

User Guide: Stage 2 Prioritising Need Statements



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How to Prioritise a Need Statement

Stage 1: Discover

2. Review and Assess Needs Statements

Stage 2: Develop

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1. <u>View Needs Statements</u> 2. <u>Prepare Stakeholder Surveys</u>

3. Review and Assess Needs Statements

Stage 3: Define

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- 1. View Needs Statements
- 2. Assess Needs Statements for Strategic
- Alignment
 3. Review and Prioritise Needs Statements

Introduction

1. Add Needs Statements

Stage 3 of EBN Lab is the final step which is designed to identify the Prioritised Need Statements which represent the best commercial opportunity for the organisation to invest further resources in progressing towards a commercial solution.

In addition to the ongoing Development of ever stronger confidence and evidence in the Need Statements which reach Stage 3, the main task at Stage 3 is for assessments to be undertaken about the degree to which different need Statements strategically align to the organisation.

This Strategic Alignment score is calculated on the basis of individual assessments carried out by the organisation and recorded using the "Assessment" process described below.

This assessment is <u>categorised into 3 questions each</u> relating to:

- Viability
- Feasibility
- Desirability

The questions which are asked at this stage <u>are customisable to an extent</u>, with the questions themselves being set on a Project Wide Level when the Project is set up. Once selected, the Strategic Alignment Questions should be set for the duration of the Project.

Strategic Alignment Assessment

By clicking on the 'Assess Need Statements for Strategic Alignment' option in the Stage 3 Section of the Main Navigation Panel, the user will access the Strategic Alignment Assessment Page as shown below.

The image on the left shows:

- The Need Statement List
- Details of the Need Statement selected from the List
- The individual questions allowing the user to score those questions for the selected Need Statement.

The Image on the right below shows the full list of the questions, including an innovation categorisation question, and the opportunity to record any notes associated with the Strategic Alignment Assessment Process.

N.B.

If the AutoSave Option is set to OFF, the user will require to use the orange 'Save' button at the bottom of the assessment criteria list to save the assessment scores which have been entered on this page.

EBNLab © Account © Sign out					venerang forgenerat mension Forder anders die exectranistie plang admensif
wiation Innovation Consu	ultants LLP 🕨	Schiphol Airside Passenger Experience + Stage 3 dashboard			12 and 12 (2) (2) (2) (2) (2) (2) (2) (2) (2) (2
😡 Assessing the strategic alignment of the needs statement is done using a series of questions.					
Strategic alignn	nent ©			Autouve on	an applican subtrict-points for two units of the method attraction or question
Needs statement #22	89	Needs Statement #18 Amenities Customer Experience Commercial/Retail Disruptive innovation			
Needs statement #18	69				Read on an experimentation of the sense, we plus assess the presence and the Reader's and presentations of the sense, and plus assess the presence and the Reader's and presentations of the sense of the sense of the Reader's sense of the Reade
Needs statement #21	619	A way to address how airport managers predict the attractivness of airport facilities for passengers to achieve a measurably better airport experience	4.7/10 EBN Score ©		
Needs statement #53	8/9		Evidence ①	4,3/10	(manufacture)
Needs statement #46	0.9		Confidence @	73/10	Name of a constrained of the same can be assessed to constrain and constrained and constrained and adding of advances of the same rescanses of the same can be assessed as a same can be assessed as a same can be added and the same can be added as a same can be added as
Needs statement #105	0/9		Satisfaction	3.5/10	
Needs statement #107	9.9		Importance	7,5/10	Constitution (
Needs statement #110	5/9				
Needs statement #109	99	Desirability			Reviewed assesses) Rev surfaces are periode into a sease an united
Needs statement #124	8.6	Afree and a contract of			landam Or
		To what extent is the need currently being addressed?			$\begin{array}{c} \hline \label{eq:constraints} \hline \begin{tabular}{lllllllllllllllllllllllllllllllllll$
		Nay advessed 1 2 3 4 5 6 7 8 9 10 not advessed			
	Algoment question 2 To what extent does addressing the need help address critical challenges around creating social, economic, and environmental value?				Marke State of Second Section
		liveredant: 1 2 3 4 5 6 9 10 hgb-rotent			
		Alignment question 3			
		How significant would the benefits be for those affected if the need was addresse	d7		- Provide Landa

Review and Prioritise

By Clicking on the 'Review and prioritise Need Statements' option in Stage 3 of the Main Navigation Panel, the user will access the page shown on the left hand side of the image below. Like the <u>Stage 1</u> and <u>Stage 2</u> Review Processes, the user can see a numerical summary of the Need Statements at this stage, along with graphs illustrating their associated scoring, as well as a filterable and sortable list allowing the Need Statements to be ordered or their details to be viewed and edited.

At Stage 3 however the additional information available is any scores regarding the Viability, Feasibility and desirability of an need Statements which have ben assessed as described above.

The final Stage of the EBNLab process is to prioritise the Need Statements being selected for further investment. To access the Prioritising screen as shown on the right hand side of the image below, click on the orange '> Begin prioritising' button. This button is only accessible by users with <u>'Project Administrator' privileges</u>, otherwise this button will appear slightly greyed out.

Prioritising Need Statements at Stage 3 is carried out using the same method as moving from Stage 1 to Stage 2 and to Stage 3, highlighting the pause and proceed icons, and finally clicking on the 'Prioritise Selected' orange button.

