

Key players



Approval



Previous projects



Who are the key players in the customer organization?

Who approves the final products?

What other projects have we done for the customer and what were the biggest problems?



crd-131



crd-132



crd-133

Assets



PO time



Dependencies



How do we get customer assets?

How much time does the PO have available for the project?

Can we easily communicate with technical people or services we depend on?

Think about texts, logo's brand material etc.



crd-134



crd-135



crd-136

SW buyer



Product Owner



Release frequency



Has the customer a long track record of buying software?

How long has the PO been working for the customer organization?

How frequent are production releases?



crd-137



crd-138



crd-139

g

futurice

a

futurice

a

futurice

g

futurice

g

futurice

g

futurice

g

futurice

g

futurice

a

futurice