

History

The group collaboration software, iGroups, has been used over the past 4 years with over 350 project-based teams at the Illinois Institute of Technology.

Objective

Illinois Institute of Technology has invested a significant amount of time and money into iGroups. Can a return be generated on this investment? If so, how?

Outline

- Primary Research
- Secondary Research
- Technical Changes
- Conclusions



"Someone calling themselves a customer says they want something called service."

Surveys

- Results gathered both physically and electronically
- Indicates a difficulty in getting individuals to purchase iGroups
- Both groups desire enhancements to iGroups



Focus groups

- Gave a demo of the new public version
- Found problem with getting individuals to pay for iGroups
- Large desire for video communication
 - Uncovered many feature requests



Competitive Analysis



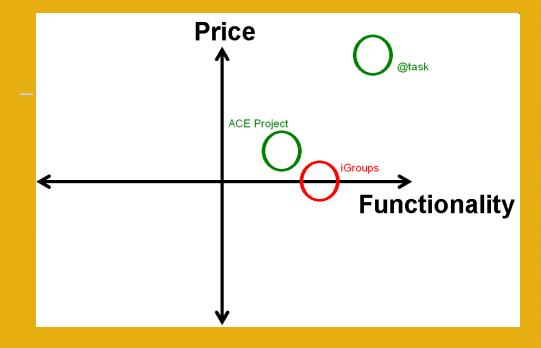
Overwhelming features, very capable project management tools, but overall too much for the market we are exploring



Underwhelming features but a better Layout than the original iGroups

Competitive Analysis

- Other applications overwhelm users with too many features
- iGroups is easy,
 quick and has
 virtually no learning
 curve for users or
 administrators

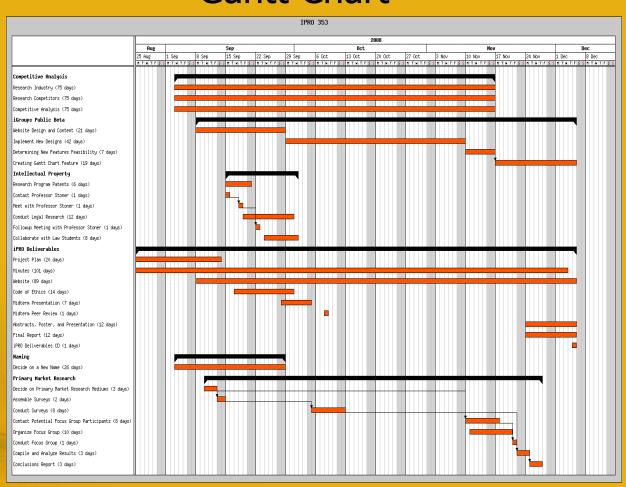


IMI Innovations, Inc.

- Considered pursuing a partnership with IMI to acquire features potentially useful to iGroups
- Ultimately decided that this would not benefit iGroups' users

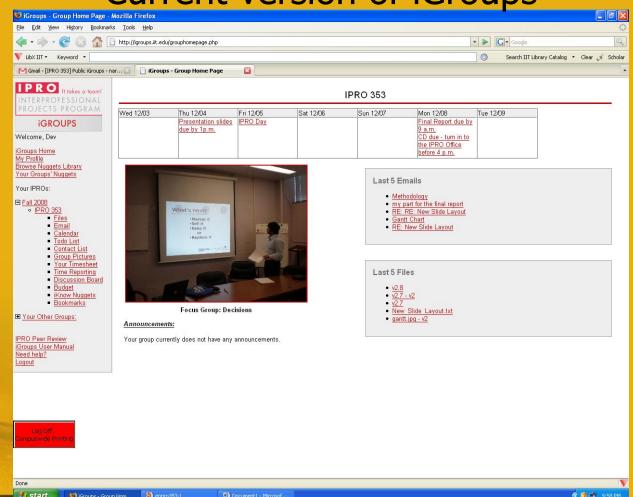
Accomplishments and Improvements

Gantt Chart



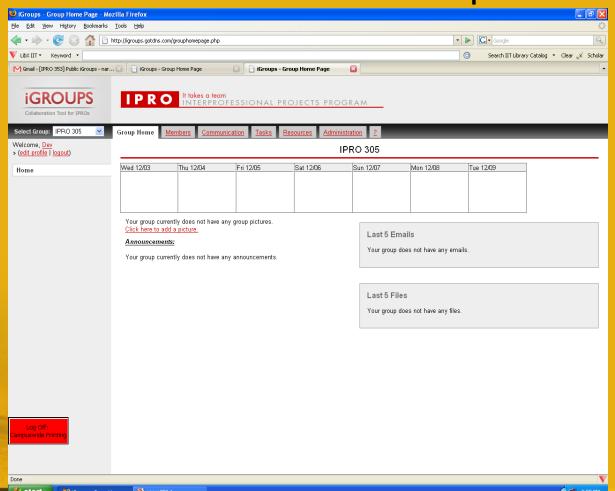
Accomplishments and Improvements

Current version of iGroups



Accomplishments and Improvements

Public version of iGroups



Conclusion

- iGroups is well tailored to our user base
- It does not have a broad enough appeal for use outside of the current user base
- iGroups, in its current state, is not worth marketing or replacing

Recommendations

- Delay marketing iGroups
- Promote the use of iGroups within IIT outside of the IPRO department
- Continue improving iGroups
- Continue ENPRO 353

How you can help

- Beta Testing
- CustomerFeedback
- Money
- Programmers



Thank you! Questions?