
Requirements Analysis

- A *Practical Perspective*

CS480 Software Engineering

<http://cs480.yusun.io>

January 7, 2014

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CAL POLY POMONA



How the customer explained it



How the project leader understood it



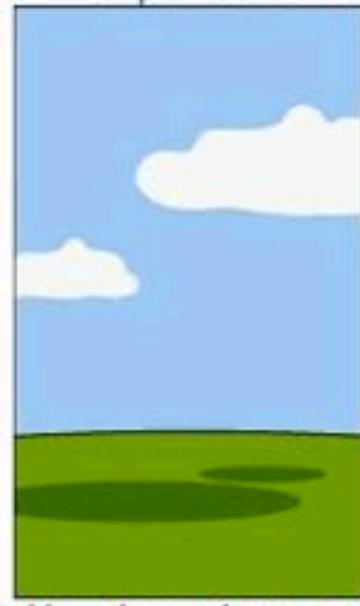
How the engineer designed it



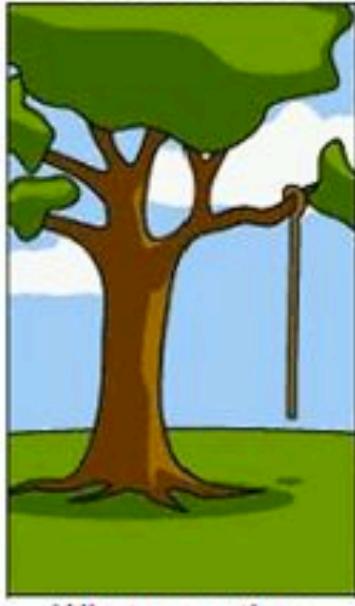
How the programmer wrote it



How the sales executive described it



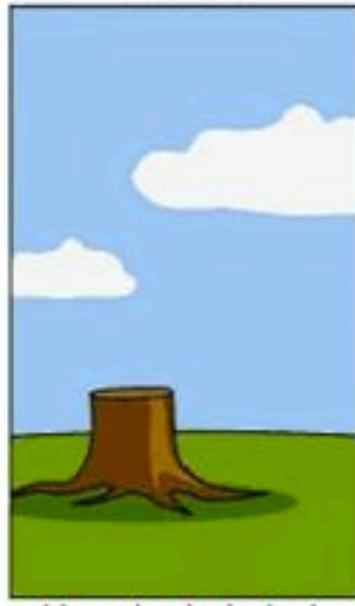
How the project was documented



What operations installed



How the customer was billed



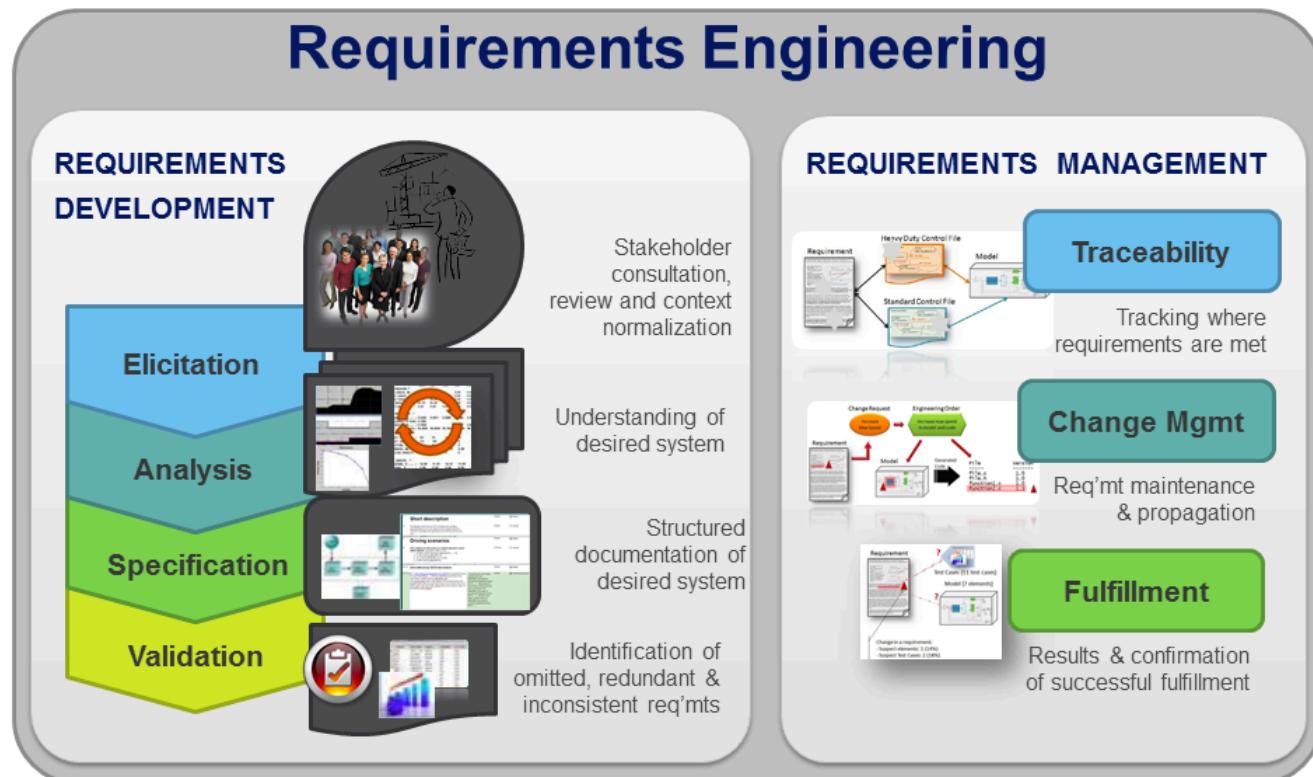
How the helpdesk supported it



What the customer really needed

Requirements Engineering

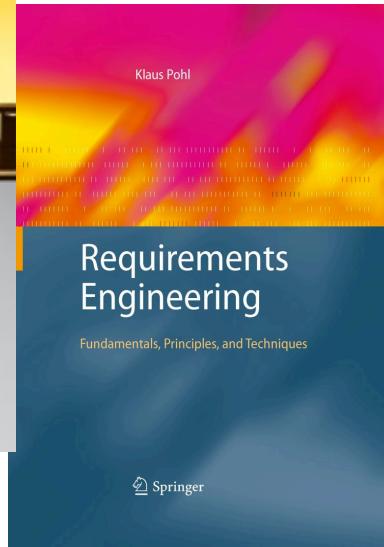
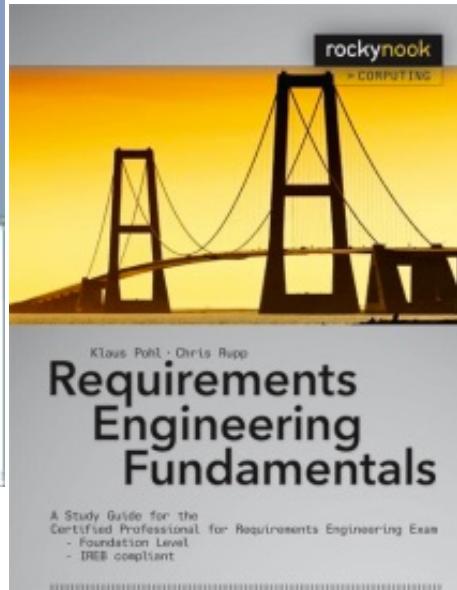
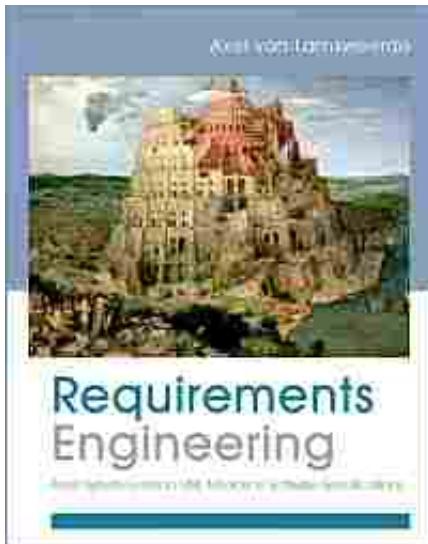
- ◆ Requirements engineering (RE) refers to the process of formulating, documenting and maintaining software requirements.



RE is a BIG Research Area



August 25-29, 2014.
Karlskrona, Sweden.



Requirements Eng (1996) 1: 63–89
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Requirements Engineering Research: Coordination and Infrastructure

Anthony Finkelstein
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This paper gives a short description of the Requirements Engineering Network of Excellence (Requirements Engineering Network of Excellence, RENOIR), a 'network of excellence' established within the Framework programme of the European Union. RENOIR will be a network for coordination and the provision of an infrastructure for requirements engineering research and development for organisations within the European Union (or in countries with cooperation agreements with the European Union). RENOIR can also be a resource and an expertise broker for the national requirements engineering communities.

Requirements Engineering

Fundamentals, Principles, and Techniques

1. Overview and Objective

