

Product Narrative

We're a consulting company -

- we have teams of developers, designers, and product managers
- our teams typically engage with our customers over 2-4 months
- we bill our customers on a time and materials basis
- and we set expectations with our customers that we'll bill 40 hours per week

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Product Narrative

We currently use spreadsheets to manage much of our business -

- tracking time; who worked on which project and for how long
- assigning people to current and future projects
- and tracking the progress of our projects; stories and releases

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Product Narrative

We would like to build software to automate all of our manual processes -

- chasing down people for their time is really hard
- understand when and if we need to hire
- understanding how much money we'll make each quarter is near impossible
- and we'd like to show real progress on the project we're working on

Business goal

Business goal

Business goal

Business goal

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Product Narrative

Any reason you're not looking at existing SaaS software -

- Most of the commercial software available is either too expensive or too heavy weight; although we haven't really done an actual comparison
- We're just looking for an improvement over our current spreadsheets
- Most tools results in more work for our employee
- We'd like something that stays out of their way
- Something light weight
- Something easy to use

Product goal

Business goal

Product goal

Product goal

Product goal

Product goal

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Product Narrative

So tell us more about the software you would like...

- Again reduce the significant amount of manual work; hoping to save time and money by automating repetitive tasks
- Should be easy to use; not a chore for folks to submit timesheets
- Ideally folks could log time via their mobile phone or web app

Business goal

Product goal

Product goal

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Product Narrative

How many people do you have?

- We have roughly 80 employees; most are customer facing
- Most of the team is in Colorado
- And it would be great to understand our project pipeline and revenue forecast - so we know if we need to hire or not
- Naturally we would like to understand where people are spending time; that we're getting the agreed upon revenue from our customers

Non-goal

Product goal

Non-goal

Business goal

Business goal

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Product Narrative

Anything else?

- We talk about stories with our customers
- and would like to share the status of upcoming, in-progress, and completed stories with our customers
- we also have weekly releases to production
- ideally we would have a single page web app

Product goal

Product goal

Product goal

Product goal

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Product Narrative

Anything around performance?

- We're ok if the app goes down once in a while
- We haven't really thought about performance, but the app should work

Product goal

Product goal

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Product Narrative

How about timeline?

- The finance team would like the app to be completed within 2 months - with a team size of 2
- we'd don't want to spend a bunch of money so we're planning to use "beach time" (when folks are between projects)

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