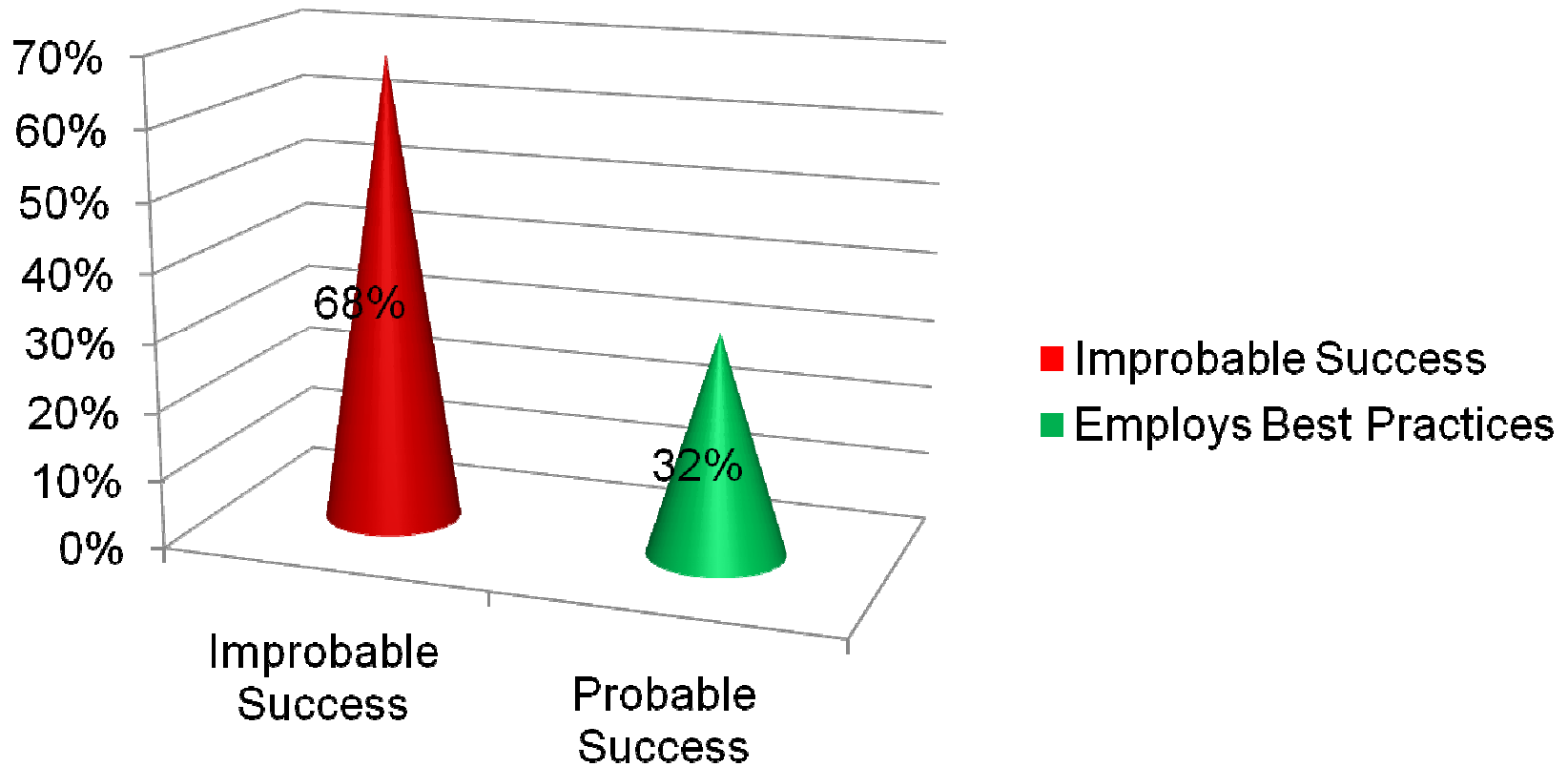
Software Feature Utilization



Building Requirements Consensus;
Cook Enterprise Corporation

*En'R-gize your service delivery...
Excel'R-ate your solution!*

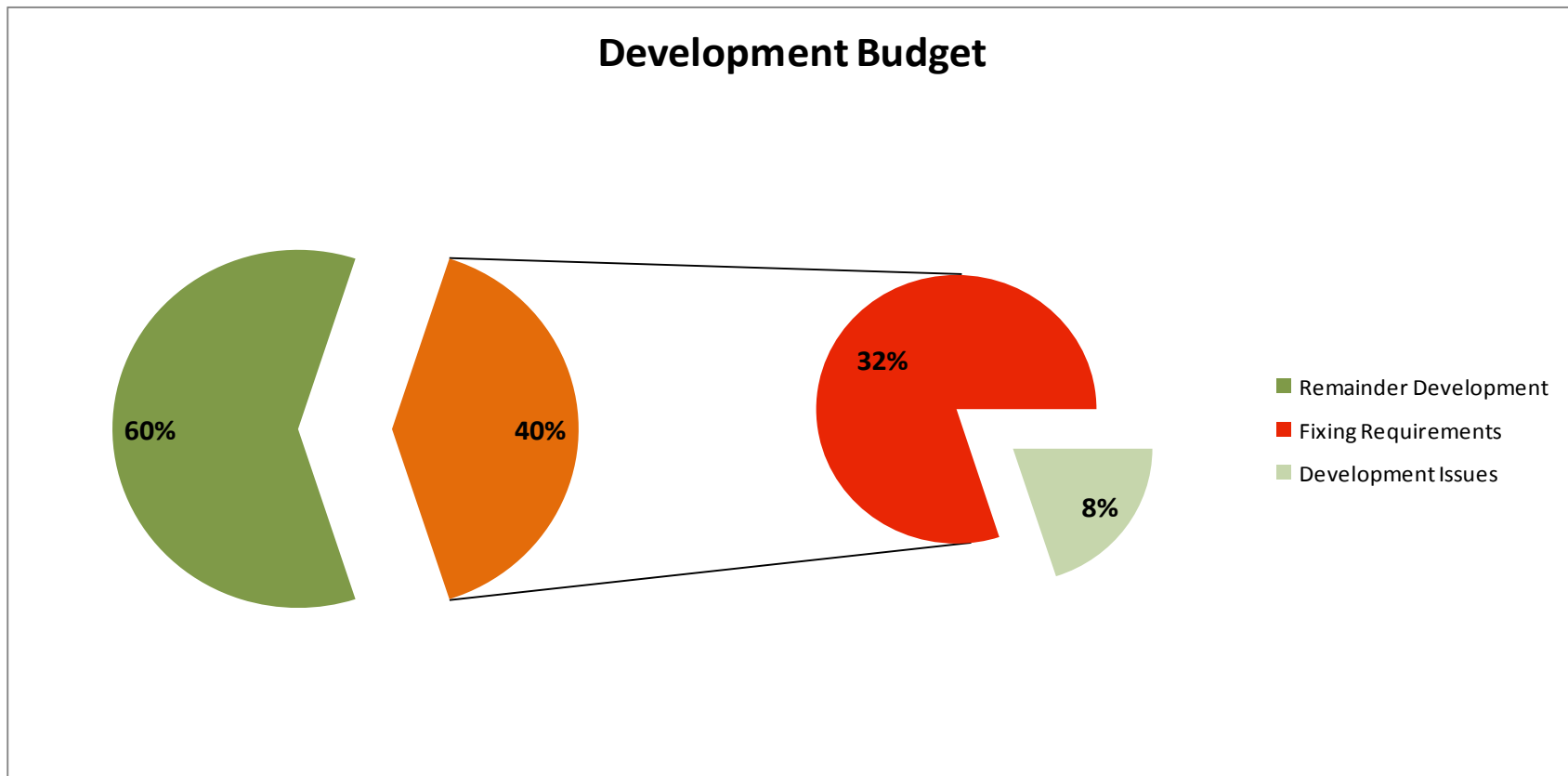
Best Practices Ratio



Business Analysis Benchmark
2008; IAG Consulting

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Average Requirements Cost



Business Analysis Benchmark
2008; IAG Consulting

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Signs & Symptoms:

What your people are seeing

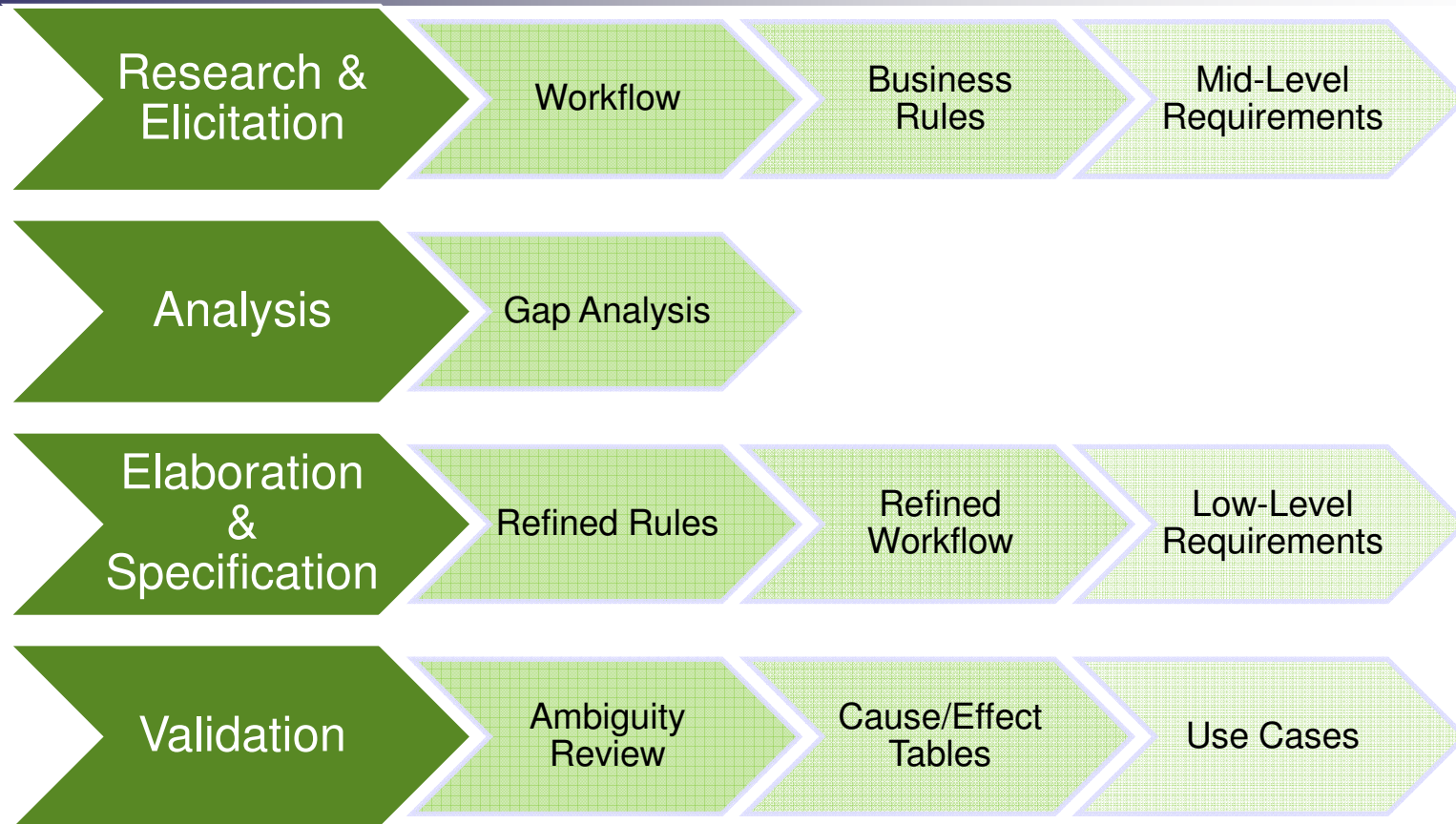
- High conflict projects
- Low morale
- Missed functionality
- Unused functionality
- Low communication
- Takes too long to resolve issues
- Lack of involvement
- Lack of buy-in
- Scope change
- Scope creep
- Wordy requirements
- Unknown test coverage
- Project over-runs
- Lack of project support
- 3:1 Project failure rates

Signs & Symptoms:

What your people are saying

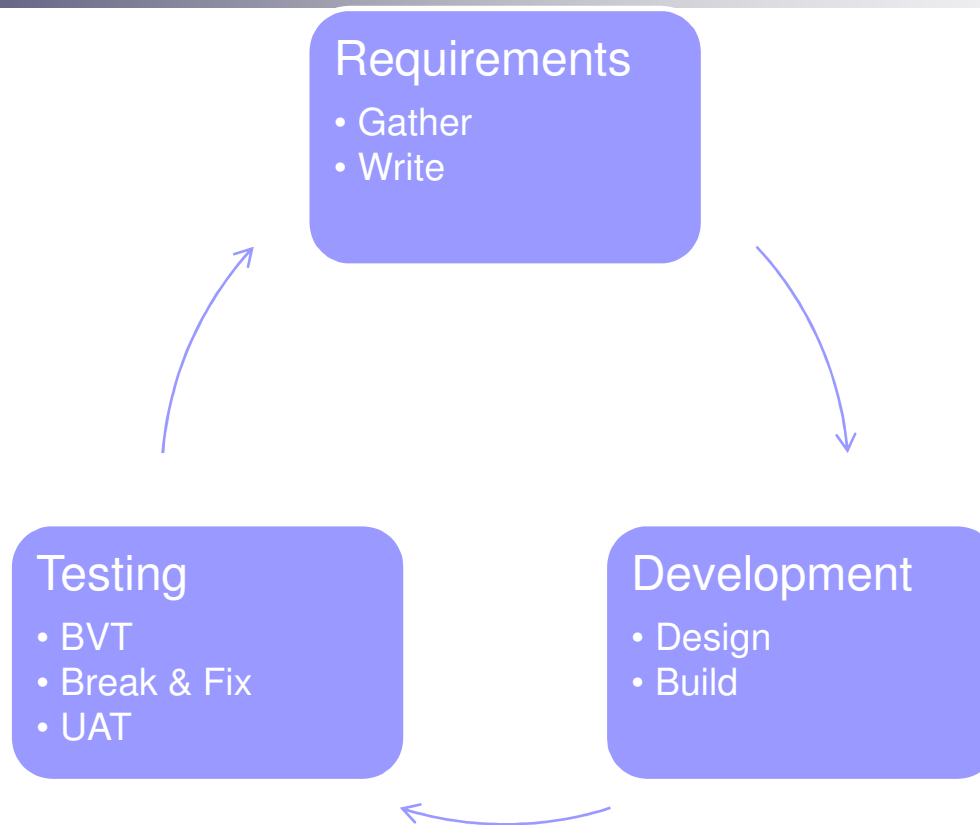
- “I never thought about that scenario”
- “Developers don’t get it”
- “Do we test what was built or what was in the requirements”
- “I didn’t think it could be interpreted that way”
- “They didn’t build what we asked for”
- “The business didn’t tell me that”

