<Construcciones Monsa>

Vision

Version <1.0>

Revision History

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| --- | --- | --- | --- |
| **Date** | **Version** | **Description** | **Author** |
| 18/08/2015 | 1.0 | Documento donde se evidencia la visión del proyecto, interesados y usuarios finales | Felipe Andrés Jamioy-Deiby Fabián Loaiza |
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|  |  |  |  |

Table of Contents

1. Introduction 4

1.1 Purpose 4

1.2 Scope 4

1.3 Definitions, Acronyms, and Abbreviations 4

1.4 References 4

1.5 Overview 4

2. Positioning 4

2.1 Business Opportunity 4

2.2 Problem Statement 4

2.3 Product Position Statement 4

3. Stakeholder and User Descriptions 4

3.1 Market Demographics 4

3.2 Stakeholder Summary 4

3.3 User Summary 4

3.4 User Environment 4

3.5 Stakeholder Profiles 4

3.5.1 <Stakeholder Name> 4

3.6 User Profiles 4

3.6.1 <User Name> 4

3.7 Key Stakeholder or User Needs 4

3.8 Alternatives and Competition 4

3.8.1 <aCompetitor> 4

3.8.2 <anotherCompetitor> 4

4. Product Overview 4

4.1 Product Perspective 4

4.2 Summary of Capabilities 4

4.3 Assumptions and Dependencies 4

4.4 Cost and Pricing 4

4.5 Licensing and Installation 4

5. Product Features 4

5.1 <aFeature> 4

5.2 <anotherFeature> 4

6. Constraints 4

7. Quality Ranges 4

8. Precedence and Priority 4

9. Other Product Requirements 4

9.1 Applicable Standards 4

9.2 System Requirements 4

9.3 Performance Requirements 4

9.4 Environmental Requirements 4

10. Documentation Requirements 4

10.1 User Manual 4

10.2 Online Help 4

10.3 Installation Guides, Configuration, and Read Me File 4

10.4 Labeling and Packaging 4

A Feature Attributes 4

A.1 Status 4

A.2 Benefit 4

A.3 Effort 4

A.4 Risk 4

A.5 Stability 4

A.6 Target Release 4

A.7 Assigned To 4

A.8 Reason 4

Vision

# Introduction

Este documento contiene información relacionada con las necesidades y oportunidades de negocio, identificación del problema y los involucrados en el proyecto.

## Purpose

El propósito es conocer la visión del software que se va a desarrollar a partir de conocer la oportunidad de negocio, sus afectados e involucrados.

## Scope

El alcance de este documento es dar a conocer una visión que nos ayude a dar solución óptima a los problemas que están evidenciando los involucrados en el negocio.

## Definitions, Acronyms, and Abbreviations

Stakeholder se refiere a las personas involucradas en el negocio.

## References

## Overview

Este documento está organizado de forma que nos permita conocer el problema, sus afectados e involucrados, la forma como podríamos darle solución y los impactos que este conlleva.

# Positioning

## Business Opportunity

Este proyecto tiene como oportunidad de negocio darse a conocer en el mercado nacional colombiano ya que en este territorio no se cuenta con empresas que estén explotando este mercado.

## Problem Statement

|  |  |
| --- | --- |
| The problem of | La falta de reconocimiento de la empresa a nivel local y nacional |
| affects | Los gerentes de la constructora Monsa |
| the impact of which is | Pocas ventas de casas, esperanzadas en la recomendación del producto. |
| a successful solution would be | Un desarrollo web que permita al usuario final diseñar la casa de sus sueños dadas las características del negocio. |