RENOIR, the Requirements Engineering Network of International Cooperating Research Groups, is a 'network of excellence' established within the Framework programme of the European Union. In other words it is a network of research groups, with established excellence in the area of requirements engineering (RE), who are funded through the European Union provisions for research and technology development in information technology, to develop the coordination

The objectives of RENOIR are: to provide a framework for coordinated joint research in RE related to industrial needs; and to support the diffusion of RE research; to provide RE research training; and to

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RENOIR brings together research teams from industry, academia, and research centres round a set of shared technical goals relating to: the context in which the RE process takes place; the groundwork necessary for RE; the acquisition of the 'raw' requirements; rendering these requirements usable through modelling and specification; analysis of the requirements; measurement of the quality of the RE process; the development process; communication and documentation of the results of RE. The primary long-term technical goal of RENOIR is to improve RE practice so that organisations can rapidly, accurately, and efficiently establish and maintain a requirements focus through the development process.

RENOIR is a natural fit with the information technology (IT) component of the Framework programme, which places a great emphasis on the needs of users and market. RE provides the tools, concepts and methods which will assist IT service between IT products and IT services and products or markets. It is difficult to overstate the importance of RE to industrial and commercial competitiveness or to the provision of societal services. An IT product or service which does not meet the requirements of users, or which cannot be identified with the requirements of a market sector, will not be used, sold or yield social benefit.

2 Participation

RE as a research field relies on a balance of skills between teams drawn from information systems and from software engineering; between those whose approach is experimental, or conceptual or formal; between those whose stance is theoretical and those

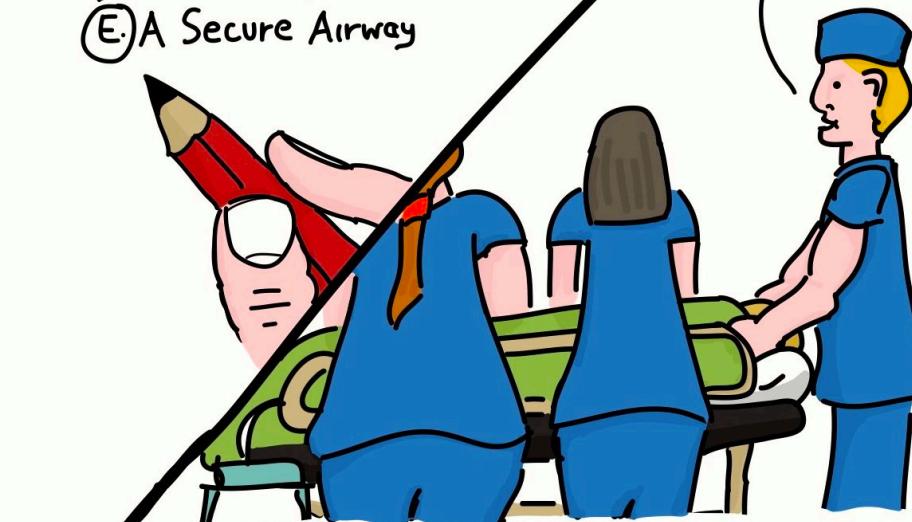
What's the RE in Practice Today?

