

Revision #:

Customer Need #	Importance	Description	Comments/Status
CN1	3	Portability of Device	
CN2	1	Effective response time	
CN3	1	Visible and reliable results	
CN4	2	More cost-efficient than traditional methods	
CN5	2	Sensing Accuracy of device	
CN6	1	Safety in operational procedures	
CN7			

Cust. Need #: enables cross-referencing (traceability) with specifications

Importance: Sample scale (1=must have, 2=nice to have, 3=preference only), or see Ulrich exhibit 4-8.

Description: organize as primary and secondary needs (hierarchy) -- Ulrich exhibit 4.8

Comment/Status: allows tracking of questions, proposed changes, etc; indicate if you are meeting the need ("met") or not ("not met")