## Product Position Statement

|  |  |
| --- | --- |
| For | Personas que tengan muy buen gusto (en especial en la madera) y en especial que tengan alto poder adquisitivo. |
| Who | Como oportunidad es muy interesante porque en el mercado colombiano es una propuesta innovadora y no tiene competencia conocida. Además son casas antisísmicas (resisten 10º en la escala de Richter según la comunidad europea) pertinentes para un departamento como el Quindío que está en un alto riesgo sismológico. |
| The (product name) | Casas de madera |
| That | La razón de peso para comprar es que es una casa antisísmica, durabilidad de hasta 100 años, portable, es decir, se puede desarmar y llevársela a otro lugar, un ambiente natural, bajos costos de mantenimiento frente a las casas de concreto, tiempos de entrega cortos |
| Unlike | En el estado colombiano no hay competencia especializada totalmente en madera. |
| Our product | Fabricación de casas especializadas totalmente en madera |

# Stakeholder and User Descriptions

Los involucrados son el gerente de la constructora Monsa quien realiza el contacto directo con el usuario final, un arquitecto quien es el encargado de diseñar la casa de madera, un equipo de trabajo de planta quienes realizan los cortes de la madera a medida e intervienen en el proceso de armado de la casa, contratistas externos quienes se encargados de instalaciones eléctricas, transporte, entre otros. Y el usuario final quien es el que transmite al gerente la idea de la casa que desea.

## Market Demographics

Este desarrollo web va a permitir el crecimiento del mercado notoriamente ya que el usuario final va a poder diseñar la casa ideal para él, servicio que en el mercado colombiano todavía no se encuentra disponible por ninguna otra empresa, además cabe resaltar que no hay empresas especializadas en construir casas sino otras edificaciones más simples. Este servicio, además de la ventaja competitiva que ya se tiene (especialistas en construir casas) le sumariamos otra ventaja competitiva única, diseñar su propia casa, la casa de sus sueños.

Por lo mencionado anteriormente, este desarrollo web va a permitir alcanzar objetivos propuestos, obtener más usuarios finales y expandir mercados.

## Stakeholder Summary

|  |  |  |
| --- | --- | --- |
| **Name** | **Description** | **Responsibilities** |
| Jesús Moncada  Gerente  *Arquitecto*  *Equipo de trabajo* | Gerente de la empresa Construcciones Monsa  *Diseñador de los casas*  *Procesan la materia prima e intervienen en el montaje de la casa* | * Contacto y negociación con el usuario final * Planeación y supervisión de la construcción de la casa. * Contratar especialistas externos * Compra los insumos y materia prima para la construcción * Diseñar los planos de la construcción de la casa. * *Cortan la madera según las especificaciones de la casa* * *Inmunizan la madera* * *Construyen la casa* |

## User Summary

|  |  |  |  |
| --- | --- | --- | --- |
| **Name** | **Description** | **Responsibilities** | **Stakeholder** |
| Cliente | Persona que desea construir una casa de madera | * Contacta al gerente * Diseña su casa * Cotiza su casa * Realiza el contrato |  |

## User Environment

[Detail the working environment of the target user. Here are some suggestions:

* Contacto con el gerente de empresa, dos personas involucradas: Gerente y usuario final
* Actualmente el ciclo de la contratación no tiene un tiempo estimado porque depende sólo del usuario final, es decir; cuando el usuario final termine el diseño con el gerente, disponga del dinero y del terreno en donde se va a construir. Estos elementos pueden demorarse de un mes a tres y hasta dos años.
* No se tienen limitaciones ambientales
* No se cuentan con plataformas de diseño de casas de madera actualmente, que es la que se quiere realizar en un futuro.

## Stakeholder Profiles

### Jesús Moncada

|  |  |
| --- | --- |
| **Representative** | Gerente. |
| **Description** | Esta persona es la experta en la construcción de casas de madera. |
| **Type** | Es la persona encargada de la planificación y el desarrollo de las construcciones de las casas de madera. |
| **Responsibilities** | 1. Busca que el cliente participe de la creación de la casa 2. *El principal interés es que la empresa se dé a conocer.* 3. *Se busca que el cliente pueda hacer un diseño muy preciso de su casa.* |
| **Success Criteria** | El éxito se da cuando se abarque más mercado  El éxito se da cuando los usuarios finales diseñen la casa de sus sueños y en la construcción que de exacta al diseño previo. |
| **Involvement** |  |
| **Deliverables** | Existen entregables semanales para evidenciar el avance del proyecto. Firmar algunas actas donde se estipule el alcance del mismo. |
| **Comments / Issues** | Como problemas principal tenemos el manejo de la herramienta, proporcione información sobre requerimientos no muy precisa.  Que el prototipo no sea el esperado. |