EXAM THEORY

10. What is the most important priority in patient transport?

- A. Adequate Monitoring
- B. Working Ventilator
- C. Emergency Kit
- D. A Trained Assistant
- E. A Secure Airway

SECURE
THE POO
TUBE NOW



PRACTICE

What's the RE in Practice Today?



1. Talk to customers

2. Determine requirements



What's Really Important about RE?

- ◆ What problems can you solve?
- ◆ What can you provide for your customers?

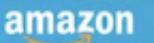
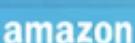


Cases in Real World



Amazon – Customer Centric

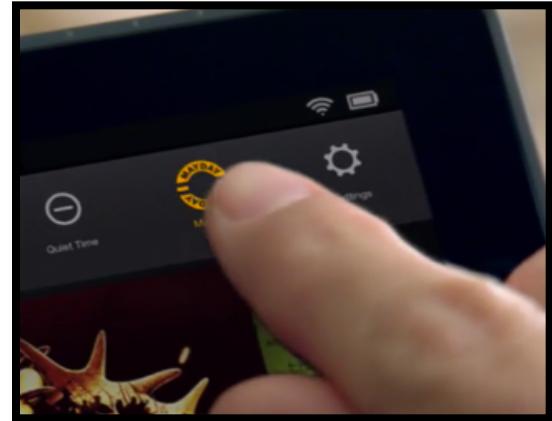
Harris Poll Reputation Quotient Study

#1	Berkshire Hathaway	Google	Apple		
#2	Johnson & Johnson	Johnson & Johnson	Google	Apple	Coca-Cola
#3	Google	3M	Coca-Cola	Disney	Apple
#4	3M	Berkshire Hathaway		Google	Disney
#5	SC Johnson	Apple	Kraft	Johnson & Johnson	Honda
#6	Intel	Intel	Disney	Coca-Cola	Costco
#7	Microsoft	Kraft	Johnson & Johnson	Whole Foods	Samsung
#8	Coca-Cola		Whole Foods	Sony	Whole Foods
#9		General Mills	Microsoft	Procter & Gamble	Microsoft
#10	General Mills	Disney	UPS	Costco	Sony
	2010	2011	2012	2013	2014

Amazon Mayday

- ◆ Live tech support service for Amazon Kindle Fire Devices
 - ◆ Video chatting with tech support assistant
 - ◆ Assistance by remote access and control

· “We set a goal for ourselves to have a response time of **15 seconds or less** when a customer tapped the Mayday button – we’re proud to say that on Christmas Day we met this goal, with an average response time of just **9 seconds**,” (source: Digital Trends)



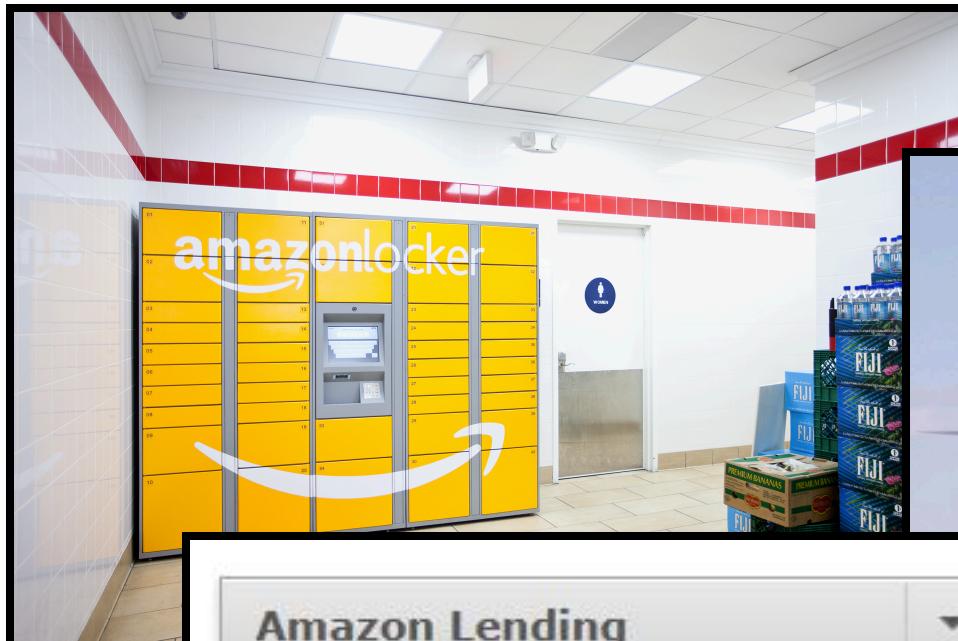
Amazon Silk



1. Make it faster
2. Private browsing mode
3. Reading mode
4. Trending web pages
5. Easy to share/save pages
6. Cooler UI
7.



