Focal Point™ Focus on Product Management 1.2

Deployment Guide

Version 1

October 2008

Table of Contents

Introduction

The Focal Point Focus on Product Management product is a pre-configured workspace intended to be an out-of-the-box solution targeted at product managers. Ideally, the workspace is imported, activated and is then used right away without changes.

However, one of the strong advantages of Focal Point over other solutions in the product management space is its configurability. Chances are that there is a need to slightly tweak or extend the workspace to best fit within the way you want approach product management. This implementation guide will provide guidance on how to activate the out-of-the-box workspace, and suggested areas for tailoring it to best fit different kinds of usage.

This guide was created in support of the following versions:

- Focal Point 6.3
- Focus on Product Management workspace version 1.2

Installation

Prerequisites

In order to install Focal Point Focus on Product Management you first need to install Focal Point 6.3. Please refer to the Focal Point installation guide for instructions on how to install Focal Point.

How to Install Focus on Product Management

1. After you have installed Focal Point, login to Focal Point with an administrator account.
2. Go to General > Workspaces.
3. Click the Import Workspace button in the bottom frame.
4. Browse to the Focus_On_Product_Management_v1.2.fpz file.
5. Click the OK button in the bottom frame.
6. Make sure that your administrator account is mapped to the Admin member.
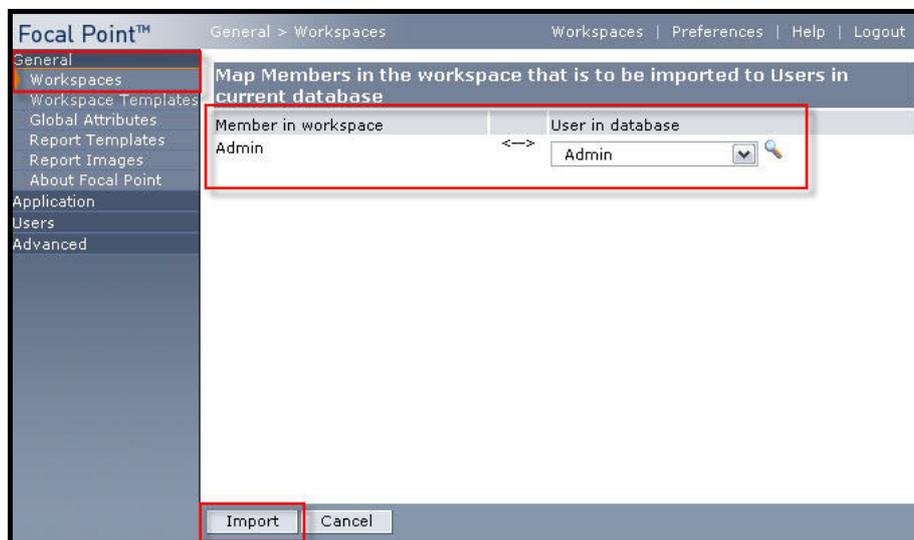
7. Click the Import button in the bottom frame. Wait until the import has finished, it will take a few minutes.
8. Open the Focus on Product Management workspace by clicking the Open "Focus on Product Management" link.
9. On the homepage, you will now see information to the administrator and a set of How To... activities, which are some suggestions for configurations that you can do.

General Focal Point Configuration

There are some adjustments that need to be done in the application as well as within the imported Focus on Product Management workspace.

Activate Pre-Defined Expressions

There are a number of pre-defined expressions and business rules in the workspace. Some of them needs to be refreshed in order to work as intended. You will only need to do this once.

LinkInfo

LinkInfo is a business rule that is used in several modules. It contains a parameter called Member ID that needs to be refreshed, because the IDs are different for each database. Use the ID for an administrator in the workspace.

LinkInfo is used here:

Module:	Attribute:
Market Plans	Market Problem Info
Market Plans	Product Info
Product Requirements	User Request Information

1. Find the Member ID
   a. Click Members > Members and mark the workspace administrator you want to use, e.g. your own user.
   b. Right-click in the frame of attributes.
   c. Select View Source.
   d. The id for the user/member is the same as the variable "elemId".
2. Update the LinkInfo Business Rule
   a. Click Configure > Attributes > *Select the module* (see table above) > *Select the attribute* (see table above).
   b. In the attribute Default Value you will find the business rule, e.g: =LinkInfo("Market Problems","Description","12",'Market Problems',"listen_to=Description") Replace the parameter "12" with the id number you retrieved in the above instructions, e.g. "54" or "351".
   c. Click the Copy Default Value To All Elements button in the bottom frame.
   d. Click OK in the pop-up window. The business rule has been updated.
   e. Repeat for all LinkInfo business rules.

