

## Business Problem, Success Criteria, Business Parameters

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Change Control Form				
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## 0.01 Business Problem Statement

Explain the business problem given to you by the company. Address the business problem as if it is a story.

The example shown below is that of a Music shop who has office in Ahmedabad and has a stock of more than 50,000 CD's and cassettes. The shop also has its own customized music collection and is very popular amongst youngsters. The music shop does an annual revenue of Rs 600,000 but wants to increase this revenue. The shop owner thinks creating a web presence and marketing his CD's and cassettes online will help enable this.

The mobile shop owner has given TOPS Technologies the responsibility to help him create an online application as well as ongoing maintain it.

#	Business Problem
1.	Local customers only
2.	Lot of advertising cost to market
3.	Costing of keeping DVD stock
4.	Cost of real estate
5.	Hard to find stock – categorize stock
6.	Tracking of highly profitable CD's
7.	Tracking of stock
8.	Payment methods
9.	Store maintenance, misc exp
10.	Cost of labor

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## 0.02 Success Criteria

TOPS Technologies Business Analyst team has prepared the following Success Criteria by which the developers and designers can plan and also help the mobile shop owner review their plans.

#	Success Criterion
1.	online web presence
2.	Creating user accounts
3.	Database of stock – track
4.	Shipping
5.	Security
6.	Searchable, marketing access,
7.	Information about the product
8.	Quality of the product – manual process
9.	Cost is reduced

## 0.03 Project Scope

TOPS Technologies will be listing down all the functionalities that is In Scope in order to fulfill the client's requirements by using the following template.

#	In Scope
1	The system shall provide the ability for the user to search a DVD online
2	The system pr help
	The system shall....j