## User Profiles

### Cliente final

|  |  |
| --- | --- |
| **Representative** | Cliente |
| **Description** | Persona que se encarga de interactuar con el sistema para diseño de su producto |
| **Type** | Es la persona que compra la casa diseñada |
| **Responsibilities** | Diseñar la casa interactuando directamente con el sistema  Realizar el contrato y la compra |
| **Success Criteria** | Cuando la casa entregada sea un sea 99.9% exacta a la casa diseñada por él mismo. |
| **Involvement** | Participa en el momento de su interacción con el sistema al diseñar su casa dada que las imágenes muestran un diseño ajustado a la realidad |
| **Deliverables** | El diseño es una prestación |
| **Comments / Issues** |  |

## Key Stakeholder or User Needs

[List the key problems with existing solutions as perceived by the stakeholder or user. Clarify the following issues for each problem:

• What are the reasons for this problem?

• How is it solved now?

• What solutions does the stakeholder or user want?]

[It is important to understand the **relative** importance the stakeholder or user places on solving each problem. Ranking and cumulative voting techniques indicate problems that **must** be solved versus issues they would like addressed.

Fill in the following table—if using Rational RequisitePro to capture the Needs, this could be an extract or report from that tool.]

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Need** | **Priority** | **Concerns** | **Current Solution** | **Proposed Solutions** | |
| Diseño de una casa de ensueño |  | Que el actor de negocio no interprete el diseño que quiere el usuario final | Existe una comunicación verbal y directa entre el actor y el usuario final, donde se expresa la idea y se llega a un acuerdo | | Diseñar interactivamente con el sistema una casa en madera de sueños que se asemeje un 99.9% a la realidad |

## Alternatives and Competition

[Identify alternatives the stakeholder perceives as available. These can include buying a competitor’s product, building a homegrown solution or simply maintaining the status quo. List any known competitive choices that exist or may become available. Include the major strengths and weaknesses of each competitor as perceived by the stakeholder or end user.]

### <aCompetitor>

### <anotherCompetitor>

# Product Overview

[This section provides a high level view of the product capabilities, interfaces to other applications, and system configurations. This section usually consists of three subsections, as follows:

• Product perspective

• Product functions

• Assumptions and dependencies]

## Product Perspective

[This subsection of the **Vision** document puts the product in perspective to other related products and the user’s environment. If the product is independent and totally self-contained, state it here. If the product is a component of a larger system, then this subsection needs to relate how these systems interact and needs to identify the relevant interfaces between the systems. One easy way to display the major components of the larger system, interconnections, and external interfaces is with a block diagram.]

## Summary of Capabilities

[Summarize the major benefits and features the product will provide. For example, a **Vision** document for a customer support system may use this part to address problem documentation, routing, and status reporting without mentioning the amount of detail each of these functions requires.

Organize the functions so the list is understandable to the customer or to anyone else reading the document for the first time. A simple table listing the key benefits and their supporting features might suffice. For example:]

**Table 4-1 Customer Support System**

|  |  |
| --- | --- |
| **Customer Benefit** | **Supporting Features** |
| New support staff can quickly get up to speed. | Knowledge base assists support personnel in quickly identifying known fixes and workarounds. |
| Customer satisfaction is improved because nothing falls through the cracks. | Problems are uniquely itemized, classified and tracked throughout the resolution process. Automatic notification occurs for any aging issues. |
| Management can identify problem areas and gauge staff workload. | Trend and distribution reports allow high level review of problem status. |
| Distributed support teams can work together to solve problems. | Replication server allows current database information to be shared across the enterprise. |
| Customers can help themselves, lowering support costs and improving response time. | Knowledge base can be made available over the Internet. Includes hypertext search capabilities and graphical query engine. |

## Assumptions and Dependencies

[List each of the factors that affect the features stated in the **Vision** document. List assumptions that, if changed, will alter the **Vision** document. For example, an assumption may state that a specific operating system will be available for the hardware designated for the software product. If the operating system is not available, the **Vision** document will need to change.]

