

## Create winning products faster

Getting the right products into your customer’s hands ahead of your competitors can be everything. With Accept Requirements, you can turn customer input, requests, and new product ideas into clearly-defined product plans and releases that power your product development.

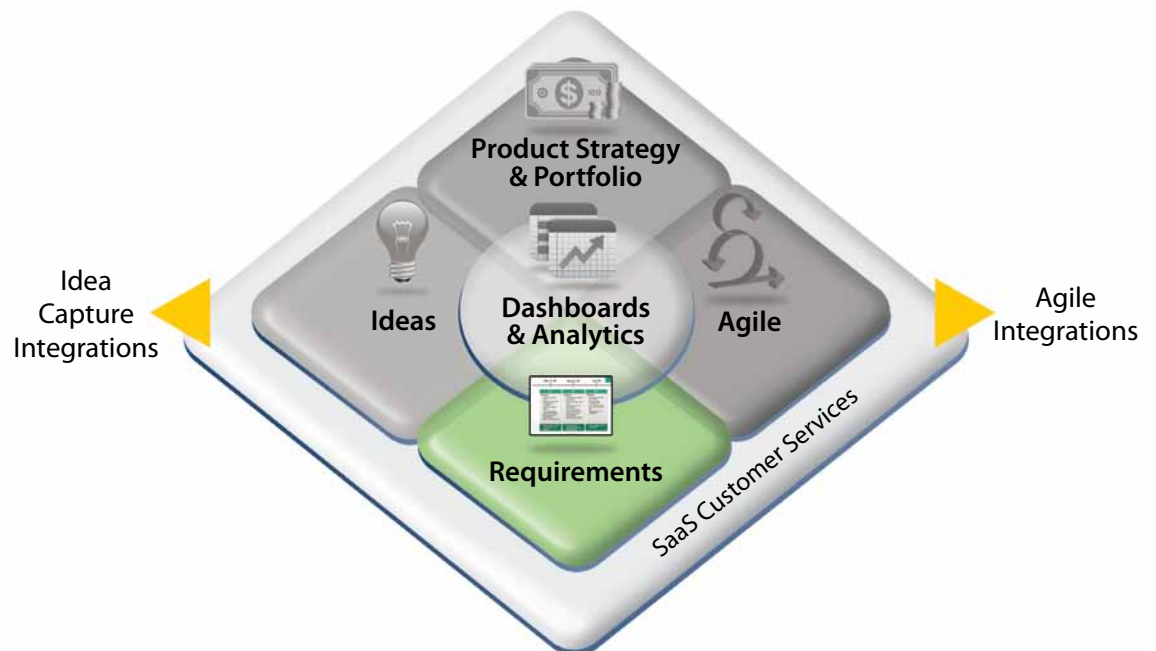
- Turn chaos into insight to create products more customers will buy
- Make product and feature decisions with greater certainty
- Unify execution across your product and engineering teams

## Proven in the most competitive, demanding companies

Accept Requirements was built on the proven processes and best practices used by many of the world’s most successful companies in highly-competitive and demanding industries. It employs a unique enterprise-level framework that enables you to manage requirements in the context of both external factors (markets, competitors, risks) and internal factors (company strategy, resources, and budgets). This proven approach delivers transparency and aligns plans with strategy.

## Gets everyone on the same page

Accept Requirements takes your requirements “out of the drawer” and makes them available across departmental teams, providing all contributors with their own portal. Now everyone works from a common playbook, with clarity into use cases, decision rationale, and timelines – keeping everyone in sync and preventing surprises that threaten your timetable.



## One module in the integrated Accept360 suite

Accept Requirements is an integrated module that’s part of the Accept360 Product Innovation Suite. The suite comprises four modules that, when used together, deliver agility across ideation, planning, and execution. Specific modules include:

- Accept Ideas
- Accept Product Strategy & Portfolio
- Accept Requirements
- Accept Agile

## Turn chaos into insight

Because the marketplace has become so fluid, fast-paced, and competitive, your company is constantly bombarded by change. The problem is choosing when to react – and how to do it without upsetting the apple cart. Accept Requirements solves this by creating a living repository of information that allows you to manage requirements in the context of your unique market drivers – what’s important to your customers, grows your top line, and beats your competitors – so you can create insight from chaos.

*With Accept Requirements, you’ll make more informed, sound, and strategic decisions.*

## Capture ideas from anywhere

Efficiently manage and prioritize a continuous flow of ideas no matter what the source – customer ideas, employee suggestions, spreadsheets, documents, email, etc.

## Everything in its place – one place

Accept Requirements preserves and continually updates all the crucial information behind your product plan – from the voice of the market and use cases through portfolio strategy, research, and analysis – and makes it continually available to everyone in your product development process.

