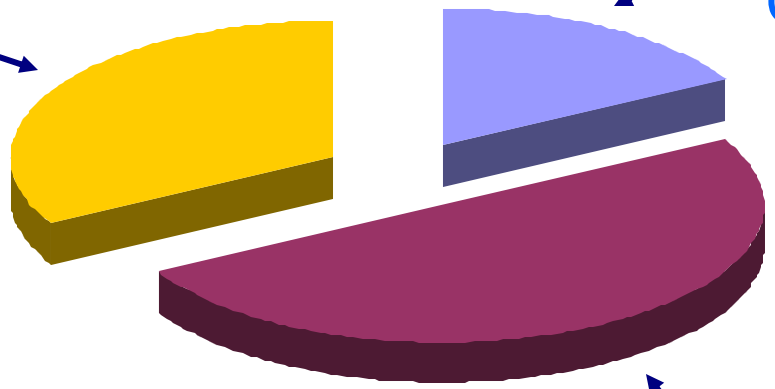
When Any Road Won't Do… Project Scope Points the Way

Larry Fellows

Compliance Automation, Inc.

Standish Group Survey - 1995



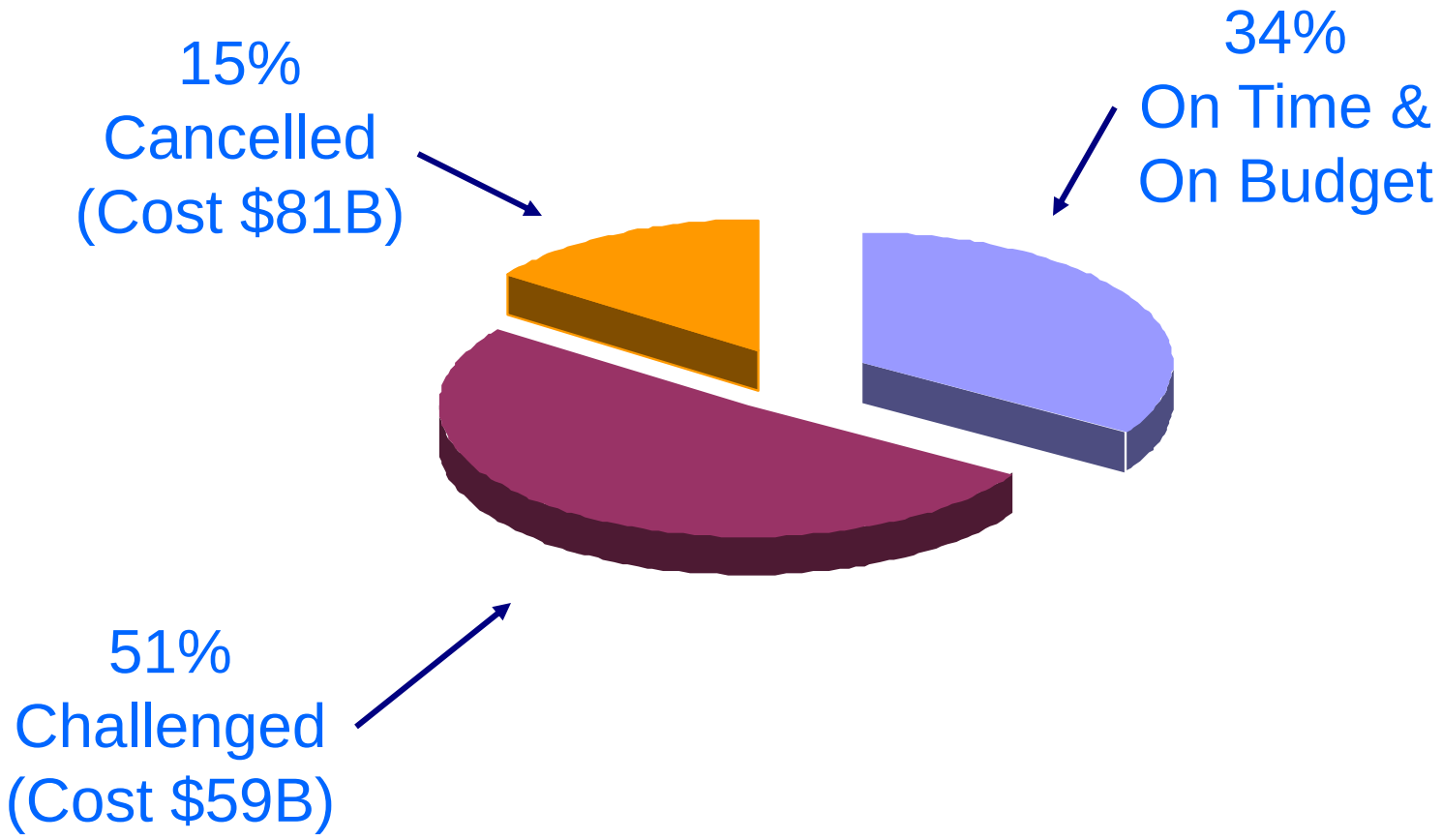
Average Challenged Project:

189% Over Budget

222% Behind Schedule

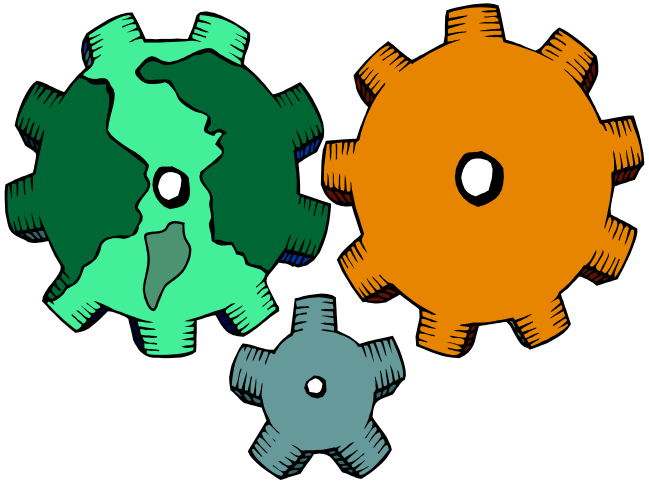
Only 61% of originally specified features delivered.

Standish Group Survey - 2002

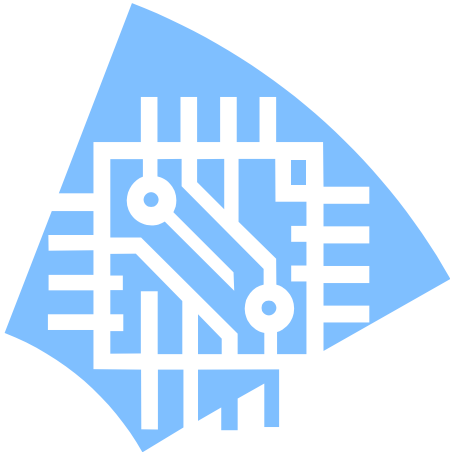


A Winning Product

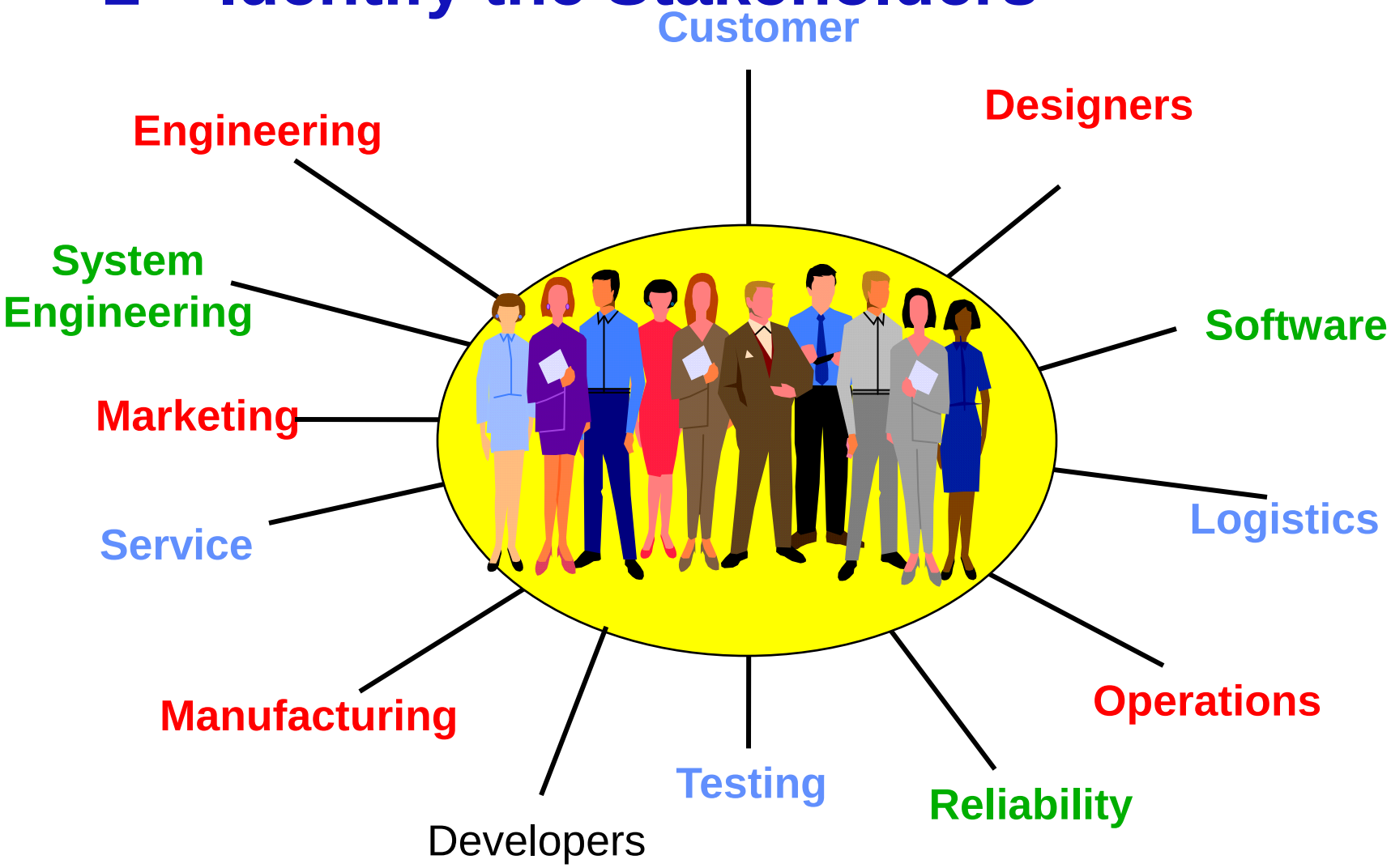
On Time
On Budget
Required Functions
Right Quality