More Customer-Centric Examples



Amazon Lending

Select a loan and register

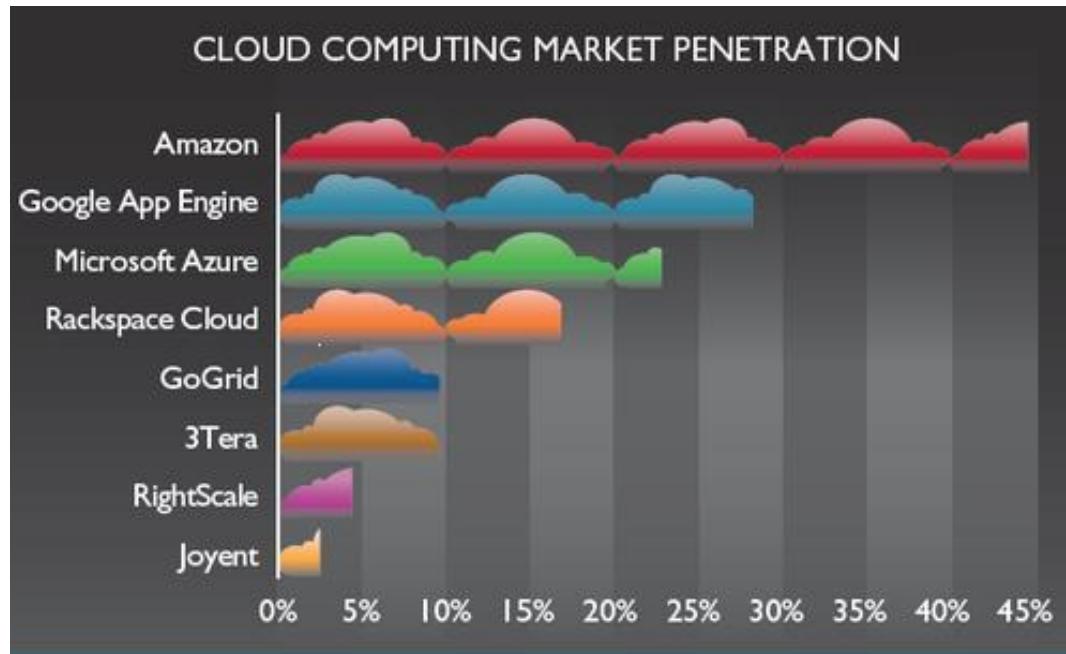
\$60,000	6 Months
Loan amount	Loan term
\$2,456.04	\$10,409.34
Total interest	Monthly payment

amazonlending
by Amazon Capital Services, Inc.

[Learn more](#)

Amazon Cloud Competition

- ◆ Don't focus on competition, but on customer needs.



Alibaba – Customer First

- ◆ Jack Ma

“Customers first, employees second, and shareholders third”



Qihoo VS Tencent



VS



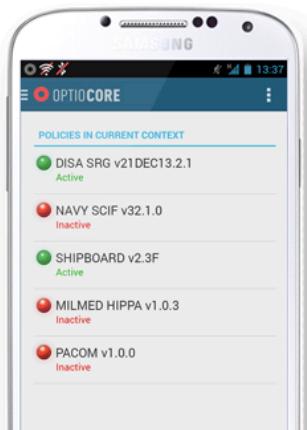
Startup – Optio Labs

- ◆ Founded in 2012, 3 co-founders and 10 employees
- ◆ In March 2014, Optio Labs closed a \$10 Million Series A funding round



Optio Labs – Optio Core

- ◆ Derived from a university research project at Virginia Tech
- ◆ The idea was created after a meeting with a federal research group meeting by listening their needs



OPTIOCORE

Built specifically to meet U.S. government security requirements, OptioCore deploys on Android devices to provide an OS level rules engine that is fully aware of a users' cyber-physical context. OptioCore can detect any change in sensor or application behavior to take immediate, local action based on pre-defined policies. OptioCore is tailored for high-security environments such as Federal, Department of Defense, Financial Services, and Critical Infrastructure and other environments where security is paramount.



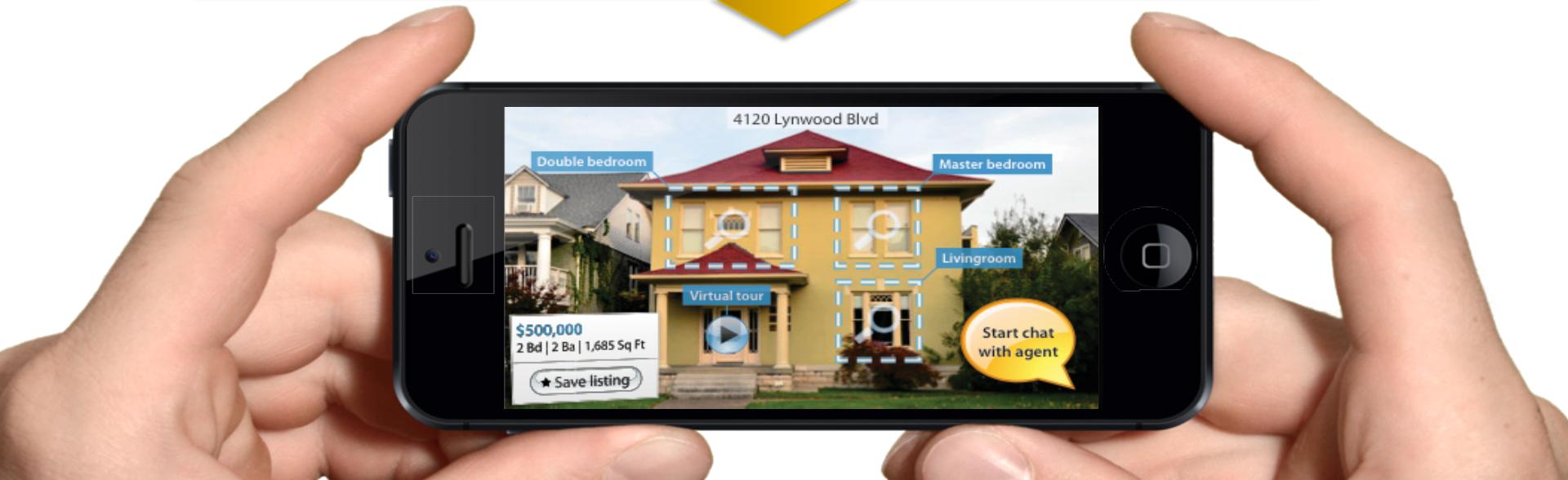
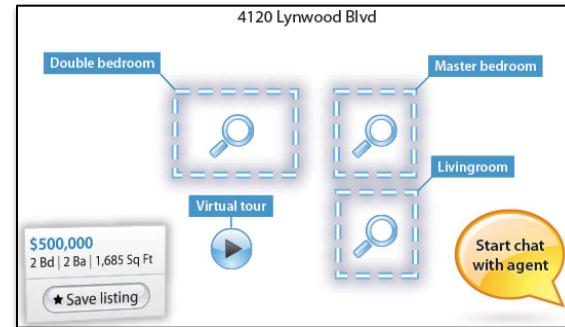
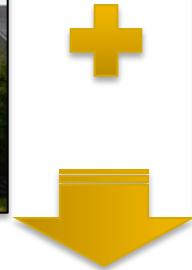
Optio Labs – Stay with Customers