Activate Workflow

In the Products, Releases, User Requests, and Product Requirements modules, there is an attribute called Workflow. The idea with this attribute is to explain to the user what the next step in the process is. Each state has its own workflow description. The workflow is determined by an expression that uses IDs in the database to keep track of the state values and the workflow description for each of

them. When importing Focus on Product Management, the state item IDs in the database changes to suit those of your database. Therefore, you need to update the IDs in the workflow configuration XML to match the ids you have in your environment.

1. Click Configure > Attributes > User Requests > Status.
2. Click the "Click here to add and edit choice items" link in the middle of the page.
3. Hold the mouse pointer over the status value New. The id for this status value is presented in the bottom left corner of your Web browser. Make a note of it. In case you cannot see the id in the bottom left corner, right-click on the value and select Properties.
4. Repeat step 3 for all status values.
5. Click Modules > User Requests.
6. Mark the top folder User Requests.
7. Click the edit button for the Description attribute. This is the configuration XML for the workflow. You should now replace the ids for the status values with the ones you have retrieved in step 3-4.

8. Click OK in the bottom frame to save.
9. Do the same for the Releases, Products, and Product Requirements workflow. In the Releases and Product Requirements modules, the state attribute is Status, while in the Products module it's called Lifecycle Phase.

Apply Standard Reports

Report templates are defined at the database level so they can be used across workspaces. Consequently, the templates are not imported with the Focus on Product Management workspace and must be added separately.

Adding the Templates

In the appendix, chapter Report Template XML Code, you will find XML code for a set of report templates. This code needs to be copied from this document and then pasted into Focal Point to create the report templates there.

1. Click the "Workspaces" link in the top right corner of Focal Point.
2. Click General > Report Templates.
3. Click the "Add Template" button in the bottom left corner.
4. Add a Title (Market Requirements Document) for the template.
5. Copy the XML code from chapter Market Requirements Document and paste it in the XML field, then click OK.
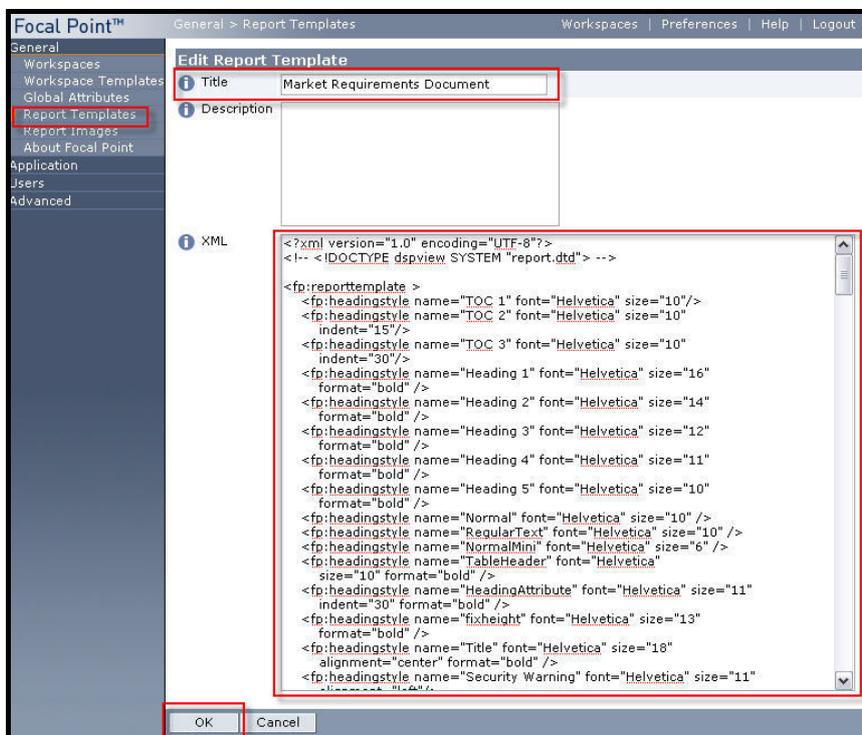
6. Click the Add Template button again.
7. Add a Title (Marketing Plan) for the second template.
8. Copy the XML code from chapter Marketing Plan and paste it in the XML field, then click OK.
9. Continue to copy the XML code for all report templates in the appendix.

Mapping the Templates with the Views

Now it's time to map the report templates with views in the Focus on Product Management workspace in order to let the users generate their own reports.

1. Click the "List my available workspaces" icon in the top right corner of Focal Point again.
2. Open the Focus on Product Management workspace.

Market Requirements Document

This report will provide the product manager with a report of the market requirements document.