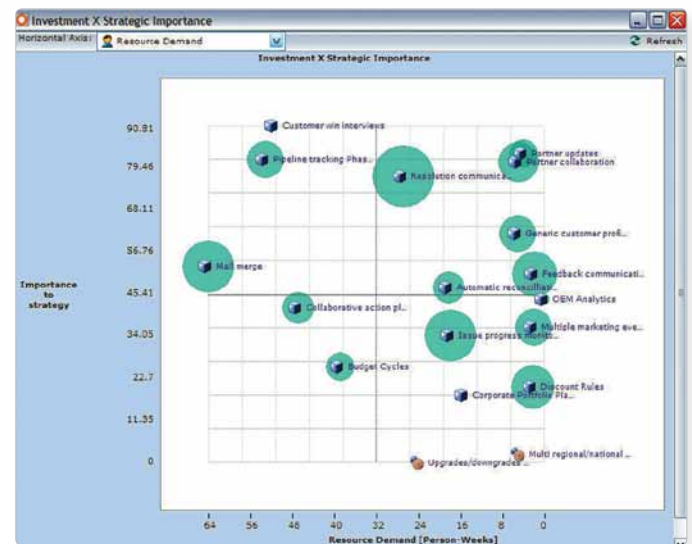


## Secure valuable product IP

A central repository keeps your intellectual property safe and secure against the risk of data loss such as laptop theft.

## Make decisions with greater certainty

Every day product managers make gut-level decisions about the products under development, often based on smarts and intuition and with no supporting audit trail. With Accept Requirements, you’ll make more informed, sound, and strategic decisions. Prioritize products, services, and features objectively. Run scenarios and compare multiple plans. Align top-down business strategy and bottom-up requirements. Allocate investment to best execute on strategic goals. Not only will you deliver more of what your market wants, but also more of what your company needs.



## Customers at the center

Ensure customer requests are preserved throughout your product development process by capturing and tracing commitments you’ve made to customers at any stage. Run market satisfaction reports to ensure execution matches your initial plans.

## Competition is part of the equation

Evaluate competitive factors just as you would customer needs and company strategies. Prioritize competitive response in the context of other product delivery activities, and use feature comparisons to quantify resource investment.

## Could do vs. should do

Prove and justify your priorities by demonstrating the alignment of each requirement with customer needs, competitive strategy, and corporate goals. Use pre-built 2X2 analytic charts to run scenarios and compare multiple plans. Analyze and rank everything based on a strategic score to prioritize products and features objectively. Give executives confidence and developers insight.

### Unify execution and increase speed to market

Accept Requirements elevates the visibility of your plans and priorities like no spreadsheet or simple requirements management tool ever could. It unifies execution around a common plan of record, and lets you adopt a streamlined process – including Stage-Gate™, PACE™, Agile, or other methodologies. Team members can collaborate to enhance and refine requirements, enriching the depth and accuracy of product data. Other stakeholders gain visibility through reliable, up-to-date information, graphical reports, MRDs, and PRDs.

Release	Lifecycle	Start Date (Actual)	End Date (Actual)
<b>Portfolio of Record</b>			
BI Roadmap			
BI Release 3.0			
BI Release 3.1	Development	-	-
Opportunity	Completed	Jan 11, 2006	Feb 4, 2006
High-Level Definition	Completed	Feb 24, 2005	May 30, 2005
Core Team Launched	Completed	Feb 28, 2005	Feb 28, 2005
Requirements Finalized & Prioritized	Completed	Apr 15, 2005	Apr 15, 2005
Detailed-Design Readiness (DRR)	Completed	Apr 10, 2005	Apr 10, 2005

### Keep the trains running on time

Hit your market windows. Use graphical roadmap, resource demand, and other management reports to stay the course and deliver on schedule, every time. Built-in workflow helps you define roles and process flows, assign tasks, and monitor progress from ideation to execution.

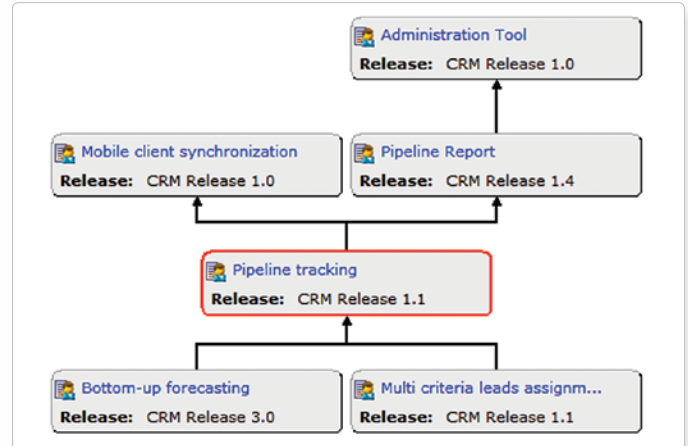
*Multiple stakeholders can enhance and refine requirements collaboratively.*

### Communicate up, down, and sideways

Multiple stakeholders can enhance and refine requirements collaboratively using integrated notes and discussions. When something changes, everyone knows immediately. Communicate to a small team, or your entire organization, with pre-defined management reports such as graphical roadmaps, product roadmaps, strategic alignment, market satisfaction, and resource demand snapshots.

### Know dependencies vs. no dependencies

Know when a change or schedule slip in one area impacts another. Gain constant visibility to interdependencies across product lines or even within a complex product portfolio.



### See how Accept can help you today

With Accept Requirements, you'll streamline requirements management, align plans with company strategy, and enable product managers, developers, and marketers to share a common process and a unified plan of record. Now they can work from a common picture, with clarity into use cases, decision rationale, and timelines – keeping everyone in sync and preventing surprises that threaten your success. For more information, or to see how Accept can help you, visit [www.acceptsoftware.com](http://www.acceptsoftware.com).



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