

Matthew Cocchi Samuel Beals Kristopher Moore Nicolai Bedford

D.1.2 Consumer Discovery
Github link: https://github.com/mjc367/Group\_7
CS 386 Software Engineering
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Prof. Gerosa

#### Refined Value-Proposition By: Kristopher and Nicolai

The Tournament Software makes running your tournaments more streamlined. Tournament Organizers can choose between single and double elimination brackets. Use automated tournament seeding based on previous tournaments or create balanced pools for larger events. View rankings of each player's performance with statistics recorded. Set up a player profile to help players find each other easier. Make your tournaments run more efficient with this easy to use software.

#### Interview Results By: Matthew and Sam

1.

Who: Dominik by Matt

When: 2/10/17

Consumer Segment: Player

Key Insights: Wanted more transparency with results and rankings

**We Thought**: Players would all say yes to create a completely unbiased tournament setting. **We Learnt:** Players with this similar opinion do not think tournaments could be run at a larger

setting.

Representative quotes: "Last tournament was run adequately for its size but could have been

more professional"

Hypothesis validated: No Assessment: Nice to Have

2.

Who: Stretch by Sam When: 2/10/17

**Consumer Segment:** Tournament Organizer

**Key Insights:** Wanted totally unobjective way to rank players

We Thought: Tournament Organizers would all say yes to create a completely unbiased

tournament setting.

**We Learnt:** Tournament Organizers still don't have an unobjective way to seed players **Representative quotes:** "The players are seeded based loosely on objective performance"

**Hypothesis validated:** Yes **Assessment:** Must Have

3.

Who: Piman34 by Matt

When: 2/10/17

**Consumer Segment:** Tournament Organizer **Key Insights: Ranking is very unclear players** 

We Thought: Tournament Organizers would all say yes to create a completely unbiased

tournament setting.

**We Learnt:** Seeding is a major concern with people at tournaments

Representative quotes: "I have no idea how people are seeded. Probably just perception of

how good they are with the rest of the people there"

**Hypothesis validated:** Yes **Assessment:** Nice to Have

4.

Who: Soltrain by Sam

When: 2/10/17

**Consumer Segment:** Player

**Key Insights:** Current software wouldn't work with bigger tournaments

**We Thought:** Players would all say yes to create a completely unbiased tournament setting. **We Learnt:** The current software use to run the current tournaments would likely not support

larger tournaments

Representative quotes: "If we were to run bigger tourneys, our system may not work nearly as

well"

Hypothesis validated: Yes Assessment: Must have

5.

Who: Zeal by Matt When: 2/10/17

**Consumer Segment:** Player

**Key Insights:** Wants more consistent way of running tournaments

**We Thought:** Players would all say yes to create a completely unbiased tournament setting. **We Learnt:** Some players don't mind the current system but have opinions that it is not always

consistent

Representative quotes: "I don't mind the current ranking system as long as it stays consistent"

**Hypothesis validated:** No **Assessment:** Nice to Have

6.

Who: Loto by Sam When: 2/10/17

**Consumer Segment:** Tournament Organizer

**Key Insights:** tournaments need to be more refined when run

We Thought: Tournament Organizers would all say yes to create a completely unbiased

tournament setting.

We Learnt: Sometimes changes to the current system have to be implemented to account for

out of area player's skill

Representative quotes: "I think we have an alright ranking system, but it can use some

improvement"

**Hypothesis validated:** Yes **Assessment:** Must Have

7.

Who: Solid by Matt When: 2/10/17

Consumer Segment: Player

**Key Insights:** Believes bias is inherent in the current system

**We Thought:** Players would all say yes to create a completely unbiased tournament setting. **We Learnt:** Without an unbiased system in place, there may always be a player's opinion that

fueled on player bias

Representative quotes: "I would say it's a must-have, as there can never truly be a person's

opinion that is free of bias" **Hypothesis validated:** Yes **Assessment:** Must Have

8.

Who: Takahide by Same

When: 2/10/17

Consumer Segment: Player

Key Insights: Acknowledges that bias is in rankings and wants to change it

**We Thought:** Players would all say yes to create a completely unbiased tournament setting. **We Learnt:** Players know the system is biased and want to try to have another way to get

feedback from tournaments

Representative quotes: "But also a lot of bias in the system because of how close we all are"

Hypothesis validated: Yes Assessment: Must Have

# **Group Participation:**

# **Refined Value-Proposition:**

Kristopher Moore Nicolai Bedford

### **Interviews:**

Matthew Cocchi Samuel Beals