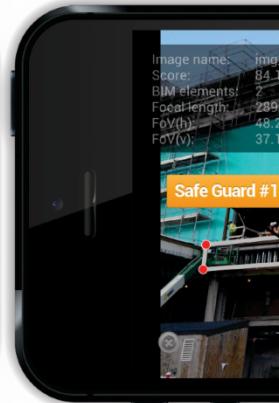
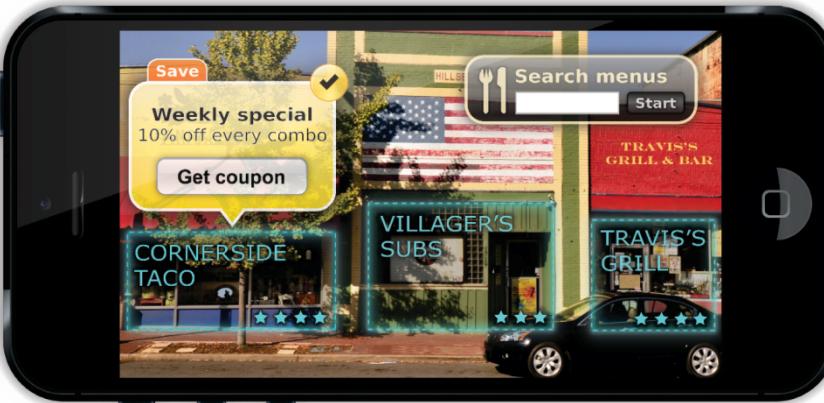
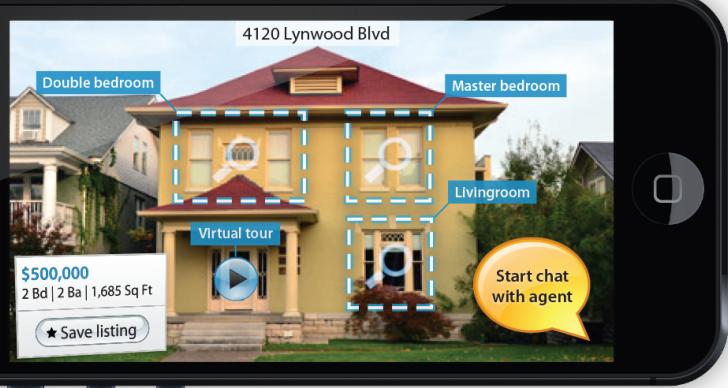
Startup – PAR Works



- ◆ Augmented reality is a live view of a physical, real-world environment whereby elements are augmented by computer-generated content.



AR Applications



Great Start



2013 SXSW



But...

- ◆ No idea on what the customers want to do
- ◆ Simply demo the tech and wait ...
- ◆ “Wow, it’s cool, but how can I use it?”



Getting Back on Track

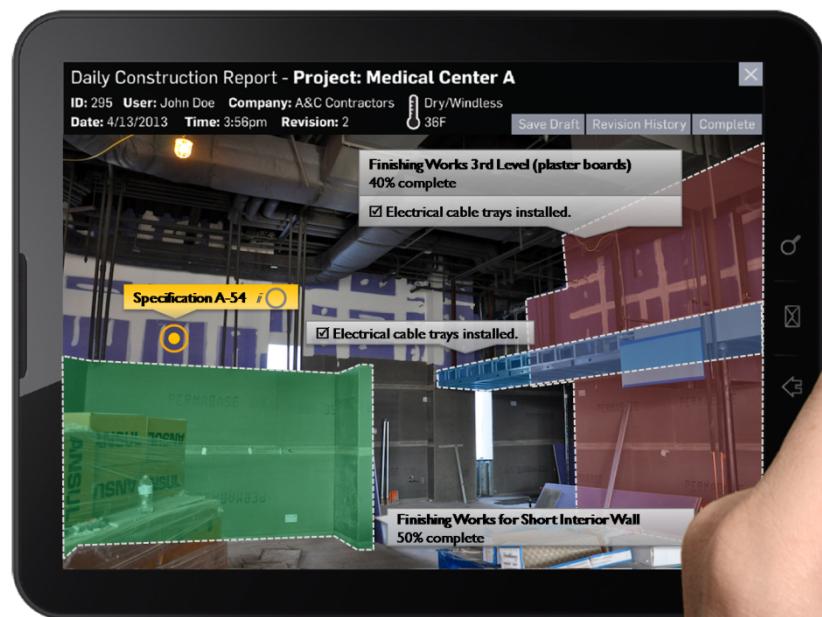
- ◆ Talk and re-think about the most important problems we can solve
- ◆ Focus on a narrow range of problems and domains