1. Click Reports > Generate Report.
2. Click the Add Report Type button in the bottom frame.
3. Select the Market Requirements Document template radio button, provide a Title and Description, then select format and be sure to select All Views.
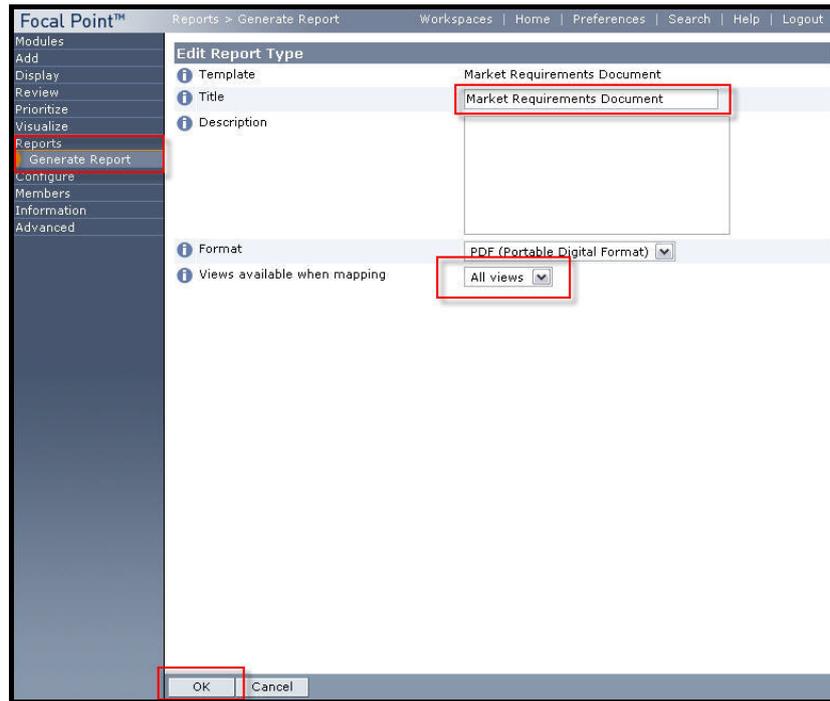
4. Click Next. You should now map the views in the workspace with the report template XML to create a Report Type.
5. Under the Report heading, on the right side, you will see "No view selected" and then an edit icon. Click the first edit icon, i.e. the one for Market Problems.
6. Scroll down to the folder Reports and select the Market Problems (report) view.

7. Continue mapping the template with the other views according the following:

Report Section:	View:
Market Plan Objectives	Market Plan Objectives (report)
Market Positioning	Market Positioning (report)
Market Milestones	Market Milestones (report)
Target Market Segments	Target Market Segments (report)
Buyer Personas	Buyer Personas (report)
Competitive Products	Competing Products (report)
Whole Product Definition	Product Vision (report)
Key Features and Benefits	Key Features and Benefits (report)
Target Release Schedule	Release Milestones (report)

8. Click Next.
9. Select Members View and click Next.
10. Select All Product Managers and click Next. The first Report Type is now complete.

Marketing Plan

This report will provide the product manager with a report of the marketing plan.

1. Click the Add Report Type button in the bottom frame.
2. Select the "Marketing Plan template radio button, provide a Title and Description, then select format and <u>be sure to select All Views</u>.
3. Click Next. You should now map the views in the workspace with the second report template XML to create a second Report Type according the following:

Report Section	View
Market Problem	Market Problems (report)
Market Milestones	Market Milestones (report)
Critical Success Factors	Critical Success Factors (report)
Target Market Segments	Target Market Segments (report)
Buyer Personas	Buyer Personas (report)
Competitive Products	Competing Products (report)
Competitive Positioning	Products (Our/Competitors) **Note:** You will find this view in the Products folder.
Whole Product Definition	Product Vision (report)
Key Features and Benefits	Key Features and Benefits (report)
Market Positioning Goals	Market Positioning Goals (report)
Market Positioning	Market Positioning (report)
Promotional Strategy	Promotional Strategy(report)
Channel Tactics	Channel Tactics (report)
Partner Tactics	Partnership Tactics (report)
Branding Strategy	Branding Strategy (report)

4. Click Next.
5. Select Members View and click Next.
6. Select All Product Managers and click Next. The second Report Type is now complete.