CRRSP Overview



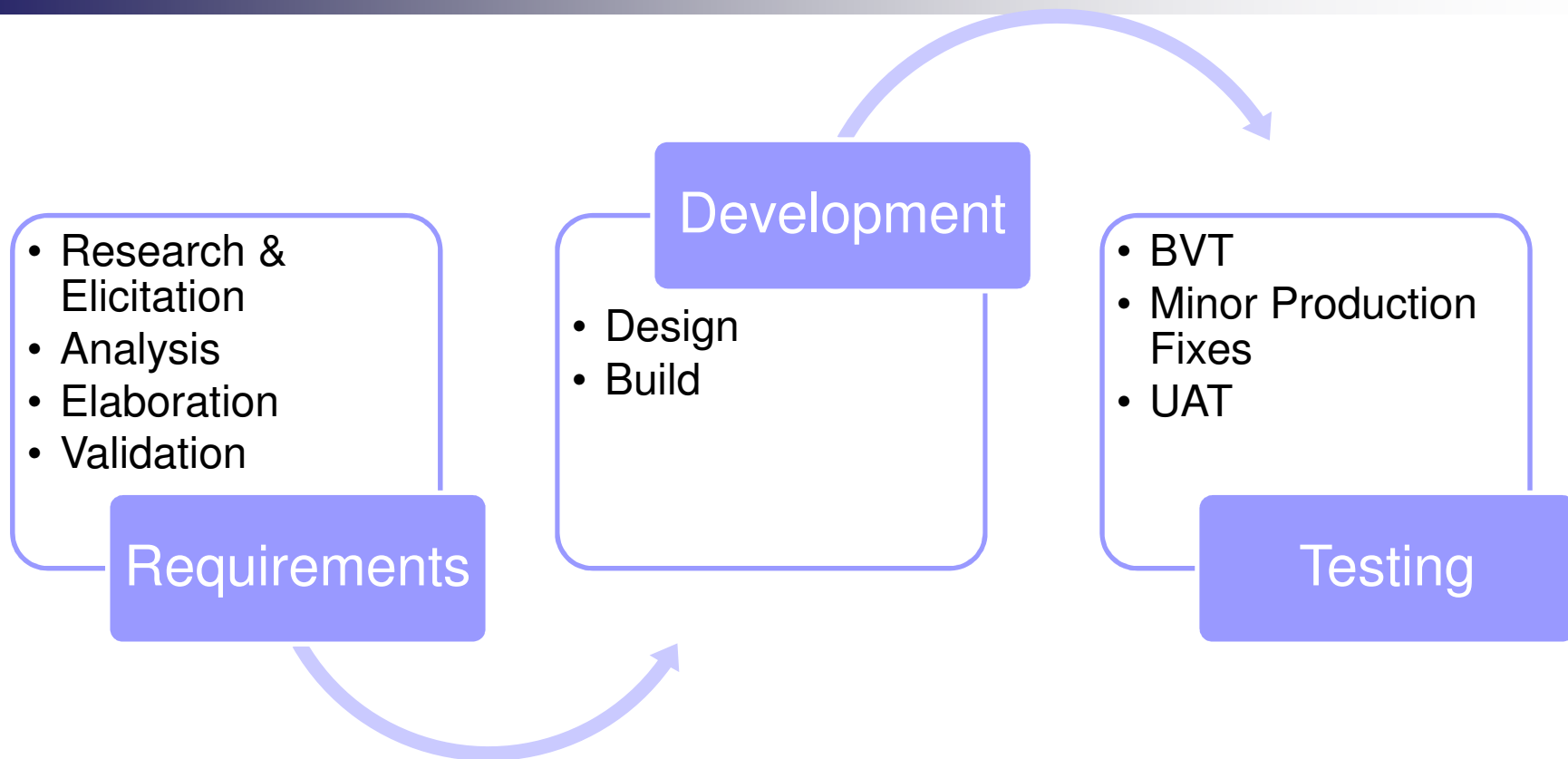
*En'R-gize your service delivery...
Excel'R-ate your solution!*

Typical Development Life Cycle



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CRRSP Development Life Cycle



*En'R-gize your service delivery...
Excel'R-ate your solution!*

Key Differentiators

- Logically defined path to achieve best requirements
- Flexible approach
- Research & Elicitation
 - Clear techniques for gathering requirements
- Analysis
 - Gap Assessment
 - Specific assessment of current & future states
 - Ability to make informed decisions
 - Mitigation strategies

Key Differentiators

■ Elaboration & Specification

- Team collaboration
- BATNA vs. WATNA (Best Alternative to a Negotiated Agreement vs. Worst Alternative to a Negotiated Agreement)

■ Validation

- Clear & consistent steps to validate requirements
- Ensures requirement completeness & accuracy

Benefits

- Due diligence up front
- Project team at same level of understanding before development
- Increased product confidence
- Reduced break & fix during testing
- Reduction in unused features
- Reduced errors

Benefits

- More precise requirements
- Increased team collaboration
- Reduced time to define requirements
- Reduced project cost
- Increased ROI
- More rapid realization of ROI
- Reduces time to market

Advantages

- Scalable – Can be applied to projects of any size
- Flexible – can be applied at any stage during a project
- Doesn't add bulk - Requires 1 CRRSP practitioner to 10 BA ratio on a project
- Decision-making Capability – provides sponsors the ability to make informed decisions based on risks & impacts
- Identify post-production errors before production

Case in Point

- Large insurance client
- Project team at odds – high conflict
- Limited communication
- Requirements never delivered on schedule
- \$1.2 million, 1 yr project became \$6 million, 3+ yr phased project
- Phase 1A implemented with 396 post production issues
- BA & Testing team did not know what had been built and implemented

E2 Consulting Actions

- Project put on hold to fix existing issues
- Re-aligned project to objectives
- Delivered unrefined business requirement document (BRD) to Development & Testing
- Ambiguity review
- Working Sessions to refine BRD

Net Result

- Team conflict dropped
- Communication increased
- Project team knew what was being delivered
- Requirements delivered on schedule
- Phase 1B implemented with only 2 post production issues
- Reduced time to define requirements by 48%
- Realized cost savings over \$200K

Thank you.

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