AR in Construction: Documentation Management



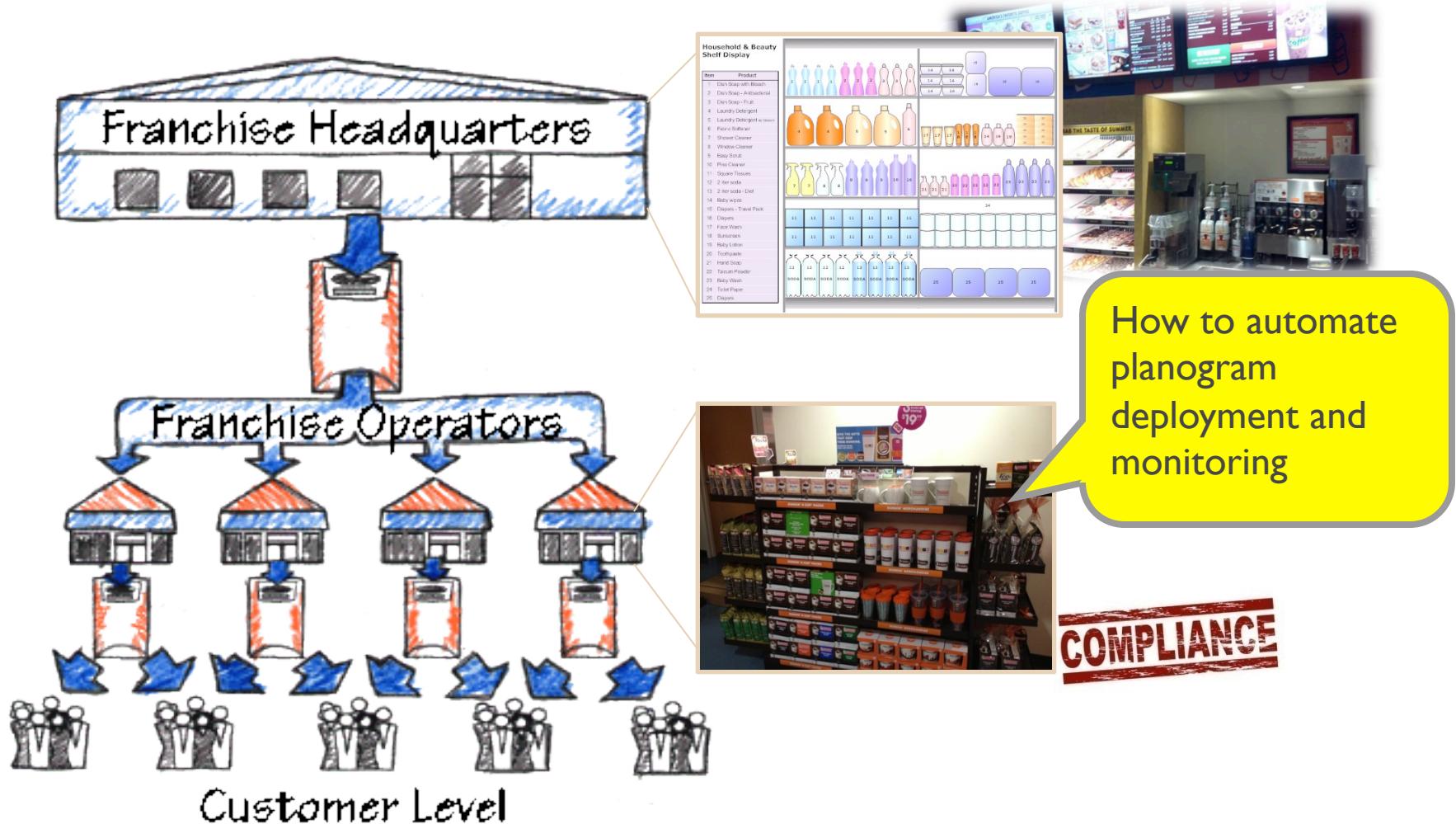
How to efficiently manage, search construction reports and documents?