## Cost and Pricing

[For products sold to external customers and for many in-house applications, cost and pricing issues can directly impact the application’s definition and implementation. In this section, record any cost and pricing constraints that are relevant. For example, distribution costs, (# of diskettes, # of CD-ROMs, CD mastering) or other cost of goods sold constraints (manuals, packaging) may be material to the projects success, or irrelevant, depending on the nature of the application.]

## Licensing and Installation

[Licensing and installation issues can also directly impact the development effort. For example, the need to support serializing, password security or network licensing will create additional requirements of the system that must be considered in the development effort.

Installation requirements may also affect coding or create the need for separate installation software.]

# Product Features

[List and briefly describe the product features. Features are the high-level capabilities of the system that are necessary to deliver benefits to the users. Each feature is an externally desired service that typically requires a series of inputs to achieve the desired result. For example, a feature of a problem tracking system might be the ability to provide trending reports. As the use-case model takes shape, update the description to refer to the use cases.

Because the **Vision** document is reviewed by a wide variety of involved personnel, the level of detail needs to be general enough for everyone to understand. However, enough detail must be available to provide the team with the information they need to create a use-case model.

To effectively manage application complexity, we recommend for any new system, or an increment to an existing system, capabilities are abstracted to a high enough level so 25-99 features result. These features provide the fundamental basis for product definition, scope management, and project management. Each feature will be expanded in greater detail in the use-case model.

Throughout this section, each feature will be externally perceivable by users, operators or other external systems. These features need to include a description of functionality and any relevant usability issues that must be addressed. The following guidelines apply:

• Avoid design. Keep feature descriptions at a general level. Focus on capabilities needed and why (not how) they should be implemented.

• If you are using the Rational RequisitePro toolkit, all need to be selected as requirements of type Feature for easy reference and tracking.]

## <aFeature>

## <anotherFeature>

# Constraints

[Note any design constraints, external constraints or other dependencies.]

# Quality Ranges

[Define the quality ranges for performance, robustness, fault tolerance, usability, and similar characteristics that are not captured in the Feature Set.]

# Precedence and Priority

[Define the priority of the different system features.]

# Other Product Requirements

[At a high level, list applicable standards, hardware or platform requirements, performance requirements, and environmental requirements.]

## Applicable Standards

[List all standards with which the product must comply. These can include legal and regulatory (FDA, UCC) communications standards (TCP/IP, ISDN), platform compliance standards (Windows, UNIX, and so on), and quality and safety standards (UL, ISO, CMM).]

## System Requirements

[Define any system requirements necessary to support the application. These can include the supported host operating systems and network platforms, configurations, memory, peripherals, and companion software.]

## Performance Requirements

[Use this section to detail performance requirements. Performance issues can include such items as user load factors, bandwidth or communication capacity, throughput, accuracy, and reliability or response times under a variety of loading conditions.]

## Environmental Requirements

[Detail environmental requirements as needed. For hardware- based systems, environmental issues can include temperature, shock, humidity, radiation, and so forth. For software applications, environmental factors can include usage conditions, user environment, resource availability, maintenance issues, and error handling and recovery.]

# Documentation Requirements

[This section describes the documentation that must be developed to support successful application deployment.]

## User Manual

[Describe the purpose and contents of the User Manual. Discuss desired length, level of detail, need for index, glossary of terms, tutorial versus reference manual strategy, and so on. Formatting and printing constraints must also be identified.]

## Online Help

[Many applications provide an online help system to assist the user. The nature of these systems is unique to application development as they combine aspects of programming (hyperlinks, and so forth) with aspects of technical writing, such as organization and presentation. Many have found the development of an online help system is a project within a project that benefits from up-front scope management and planning activity.]

