

If you’d like to use it for your own purposes, just fill it out to weigh in on all the pros and cons of doing an IoT project.

This Softeq template is designed to help you better plan your IoT project. We want you to verify your IoT project based on all the info and insight you may need.

Having conducted thousands of full-stack development projects with quite a number in the IoT domain, Softeq knows the crucial questions. The answers to the questions below will allow you to define a comprehensive project vision for yourself, your company, and the full-stack development partner you are planning to outsource IT development to.

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**Scope & Vision Template**

Engineer. Transform. Scale

**Your Softeq Team**

Your Softeq Team

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1. Background and Business Perspective
   1. Background

Why have you decided to start this project? What is the history behind this idea?

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| --- |
| **Example:** |
| We have been manufacturing and selling a range of home automation devices for many years. The devices are quite smart already. When we created an app to control and integrate all our products, which were built on different platforms for historical reasons, we ran into issues: We were not able to discover them reliably with the application, couldn’t group them, couldn’t retrieve settings quickly. To avoid these issues, we agreed that we wanted to merge all devices on one common backend Cloud with Wi-Fi based connectivity to take advantage of Wi-Fi access points that are already installed in the households/offices/other facilities of our customers. |
| Your answer: |
| Give your answer here … |

* 1. Business Opportunity and Objectives

What kind of business opportunity do you see? Is it brand-new or is it improving an existing business?

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| **Example:** |
| We want to increase the revenue of our new high-level product line by 20% within the next year. We want to provide an app for our customers that makes their lives easier, such as by monitoring how the devices are used, getting alerts when something goes wrong, making it easy to order spare parts or contacting support etc. |
| Your answer: |
| Give your answer here … |

* 1. Success Criteria

How will you measure the success of the project? What outcome would you rather avoid?

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| --- |
| **Example:** |
| We want to group devices and create specific settings for each group. We want to see if the device is online and ready for use. We don’t want to have a pairing time of one minute and more. Loss of specific settings when devices are moved to another place is unacceptable. |
| Your answer: |
| Give your answer here … |

* 1. Market

Which market will you target? B2B or B2C? A specific domain? A specific region?

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| --- |
| **Example:** |
| We will target the European B2B market. We manufacture home automation devices and want to promote them in the commercial real estate domain. |
| Your answer: |
| Give your answer here … |

* 1. Competitor (if applicable)

Are there any competitors? If yes, why should users choose your product?

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| **Example:** |
| Yes, there are some competitors: Alarm Inc., Lights Ltd.  Customers are likely to choose our product because of the following advantages: reliable connectivity of all devices, improved productivity, better quality information, and speedy information retrieval. None of the other companies have a Cloud-based infrastructure, and they face issues with synchronization, device management, and control, etc. |
| Your answer: |
| Give your answer here … |

1. Product Vision and Scope
   1. Key Features

What are the exact benefits/features that your product should have? Provide examples of some user stories, use cases, features, applications, etc.

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| **Examples of features:** |
| * Manage a range of devices the mobile application shows me (add them, combine into groups) * Schedule device performance (time to turn on/off, set the timer for a group of devices) * Create custom programs to turn on/turn off each device |
| Your answer: |
| Give your answer here … |

1. Target Audience and Stakeholders
   1. Target Audience

Who is your desired target group? What will you help them with?

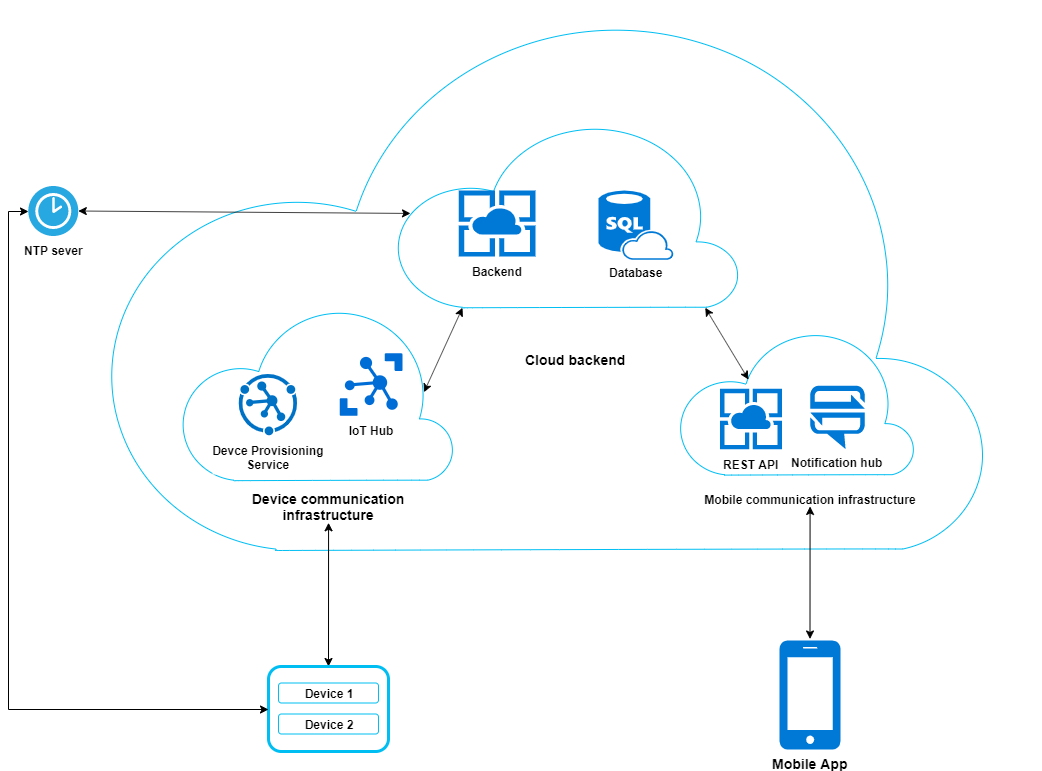
|  |
| --- |
| **Example:** |
| * Real estate developers * Business owners who want a smart office * Families owning a big house * etc. |
| Your answer: |
| Give your answer here … |

