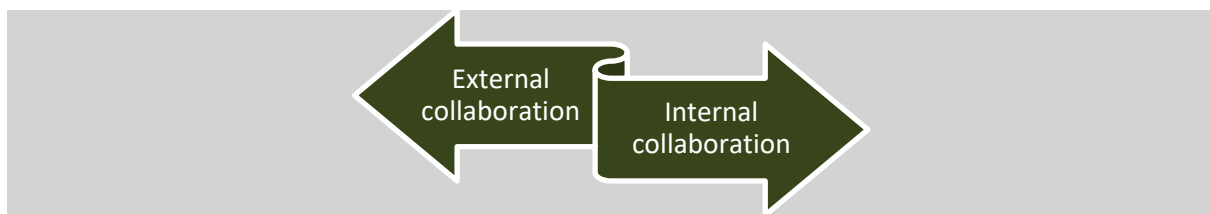


Knowledge is central to everything we do at Tolpagorni. Since Tolpagorni started in 2009 a major driver has been to offer business development of high tech portfolios while supporting Product Managers career.

PRODUCT PORTFOLIO AND REQUIREMENTS TOOLS **- a product management working group**

Product planning – including portfolio management and managing requirements – is the key area for many product managers. Still, based on numerous assessments and benchmarking activities, we have seen many professionals lacking adequate tooling support for compilation, collaboration and visualization of Roadmaps and requirements prioritization.



The ISPMA (International Software Product Management Association) states in their excellence level Product Planning Syllabus:

"The tool landscape for Product Planning has not stabilized yet and is rapidly evolving."

Most R&D organizations have extensive tool support for their part of the development process. For a pure software company this can be requirements tools like JIRA or Hansoft. Hardware companies often rely on widespread usage of excel sheets and CAD programs.

During the last couple of years quite a few new interesting tools have been introduced addressing product management processes. Most, if not all, of them are SaaS applications originating from the software and App development community.

Focus of this new working group is to build knowledge around usage and what we are looking for in a tool. However – we will also briefly look into some available tools in the market.

- Portfolio planning tools
- Tools for collecting and structuring requirements
- Possible integration with tools used by R&D

We invite product managers, but also business developers, to participate in this working group.

Candidate companies for the working group are primarily medium to large corporations in High Tech B2B industries.

We are primarily looking for companies with a complex offering – often combinations of hardware, software and services.

Working process

The group will meet and work during six half day sessions. We will review and elaborate our experiences when it comes to using tooling for planning our products and services. Critical success factors will be identified and documented. The results will be available in a paper as well as presented in a seminar.

Preliminary program setup (to be decided at the introduction meeting):



The working group sessions will be facilitated by two senior product planning experts from Tolpagorni. We will make preparations in form of collecting and distributing background information. We will also structure and document the findings for distribution in the group.

The number of participating companies will be maximized to 8 and will be selected to represent various (non-competing) business areas. Tolpagorni will contact all participating companies as a preparation – collecting background information and expectations. All meetings will be summarized and the material will be distributed within the group.

We expect the parties to have come rather far on their journey to implement high performing product management. What we want now is to define ways for to how to improve efficiency by clearly defining usage and demands on new tooling support for product management.

The working group concept has successfully been used by Tolpagorni as an efficient way to improve corporate processes as well as individual skills and competencies.

Application and starting date

The working group sessions will be held in Stockholm during Feb - April 2017. Some results will be presented during the conference "Build the RIGHT product – Product Leadership Day 2016", March 23rd 2016 where participating companies can send 2 representatives each.

Starting date: 2017-02-15

Application: email to per-ola.andersson@tolpagorni.com no later than 2017-02-01

Price 25.000: - (excl VAT) including the PLD conference (23/3)

Contact Per-Ola Andersson, Tel 0730-370-970 www.tolpagorni.com