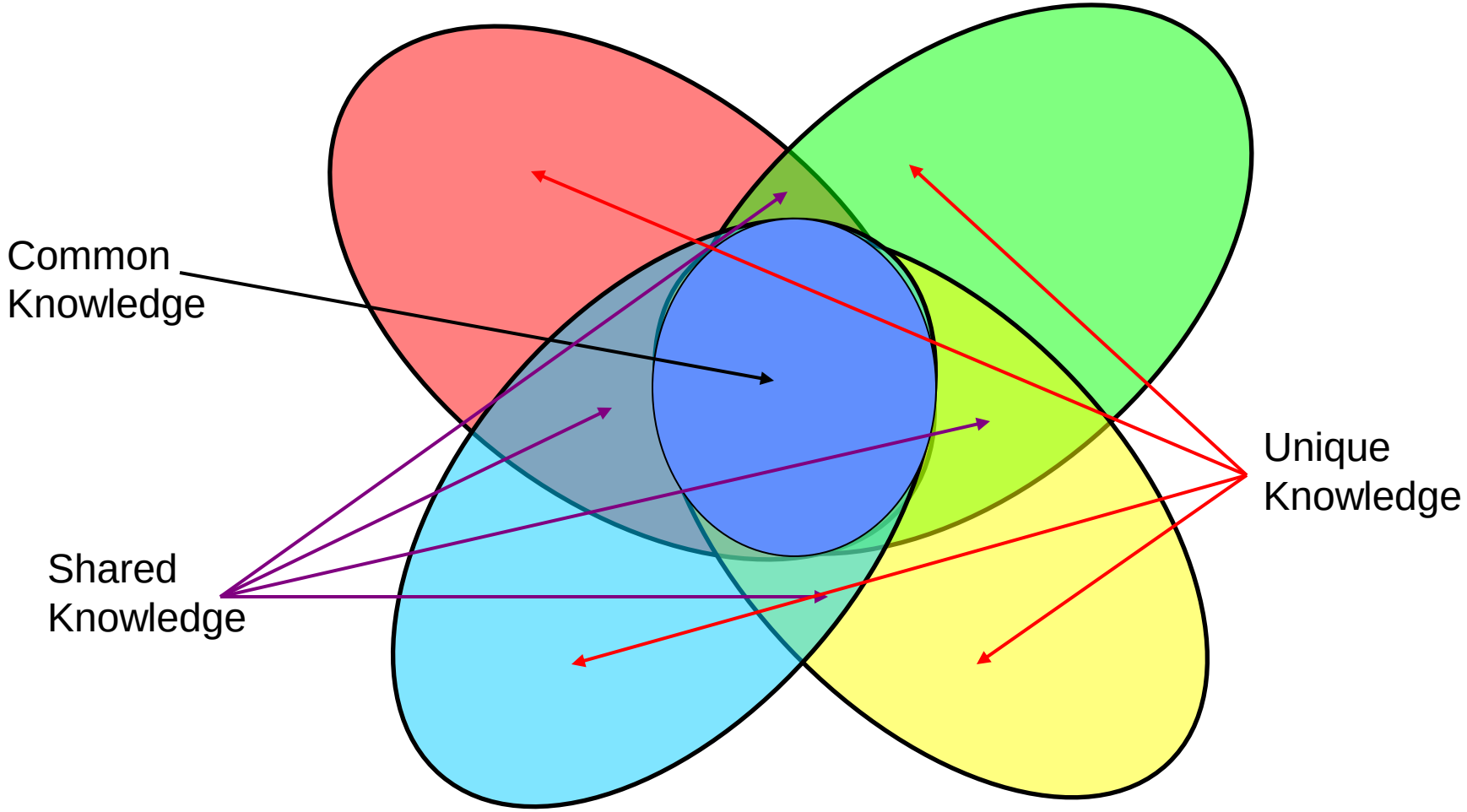
1 – Define the NEED



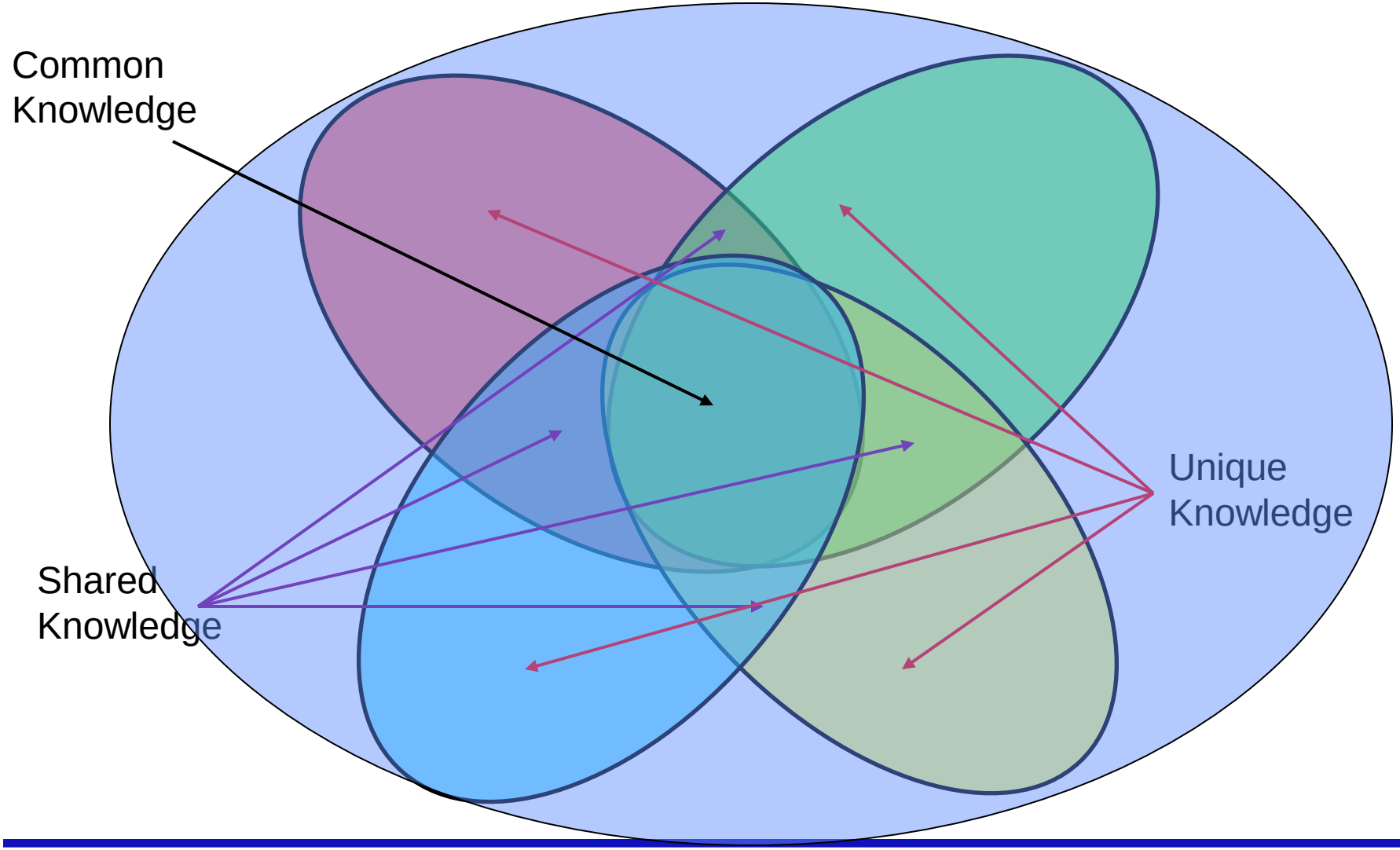