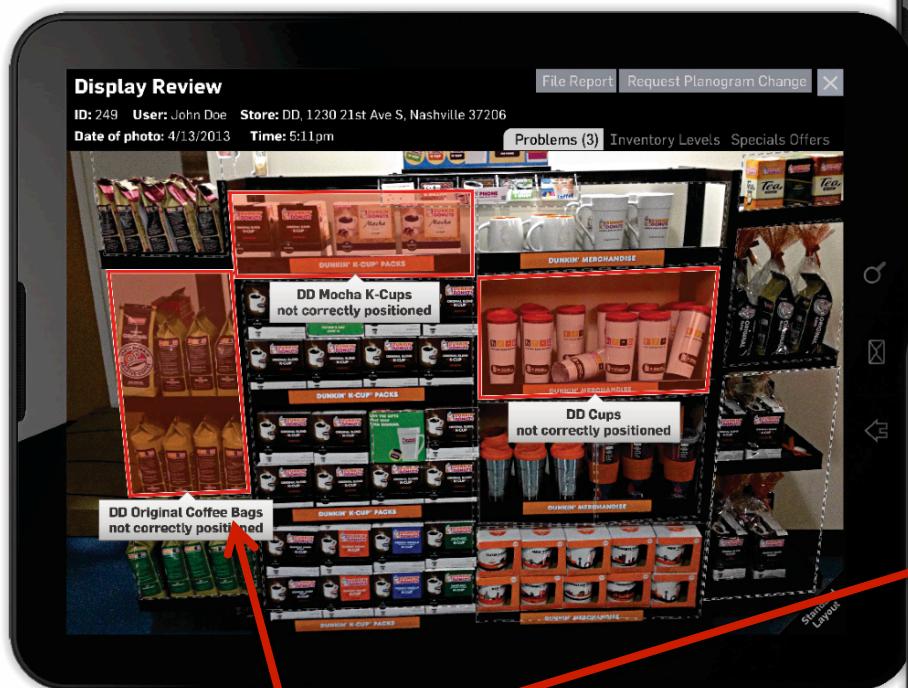
AR in Retail: Product Filtering



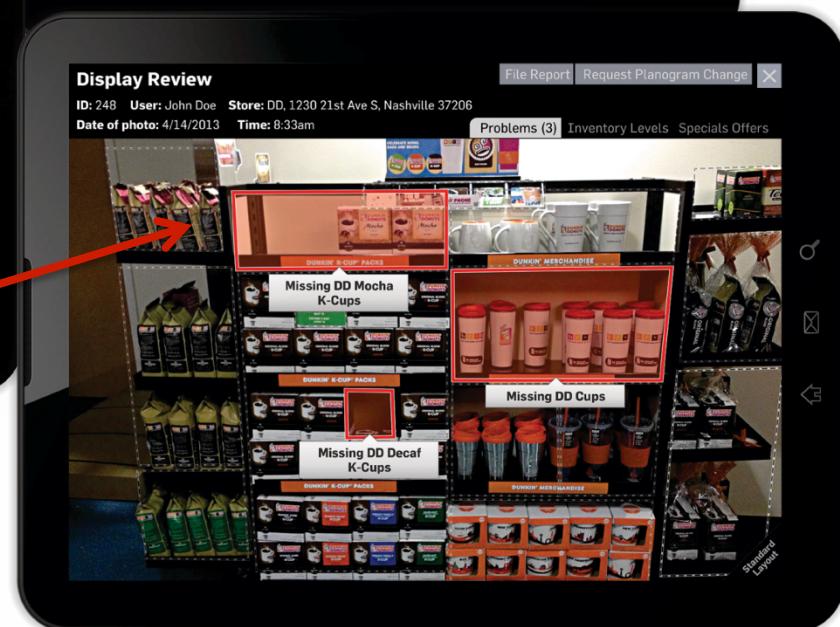
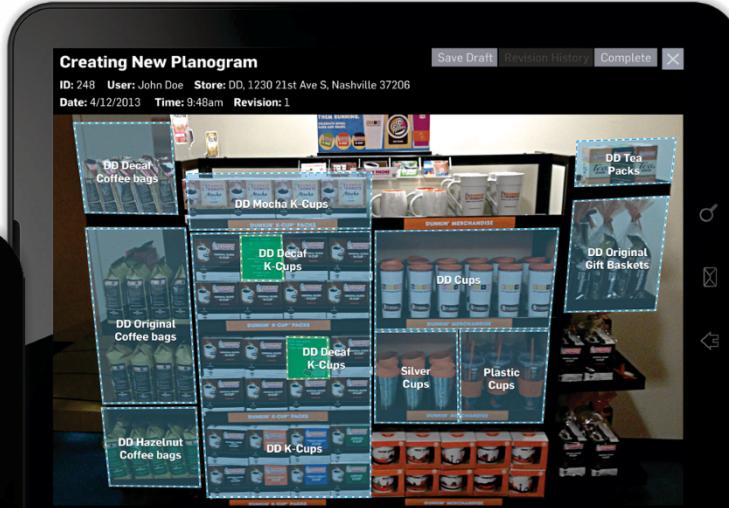
AR in Planogram Compliance