## Installation Guides, Configuration, and Read Me File

[A document that includes installation instructions and configuration guidelines is important to a full solution offering. Also, a Read Me file is typically included as a standard component. The Read Me file can include a "What's New With This Release” section, and a discussion of compatibility issues with earlier releases. Most users also appreciate documentation defining any known bugs and workarounds in the Read Me file.]

## Labeling and Packaging

[Today's state-of-the-art applications provide a consistent look and feel that begins with product packaging and manifests through installation menus, splash screens, help systems, GUI dialogs, and so on. This section defines the needs and types of labeling to be incorporated into the code. Examples include copyright and patent notices, corporate logos, standardized icons and other graphic elements, and so forth.]

# A Feature Attributes

[Features are given attributes that can be used to evaluate, track, prioritize, and manage the product items proposed for implementation. All requirement types and attributes need to be outlined in the Requirements Management Plan, however, you may wish to list and briefly describe the attributes for features that have been chosen. The following subsections represent a set of suggested feature attributes.]

## A.1 Status

[Set after negotiation and review by the project management team. Tracks progress during definition of the project baseline.]

|  |  |
| --- | --- |
| Proposed | [Used to describe features that are under discussion but have not yet been reviewed and accepted by the "official channel," such as a working group consisting of representatives from the project team, product management, and user or customer community.] |
| Approved | [Capabilities that are deemed useful and feasible, and have been approved for implementation by the official channel.] |
| Incorporated | [Features incorporated into the product baseline at a specific point in time.] |

## A.2 Benefit

[Set by Marketing, the product manager or the business analyst. All requirements are not created equal. Ranking requirements by their relative benefit to the end user opens a dialog with customers, analysts, and members of the development team. Used in managing scope and determining development priority.]

|  |  |
| --- | --- |
| Critical | [Essential features. Failure to implement means the system will not meet customer needs. All critical features must be implemented in the release or the schedule will slip.] |
| Important | [Features important to the effectiveness and efficiency of the system for most applications. The functionality cannot be easily provided in some other way. Lack of inclusion of an important feature may affect customer or user satisfaction, or even revenue, but release will not be delayed due to lack of any important feature.] |
| Useful | [Features that are useful in less typical applications will be used less frequently or for which reasonably efficient workarounds can be achieved. No significant revenue or customer satisfaction impact can be expected if such an item is not included in a release.] |

## A.3 Effort

[Set by the development team. Because some features require more time and resources than others, estimating the number of team or person-weeks, lines of code required or function points, for example, is the best way to gauge complexity and set expectations of what can and cannot be accomplished in a given time frame. Used in managing scope and determining development priority.]

## A.4 Risk

[Set by development team based on the probability the project will experience undesirable events, such as cost overruns, schedule delays or even cancellation. Most project managers find categorizing risks, as high, medium, and low, is sufficient, although finer gradations are possible. Risk can often be indirectly assessed by measuring the uncertainty (range) of the projects team’s schedule estimate.]

## A.5 Stability

[Set by the analyst and development team, this is based on the probability that features will change or the team’s understanding of the feature will change. Used to help establish development priorities and determine those items for which additional elicitation is the appropriate next action.]

## A.6 Target Release

[Records the intended product version in which the feature will first appear. This field can be used to allocate features from a **Vision** document into a particular baseline release. When combined with the status field, your team can propose, record, and discuss various features of the release without committing them to development. Only features whose Status is set to Incorporated and whose Target Release is defined will be implemented. When scope management occurs, the Target Release Version Number can be increased so the item will remain in the **Vision** document but will be scheduled for a later release.]

## A.7 Assigned To

[In many projects, features will be assigned to "feature teams" responsible for further elicitation, writing the software requirements, and implementation. This simple pull-down list will help everyone on the project team to understand responsibilities better.]

## A.8 Reason

[This text field is used to track the source of the requested feature. Requirements exist for specific reasons. This field records an explanation or a reference to an explanation. For example, the reference might be to a page and line number of a product requirement specification or to a minute marker on a video of an important customer review.]