Developer's Report

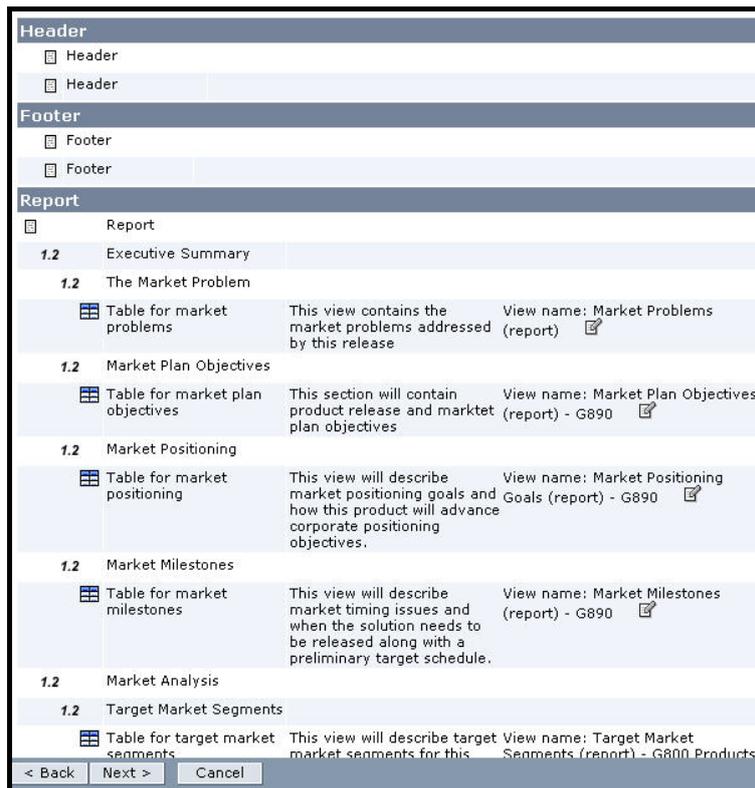This report will provide each developer with a report of the product requirements that they are the owner of.

1. Click Reports > Generate Report.
2. Click the Add Report Type button in the bottom frame.
3. Select the Development template radio button, provide a Title and Description, then select format and be sure to select All Views.
4. Click Next. You should now map the views in the workspace with the Development report template XML to create a third Report Type according to the following:

Report Section	View or Attribute	
Statistics of Requirements for implementation: Statistics break down of status and estimates	My Product Requirements	
	Select what attribute shall be used as status attribute	Status
	Select the sum attribute used for estimation	Estimated Time

Detailed Product requirements: Listing of the detailed Product Requirements	My Product Requirements

5. Click Next.
6. Select Members View and click Next.
7. Select All Developers and click Next. The third Report Type is now complete.

Management Report

This report will provide the executive stakeholders with a report on product status.

1. Click Reports > Generate Report.
2. Click the Add Report Type button in the bottom frame.
3. Select the Development template radio button, provide a Title and Description, then select format and <u>be sure to select All Views.</u>
4. Click Next. You should now map the views in the workspace with the Management report template XML to create a fourth Report Type according to the following:

Report Section	View or Attributes	
Product Performance: Attribute Statistics for two attributes	Management (report)	
	The attribute on the X axis	Geographical Markets
	The attribute on the Y axis	Lifecycle Phase
	The value Attribute	Actual Revenue
Cost per Product: Attribute Statistics for two attributes	User Requests **Note:** You will find this view in the **User Requests** folder.	
	The attribute on the X axis	Status
	The attribute on the Y axis	Products
	The sum Attribute	Actual Cost
Product details: Listing of the detailed Product Requirements	Management (report)	

5. Click Next.
6. Select Members View and click Next.
7. Select All Executive Stakeholders and click Next. The fourth Report Type is now complete.

Management High-Level Report

This report will provide the executive stakeholders with a report on product status, but not as detailed as the <u>Management Report</u>.

1. Click Reports > Generate Report.
2. Click the Add Report Type button in the bottom frame.
3. Select the Development template radio button, provide a Title and Description, then select format and <u>be sure to select All Views.</u>
4. Click Next. You should now map the views in the workspace with the Management report template XML to create a fourth Report Type according to the following:

Report Section	View or Attribute	
Product performance (Total Actual Revenue): Attribute Statistics for two attributes	Management (report)	
	The attribute on the X axis	Tier
	The attribute on the Y axis	Lifecycle Phase
	The value Attribute	Reporting value
Cost per Product	User Requests **Note:** You will find this view in the **User Requests** folder.	
	The attribute on the X axis	Status
	The attribute on the Y axis	Products
	The sum Attribute	Actual Total Cost
Product Details: Listing of the detailed Product Requirements	Management (report)	

5. Click Next.
6. Select Members View and click Next.
7. Select All Executive Stakeholders and click Next. The fifth Report Type is now complete.

Note: Reports generated from these Report Types will not be product or release specific, but contain all products and releases. If you want to modify the report to be more specific you need to add more rules to the report views in Configure > Views > Report Views.

Specific Focal Point Configuration

There are also some adjustments that need to be done in the Focus on Product Management workspace so that it becomes compatible with your own environment.

Adding the Report Logo

In order to include your own company logo in your reports, you need to add a logo image on the server and make sure that your report templates refer to the correct image file.

1. Click the "Workspaces" link in the top right corner of Focal Point.
2. Add your logo image (.gif or .jpg) in General > Report Images > Add Report Image
3. Open each of the two templates you added above and search for focalpoint.jpg.
4. Replace the focalpoint.jpg reference with the file name for your logo image in both templates.

Application Settings

In order for Focal Point to be able to deliver account information and e-mails to users, process notifications (if any), forward exceptions to an administrator etc, you need to make sure that the e-mail settings are correct. It may be necessary to engage your IT staff to determine the proper settings.