* 1. Stakeholders

Who are the stakeholders who will assist you in product development and how will you interact with them? Which departments in your company are involved in this initiative?

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| --- |
| **Example:** |
| We are planning to involve the following stakeholders:   * Marketers to assist in the promotion of the system * Field engineers to install the system and be responsible for the hardware, servers, etc. * Technical support specialists to help manage customer feedback and provide assistance |
| Your answer: |
| Give your answer here … |
|  |

1. Technical Details
   1. Product Ecosystem

**What are the systems that will interact with the future IoT product? Share your thoughts - the best way to do this is by sketching a high-level system architecture diagram with all systems required, or give us a checklist.

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| **Example:** |
| * Cloud with all data * Mobile application * Lighting control system * Alarm system |

|  |
| --- |
| Your answer: |
| Give your answer here … |

* 1. Replacing systems (if applicable)

Which system will be replaced?

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| --- |
| **Example:** |
| We manufacture high-level tools for builders. Currently, our products are managed from two different applications, use different protocols to communicate, have different electronic components, etc. We want to build one ecosystem: create one common control protocol, one common Cloud, and one mobile application to manage devices. |
| Your answer: |
| Give your answer here … |

* 1. Technologies (if applicable)

Have you already considered the technology to be used for the product (backend, Cloud, devices, etc.)? Have you already selected an IoT platform? Which one?

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| --- |
| **Example:** |
| We intend to use the following technologies:   * .Net for Azure * Linux or * real-time operating system * Firmware   We are planning to use this IoT platform: <www.azure.microsoft.com> |
| Your answer: |
| Give your answer here … |

1. Project Management
   1. Project Budget

How is budget allocated to this project? Is a specific budget allocated already? If yes, please provide further details about its structure and what should be delivered for the currently allocated budget.

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| --- |
| **Example:** |
| We don’t have a specified budget allocated yet. We assume that the following expenses need to be considered: changes to the existing mobile app, Cloud integration, certifications (for EU market), marketing campaign. |
| Your answer: |
| Give your answer here … |

* 1. Project Team

Do you know all required specialists? If so, do you have them in your team?

|  |
| --- |
| **Example:** |
| We have a Project Manager in-house and we are going to hire the following specialists:   * Firmware Developer * Hardware Developer * Software Developer * Industrial Designer * Business Analyst * Quality Assurance Engineer |
| Your answer: |
| Give your answer here … |

* 1. Project Timeline and Specific Deadlines

Have you already created a project timeline? Are there any events or dates that can impact the project timeline?

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| --- |
| **Example:** |
| We want to start with Proof of Concept (POC) to make sure the project is feasible. We are planning to demonstrate POC to our stakeholders and to key customers during a trade show. |
| Your answer: |
| Give your answer here … |