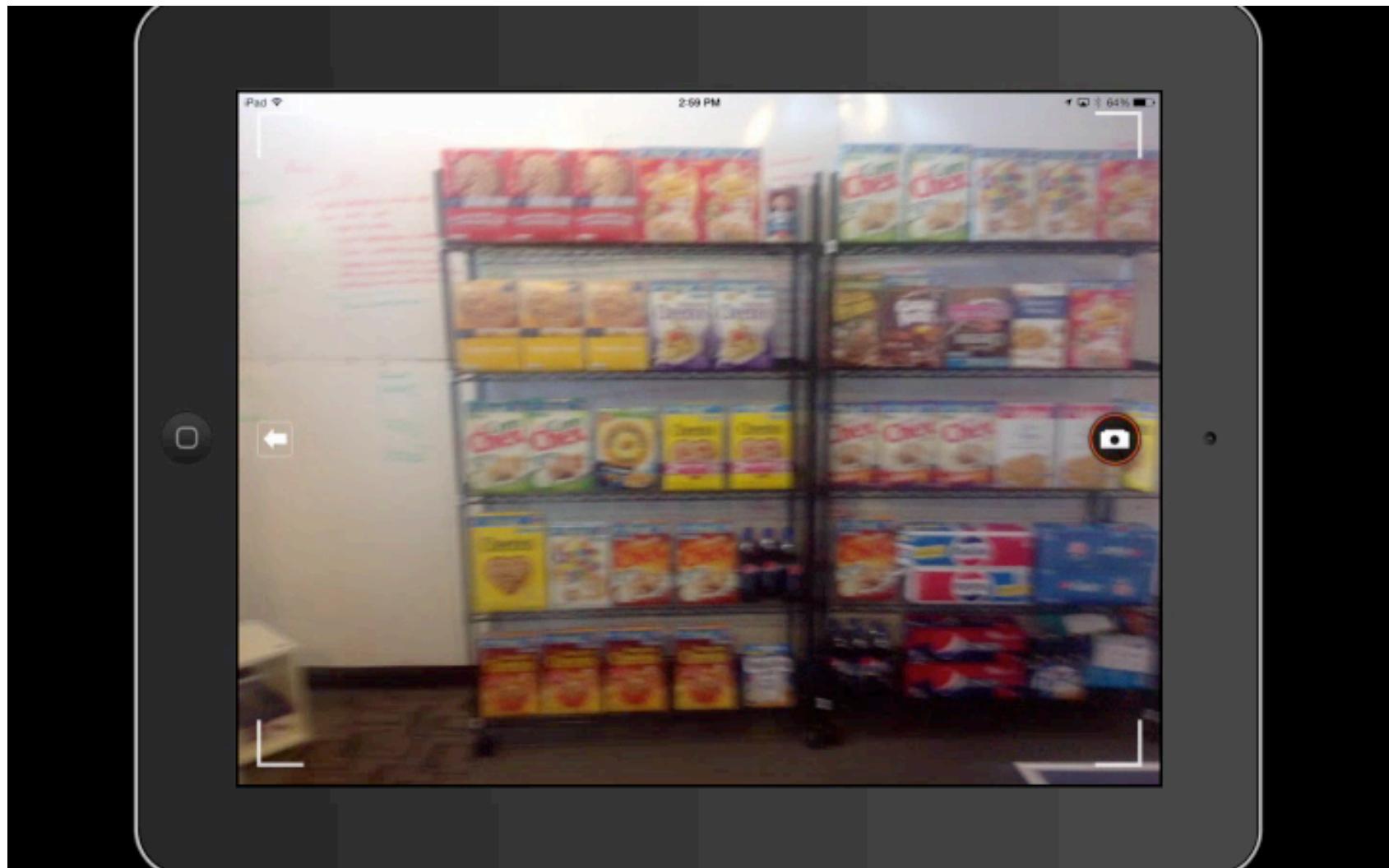
AR in Planogram Compliance



Inconsistencies immediately
recognized and clearly marked



AR in Planogram Compliance

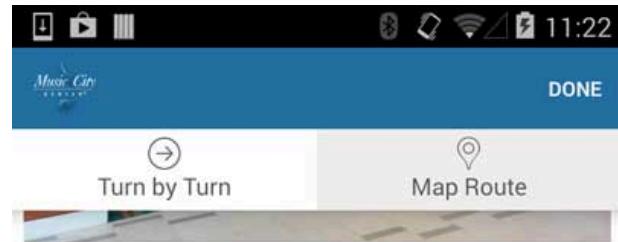
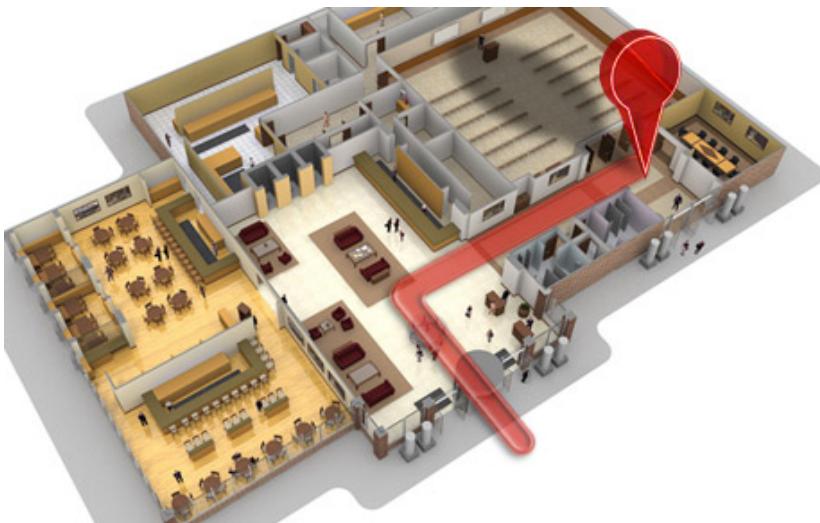


Lesson

- ◆ Always ask yourself:
 - ◆ Is it something cool or something useful?



Ziiio – Indoor Navigation

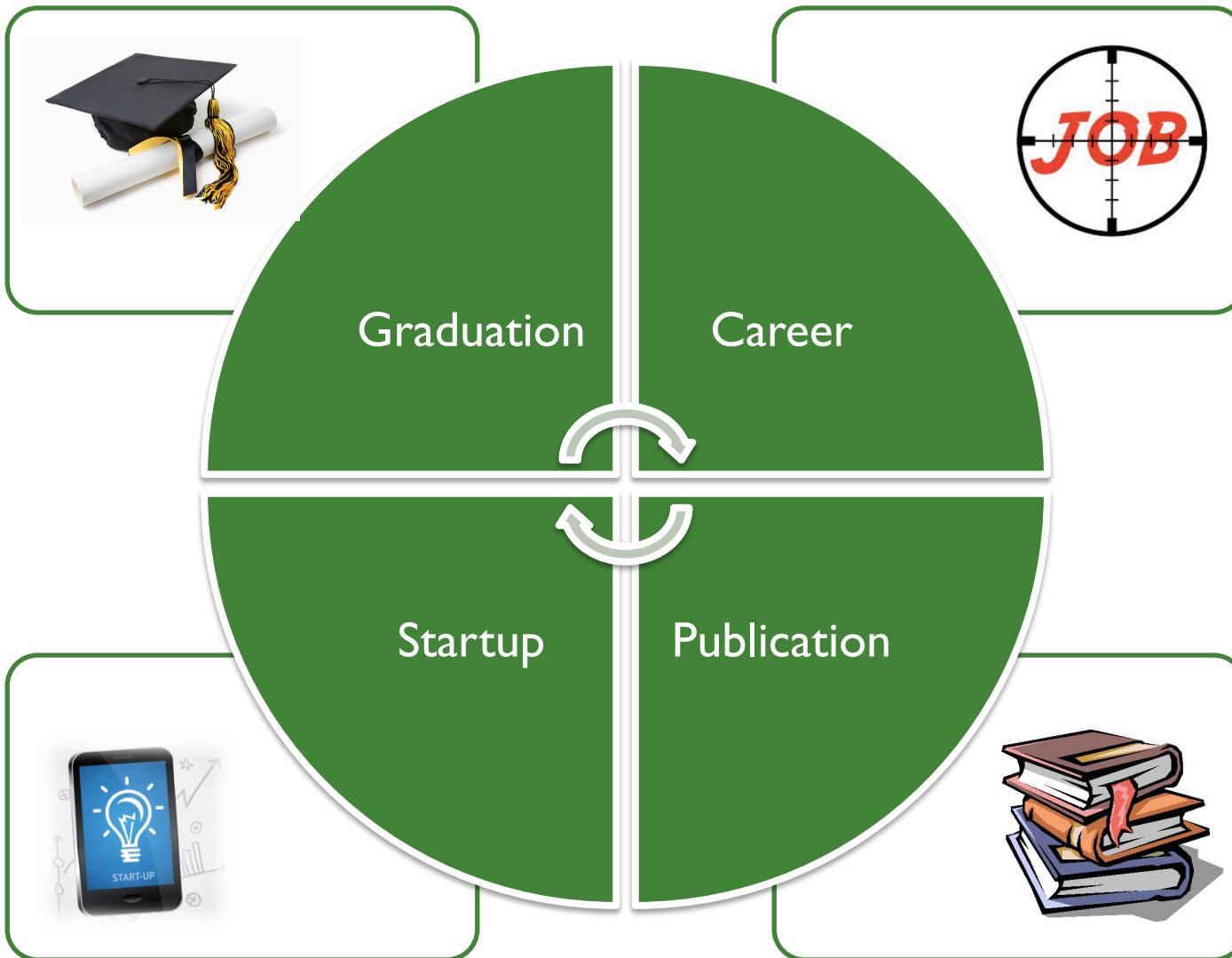


→ Head to Hallway to Meeting Rooms 104-106 then Turn Right



① Head to Meeting Room 104-A

What is a Good Student Project?



How to Build a Good Project?