1. Click Application > Mail. You will now edit some of the settings for the application by double-clicking to edit.
   a. Set the SMTP Host and SMTP Port attributes per your environment.
   b. Set the Focal Point Server Mail Name to the name that appears in the From field in e-mails sent from Focal Point.
   c. Set the Focal Point Server Mail Address to the inbox established for handling system-related e-mails.
   d. Set the Default Mail Footer, if desired, to provide for example a support number to call.
   e. Set the desired Mail Format (HTML, Plain Text, or Mixed).
2. Go to Application > Support/Contact and set the Support and Contact Information attributes if desired.
3. Go to Application > Login Page and set the Login or Balancer URL to the appropriate string. It should be the same URL normally used to log in to Focal Point, e.g. http(s)://focalpoint.company.com/fp/servlet/Login.

Update Configuration Data

The Focus on Product Management workspace is configured in a way that it includes references to for example markets and checkpoints that you probably want to update according to your own situation.

Update Markets

1. Go to Modules > Criteria.
2. Open the Markets folder. There are two sub folders, one for geographical markets and one for industry markets.
3. Update the names of the markets to those of your own. You can add and delete markets by clicking the Add Criterion or Delete buttons in the bottom frame.
4. Open the User Requests Criteria folder and then the Market Requirements Specific folder.
5. Update the names of the markets to those of your own.

Update Qualities

Qualities are used in combination with the Prioritize and Visualize features. They are for example used to prioritize the different products.

1. Go to Modules > Criteria.
2. Open the Qualities folder.
3. Update the names of the qualities to those of your own. You can add and delete qualities by clicking the Add Criterion or Delete buttons in the bottom frame.

Update Checkpoints

Checkpoints are used for the Review feature. The product manager reviews new user requests and the development project manager reviews the releases before they are delivered. The checkpoints are what user requests and releases are measured against.

1. Go to Modules > Checkpoints. There are two sub folders; Releases and User Requests.
2. Update the names of the checkpoints to those of your own. You can add and delete checkpoints by clicking the Add Checkpoint or Delete buttons in the bottom frame.

Add and Update Images

1. Go to Modules > Images.
2. Click the Process element and add your own product management process by double clicking on the row below "Process" and then browsing to the file. This image will be displayed on the homepage of all internal users.
3. Click the Telelogic element and replace the name and image with those of your own.

Add Data

In order to import user requests, product requirements or any other type of elements to Focal Point, you first need to have them in a Microsoft® Excel™ file. Required

columns are Id and Title, but you can import information to basically any attribute in the module.

You need to organize your imports in a certain order, so that links between elements can be set. If you for example have a link from your user requests to your product requirements, you need to import the product requirements first. When you then import the user requests you can include a link column in your Excel file with links to the product requirements and these links will then be automatically created during the import.

To Import

1. Click Modules and select the module in which you want to import your elements.
2. Click the Import *<Module Name>* button in the bottom frame.
3. Browse to the Excel file.
4. Click OK in the bottom frame.
5. Make sure that your columns in the Excel file matches the attributes in Focal Point.
6. Click Import in the bottom frame to start importing. Do not use the browser until the import has finished.

Update Report Views

The reports you have defined above are related to views. These views are in turned defined by products, releases etc. Once you have entered your releases and products in the Releases module and the Products module, you also need to update the report views.

Go to Configure > Views > Report Views.

The views that need an updated view definition are:

View Name	View Definition Update
Market Plan Objectives (report)	View rule should include Release
Market Positioning Goals (report)	View rule should include Release
Market Milestones (report)	View rule should include Release
Target Market Release (report)	View rule should include name of a Release
Product Vision (report)	View rule should include the title of a Product
Key Features and Benefits (report)	View rule should include Release
Release Milestones (report)	View rule should include the title of a Release
Target Market Segments (report)	View rule should include Product
Market Positioning (report)	View rule should include Release
Critical Success Factors (report)	View rule should include Release
Promotional Strategy (report)	View rule should include Release
Channel Tactics (report)	View rule should include Release
Partnership Tactics (report)	View rule should include Release
Branding Strategy (report)	View rule should include Release

Add Users

To add users you need to do two things. First add the users to the database and then add them to the workspace.

Add users to the database

1. Outside the workspace, click Users > Manage Users.
2. Click Add User in the bottom frame.
3. Enter Full Name, User Name, and E-Mail address for the user.
4. Click OK in the bottom frame.

Add users to the workspace

1. Open the Focus on Product Management workspace.
2. Click Members > Members.
3. Click the folder you want to add the users to. Each folder represents a role.
4. Click Add Member in the bottom frame.
5. Search for the user you want to add to the workspace (or press Enter to list all users).
6. Select the user you want to add by checking the checkbox for the user.
7. Optional: Search for the next user you want to add and check the checkbox for that user. Continue until you've checked all users you want to add. Recommended number of users to add to a workspace simultaneously is 50-100.
8. Click Next in the bottom frame. Wait until the next page has finished loading. This could take some time depending on how many users you add in one go.
9. Click Finish in the bottom frame. Wait until the users have been added. This could also take some time depending on how many users you add in one go.
10. Verify that the user inherits access to views from the role by marking the user you just added. Edit the attribute Inherit From and select Parent Folder.