* 1. Risks and Limitations

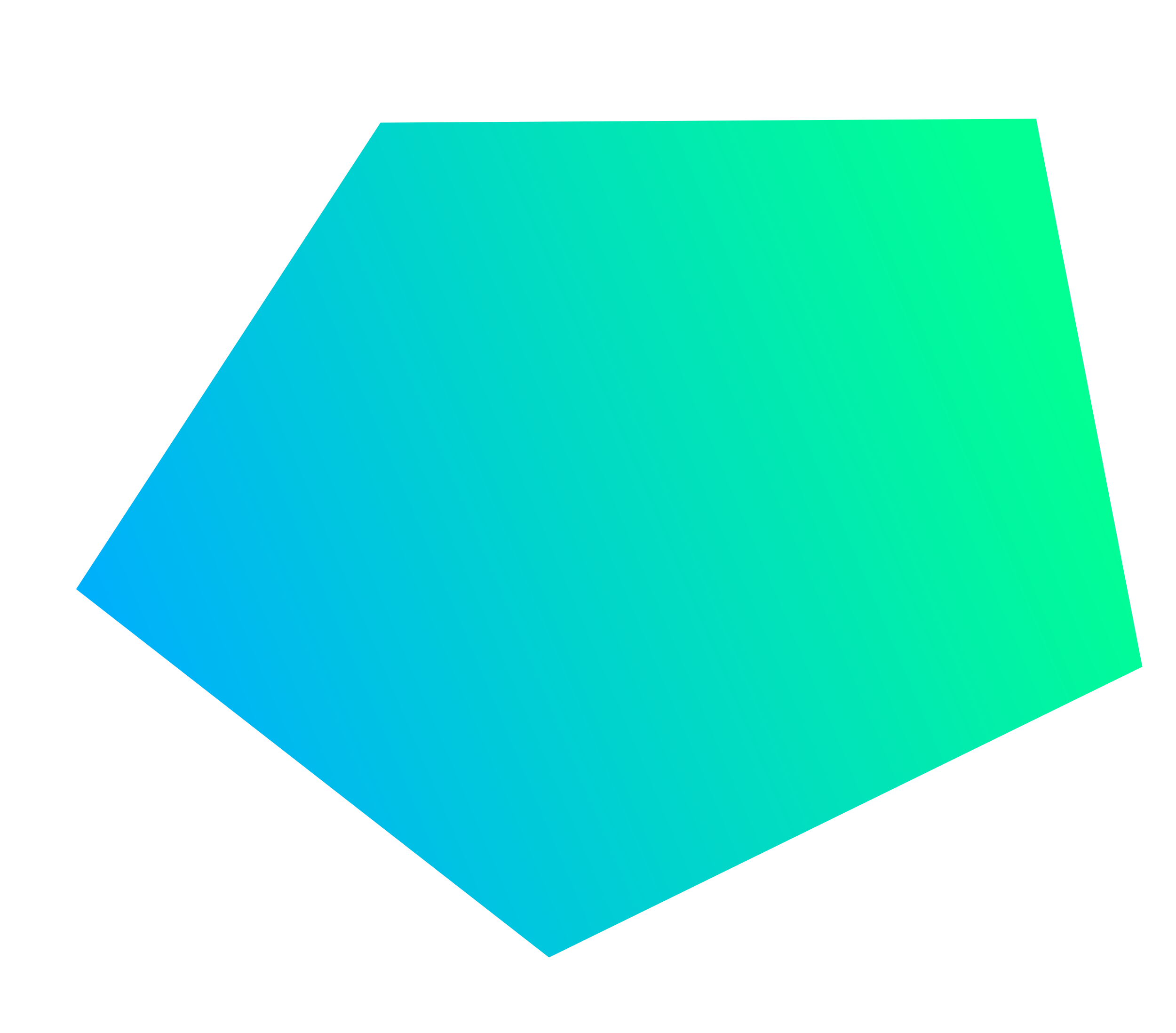
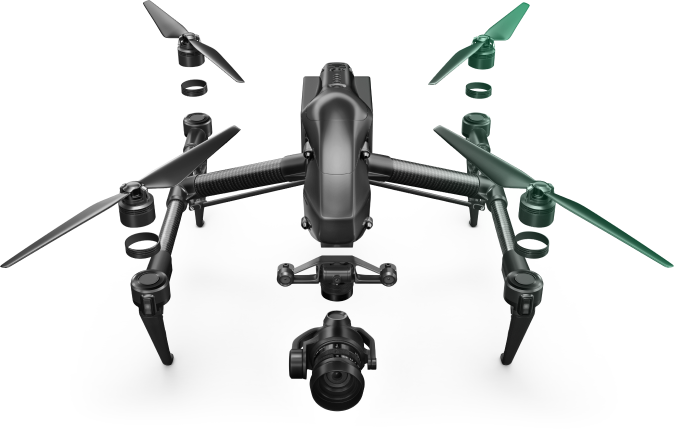
Do you already know of any project risks (besides budget)? Please provide examples.

|  |
| --- |
| **Example:** |
| Not yet. But we are going to check patents and legal regulations.  We might have to check GDPR. |
| Your answer: |
| Give your answer here … |

1. Other Information

Is there anything else you want to add?

|  |
| --- |
| Your answer: |
| Give your answer here … |



|  |  |
| --- | --- |
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