2 – Identify the Stakeholders



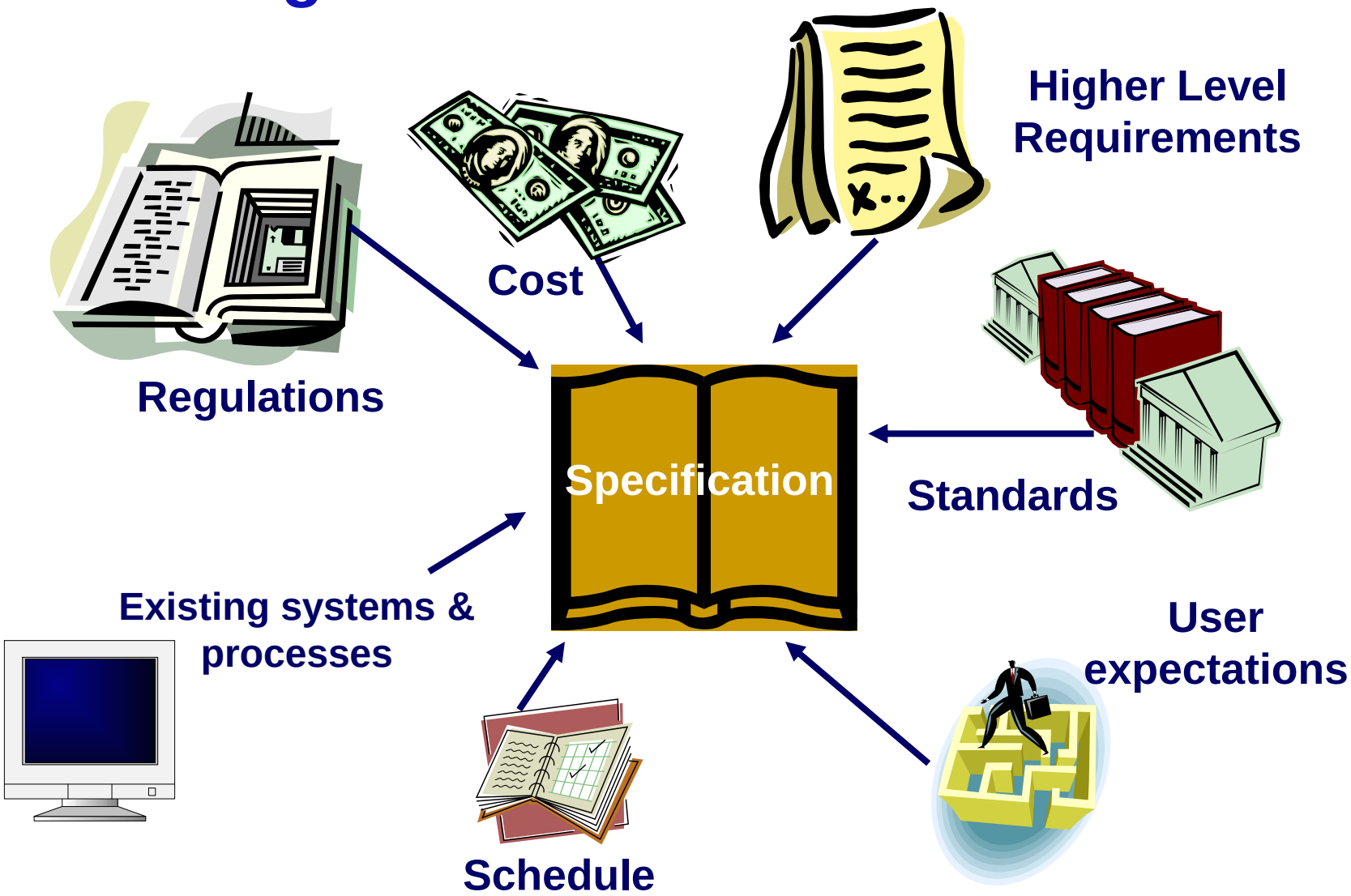
Stakeholder Knowledge