Add multiple users

An alternative way of adding users is to add multiple users in the database. For this you must first have all your users in an Excel file. Required columns are Full Name and User Name, but we also recommend E-mail and Access. Click the attachment below to see an example.

1. Outside the workspace, click Users > Manage Users.
2. Click Import Users in the bottom frame.
3. Browse to the Excel file in which you keep your users.
4. Click OK in the bottom frame.
5. Make sure that your columns in the Excel file matches the attributes.
6. Click Import in the bottom frame to start importing. Do not use the browser until the import has finished.

Send User Name and Password to Users

1. Click Members > Members
2. Mark the users to whom you want to send user name and password. Please note that the users must have a valid e-mail address.

3. Click Send Account Information in the bottom frame.
4. Write a message to the users. The user name, password and the login URL will be included automatically.
5. Click OK in the bottom frame to send the information by e-mail.

Appendix

Report Template XML

Market Requirements Document

```xml
<?xml version="1.0" encoding="UTF-8"?>
<!-- <!DOCTYPE dspview SYSTEM "report.dtd"> -->


<fp:reporttemplate >
    <fp:headingstyle name="TOC 1" font="Helvetica" size="10"/>
    <fp:headingstyle name="TOC 2" font="Helvetica" size="10"
        indent="15"/>
    <fp:headingstyle name="TOC 3" font="Helvetica" size="10"
        indent="30"/>
    <fp:headingstyle name="Heading 1" font="Helvetica" size="16"
        format="bold" />
    <fp:headingstyle name="Heading 2" font="Helvetica" size="14"
        format="bold" />
    <fp:headingstyle name="Heading 3" font="Helvetica" size="12"
        format="bold" />
    <fp:headingstyle name="Heading 4" font="Helvetica" size="11"
        format="bold" />
    <fp:headingstyle name="Heading 5" font="Helvetica" size="10"
        format="bold" />
    <fp:headingstyle name="Normal" font="Helvetica" size="10" />
    <fp:headingstyle name="RegularText" font="Helvetica" size="10" />
    <fp:headingstyle name="NormalMini" font="Helvetica" size="6" />
    <fp:headingstyle name="TableHeader" font="Helvetica"
        size="10" format="bold" />
    <fp:headingstyle name="HeadingAttribute" font="Helvetica" size="11"
        indent="30" format="bold" />
    <fp:headingstyle name="fixheight" font="Helvetica" size="13"
        format="bold" />
    <fp:headingstyle name="Title" font="Helvetica" size="18"
        alignment="center" format="bold" />
    <fp:headingstyle name="Security Warning" font="Helvetica" size="11"
        alignment="left"/>
    <fp:headingstyle name="Subtitle" font="Helvetica" size="14"
        alignment="center" format="bold" />f
    <fp:headingstyle name="Heading 1" font="Arial" size="14"
                    format="bold" />
    <fp:headingstyle name="Heading 2" font="Arial" size="13"
                    format="bold" />
```

```
                        <fp:headingstyle name="Heading 3" font="Arial" size="12"
                                    format="bold" />
                        <fp:headingstyle name="Heading 4" font="Arial" size="11"
                                    format="bold" />
                        <fp:headingstyle name="Heading 5" font="Arial" size="10"
                                    format="bold" />
                        <fp:headingstyle name="Normal" font="Arial"
                                    size="10" indent="30" />
                        <fp:headingstyle name="NormalSmall" font="Arial"
                                    size="9" indent="30" />
                        <fp:headingstyle name="ProductName" font="Helvetica"
                                    size="14" indent="30" color="214,93,49" />
                        <fp:headingstyle name="TableHeader" font="Times New Roman"
                                    size="10" format="bold" />
                        <fp:headingstyle name="HeadingAttribute" font="Arial" size="11"
                                    indent="30" format="bold" />
                        <fp:headingstyle name="fixheight" font="Arial" size="13"
                                    format="bold" />
                        <fp:headingstyle name="Blue" font="Arial"
                                    size="13" indent="0" color="0,48,99" />
                        <fp:headingstyle name="State" font="Arial" format="bold"
                                    size="10" indent="0" color="0,48,99" />

            <fp:tableborder>0.1</fp:tableborder>
            <fp:cellborder>0.1</fp:cellborder>
            <fp:margins top="300" right="66" left="66" bottom="100" />


            <fp:header cols="5,45,30,30,10" height="270" page="first">
                <fp:cell colspan="5" border="0"></fp:cell>


                <fp:cell></fp:cell>
                <fp:complexcell colspan="4" headingstyle="NormalSmall" >
                   <fp:stringparam name="Document Name" descr="Document Name"
                     changeable="runtime" id="1001" defaultValue="" />
                </fp:complexcell>


                <fp:cell colspan="5" border="0"></fp:cell>
                <fp:cell colspan="5" border="0" headingstyle="Blue"></fp:cell>


                <fp:cell headingstyle="Blue"></fp:cell>
                <fp:imagecell align="center" filename="focalpoint.jpg"
            scalepercent="100"
                        style="Normal" />
                <fp:complexcell headingstyle="ProductName" colspan="3">
```

```
                    <fp:text></fp:text>

                    <fp:newline />

                    <fp:text></fp:text>

                    <fp:newline />

                    <fp:text></fp:text>

                    <fp:newline />

                    <fp:stringparam name="Product Name" descr="Product Name"
                      changeable="runtime" id="1002" defaultValue="" />

                    <fp:newline />

                    <fp:text></fp:text>

                    <fp:newline />

                    <fp:stringparam name="Document Name" descr="Document Name"
                      changeable="runtime" id="1001" defaultValue="" />

                </fp:complexcell>


                <fp:cell colspan="5" border="0" headingstyle="Blue"></fp:cell>
                <fp:cell colspan="5" border="0"></fp:cell>


                <fp:cell colspan="2" border="8"></fp:cell>
                <fp:cell headingstyle="State" border="7">State</fp:cell>
                <fp:complexcell headingstyle="Normal" border="3">
                    <fp:stringparam name="State" descr="State (Draft / ...)"
                      changeable="runtime" id="1003" defaultValue="" />
                </fp:complexcell>
                <fp:cell border="0"></fp:cell>


                <fp:cell colspan="2" border="8"></fp:cell>
                <fp:cell headingstyle="State" border="7">Last edited</fp:cell>
                <fp:complexcell headingstyle="Normal" border="3">
                    <fp:stringparam name="Last edited" descr="Last edited"
                      changeable="runtime" id="1004" defaultValue="" />
                </fp:complexcell>
                <fp:cell border="0"></fp:cell>


                <fp:cell colspan="5" border="0"></fp:cell>
            </fp:header>


            <fp:header cols="5,130" height="70" page="all">
                <fp:cell></fp:cell>
                <fp:complexcell headingstyle="NormalSmall" >
                    <fp:stringparam name="Document Name" descr="Document Name"
                      changeable="runtime" id="1001" defaultValue="" />
                </fp:complexcell>
                <fp:cell colspan="2" border="0"></fp:cell>
```

```
            <fp:cell colspan="2" border="0"></fp:cell>
        </fp:header>


        <fp:footer cols="50,10,40" height="50" page="first">
            <fp:complexcell headingstyle="NormalSmall" border="0">
                <fp:stringparam name="Security" descr="Security (Confidential /
...)"
                    changeable="runtime" id="1101" defaultValue="" />
            </fp:complexcell>
            <fp:complexcell headingstyle="NormalSmall" border="0">
              <fp:intParam name="pageno" descr="Page Number"
                        changeable="fetch" defaultvalue="" id="1102" />
            </fp:complexcell>
            <fp:complexcell headingstyle="NormalSmall" border="0"
align="right">
                <fp:stringparam name="Company Name" descr="Company Name"
                    changeable="runtime" id="1103" defaultValue="" />
            </fp:complexcell>
        </fp:footer>


        <fp:footer cols="50,10,40" height="50" page="all">
            <fp:complexcell headingstyle="NormalSmall" border="0">
                <fp:stringparam name="Security" descr="Security (Confidential /
...)"
                    changeable="runtime" id="1101" defaultValue="" />
            </fp:complexcell>
            <fp:complexcell headingstyle="NormalSmall" border="0">
              <fp:intParam name="pageno" descr="Page Number"
                        changeable="fetch" defaultvalue="" id="1102" />
            </fp:complexcell>
            <fp:complexcell headingstyle="NormalSmall" border="0"
align="right">
                <fp:stringparam name="Company Name" descr="Company Name"
                    changeable="runtime" id="1103" defaultValue="" />
            </fp:complexcell>
        </fp:footer>


        <fp:tableborder>0.1</fp:tableborder>
        <fp:cellborder>0.1</fp:cellborder>
        <fp:headertableborder>0</fp:headertableborder>
        <fp:headercellborder>0</fp:headercellborder>
        <fp:margins top="66" right="72" left="72" bottom="66" />


        <fp:pagebreak />


        <fp:defaultattrnamestyle>bold, underline</fp:defaultattrnamestyle>
```

```
<fp:attributespacerintreereports>largeFont</fp:attributespacerintreerep
orts>


<fp:chapter heading="Executive Summary">

        <fp:chapter heading="The Market Problem">

                <fp:newline/>

                <fp:table hidetopelement="true" descr="Table for market
problems">

                        <fp:viewParam name="viewId" descr="This view
contains the market problems addressed by this release"

                        changeable="template" id="1015"/>


                        <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                        changeable="runtime" id="1016"/>

                                        <fp:maxnumberofcolumns

                                                Table="15"/>

                                </fp:table>

        </fp:chapter>


<fp:chapter heading="Market Plan Objectives">

                <fp:newline/>

                <fp:table hidetopelement="true" descr="Table for market
plan objectives">

                                <fp:viewParam name="viewId" descr="This
section will contain product release and market plan objectives"

                                changeable="template" id="1517"/>

                                <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                                changeable="runtime" id="1518"/>

                </fp:table>

</fp:chapter>



        <fp:chapter heading="Market Positioning">

                fp:newline/>