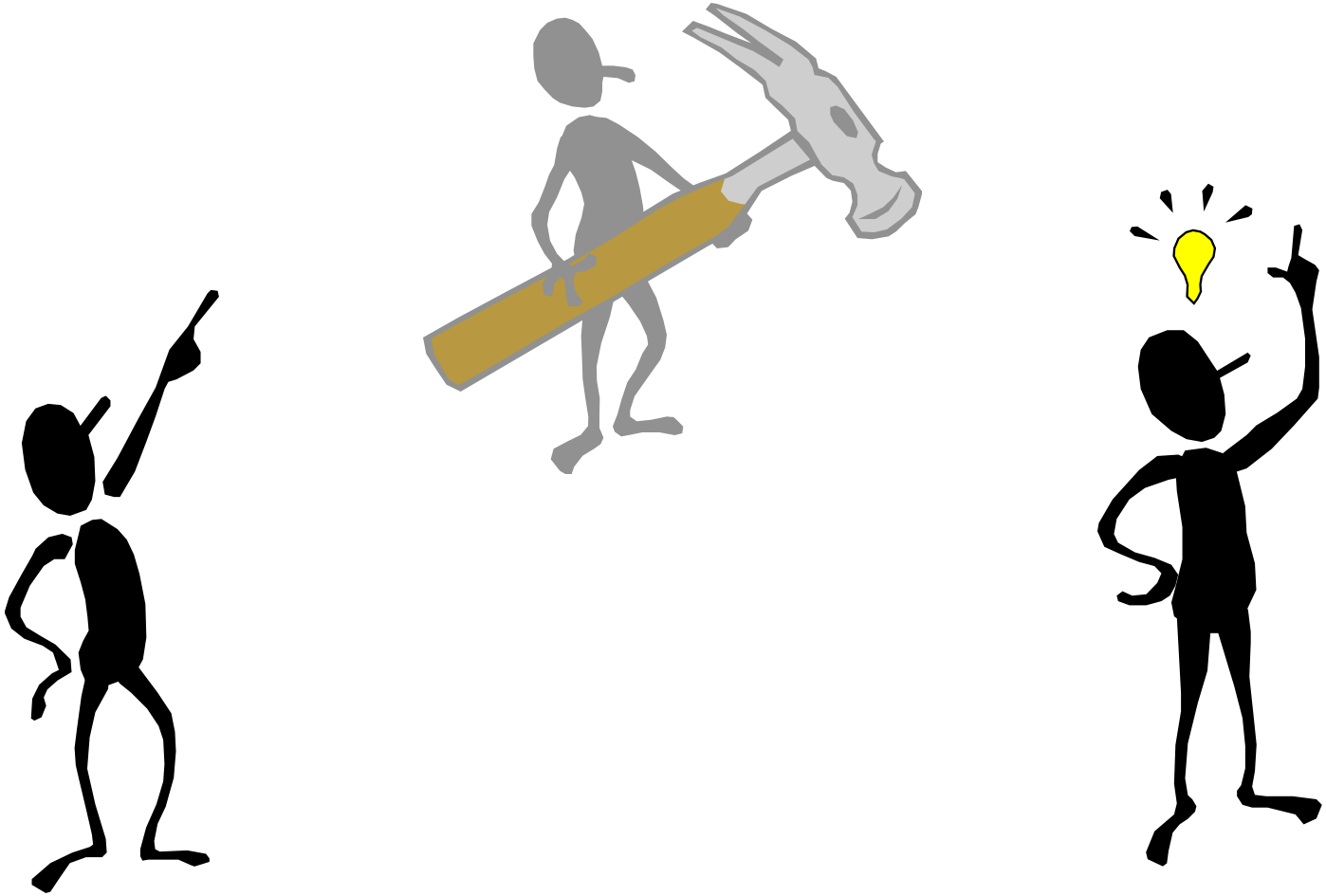
Create Common Vision



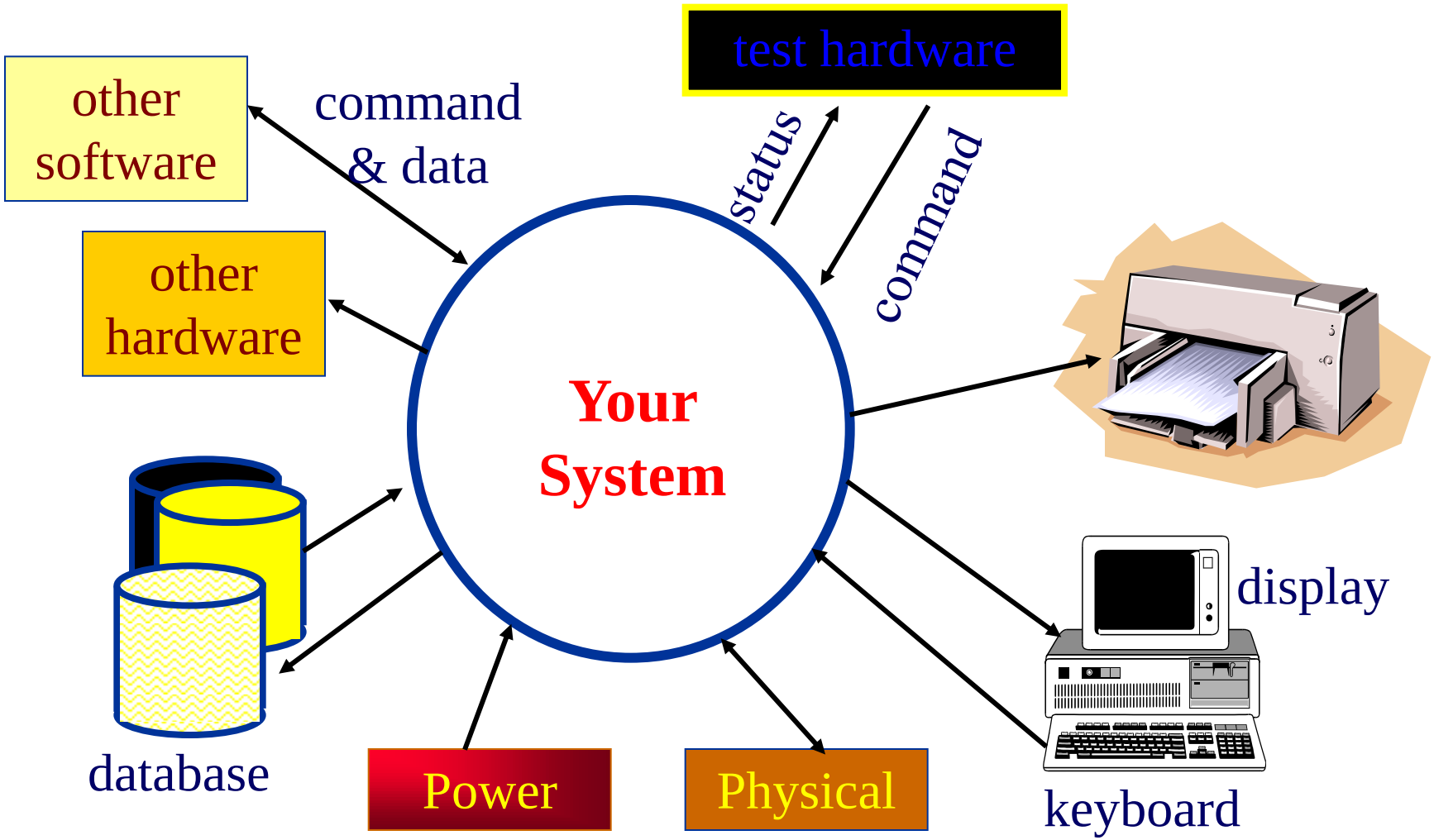
3 – Recognize the Drivers



4 – Gather Operational Concepts



5 – Define External Interfaces



No Surprises

People who write bad requirements should not be surprised when they get bad products

But they always are.

Ivy Hooks