                <fp:table hidetopelement="true" descr="Table for market
positioning">

                        <fp:viewParam name="viewId" descr="This view will
describe market positioning goals and how this product will
                advance corporate positioning objectives."

                        changeable="template" id="1519"/>

                        <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                        changeable="runtime" id="1520"/>

                </fp:table>

        </fp:chapter>
```

```
                <fp:chapter heading="Market Milestones">

                        fp:newline/>

                        <fp:table hidetopelement="true" descr="Table for market
milestones">

                                <fp:viewParam name="viewId" descr="This view will
describe market timing issues and when the solution needs to be
                released along with a preliminary target schedule."

                                changeable="template" id="1521"/>

                                <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                                changeable="runtime" id="1522"/>

                        </fp:table>

                </fp:chapter>


        </fp:chapter>


        <fp:chapter heading="Market Analysis">

                <fp:chapter heading="Target Market Segments">

                        <fp:newline/>

                        <fp:table hidetopelement="true" descr="Table for target
market segments">

                                <fp:viewParam name="viewId" descr="This view will
describe target market segments for this product release."

                                changeable="template" id="1523"/>

                                <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                                changeable="runtime" id="1524"/>

                        </fp:table>

                </fp:chapter>


                <fp:chapter heading="Buyer Personas">

                        <fp:newline/>

                        <fp:tree hidetopelement="true" descr="product
definition">

                                <fp:viewParam name="viewId" descr="This view
contains the buyer personas."

                                changeable="template" id="1525"/>

                                <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                                changeable="runtime" id="1526"/>

                        </fp:tree>

                </fp:chapter>


                <fp:chapter heading="Competitive Products">

                        <fp:newline/>

                        <fp:table hidetopelement="true" descr="Table for
competitive products">

                                <fp:viewParam name="viewId" descr="This view will
describe competitive products found in the market segments."
```

```
                                        changeable="template" id="1529"/>
                                <fp:checkboxParam name="includeDimmed"
        descr="Click here to include dimmed folders"
                                        changeable="runtime" id="1530"/>
                        </fp:table>
                </fp:chapter>
        </fp:chapter>


        <fp:chapter heading="Product Vision">


                <fp:chapter heading="Whole Product Definition">
                        <fp:newline/>
                        <fp:tree hidetopelement="true" descr="product
        definition">
                                <fp:viewParam name="viewId" descr="This view
        contains the product definition."
                                        changeable="template" id="1531"/>
                                <fp:checkboxParam name="includeDimmed"
        descr="Click here to include dimmed folders"
                                        changeable="runtime" id="1532"/>
                        </fp:tree>
                </fp:chapter>


                <fp:chapter heading="Key Features and Benefits">
                        <fp:newline/>
                        <fp:table hidetopelement="true" descr="Table for key
        features">
                                <fp:viewParam name="viewId" descr="This view will
        contain the key features and benefits of this product release."
                                        changeable="template" id="1533"/>
                                <fp:checkboxParam name="includeDimmed"
        descr="Click here to include dimmed folders"
                                        changeable="runtime" id="1534"/>
                        </fp:table>
                </fp:chapter>


                <fp:chapter heading="Target Release Schedule">
                        <fp:newline/>
                        <fp:tree hidetopelement="true" descr="target release
        schedule">
                                <fp:viewParam name="viewId" descr="This view
        contains milestones with their target release schedule."
                                        changeable="template" id="1535"/>
                                <fp:checkboxParam name="includeDimmed"
        descr="Click here to include dimmed folders"
                                        changeable="runtime" id="1536"/>
                        </fp:tree>
                </fp:chapter>
```

```
        </fp:chapter>


    </fp:reporttemplate>
```

Marketing Plan

```xml
<?xml version="1.0" encoding="UTF-8"?>
<!-- <!DOCTYPE dspview SYSTEM "report.dtd"> -->


<fp:reporttemplate >
    <fp:headingstyle name="TOC 1" font="Helvetica" size="10"/>
    <fp:headingstyle name="TOC 2" font="Helvetica" size="10"
        indent="15"/>
    <fp:headingstyle name="TOC 3" font="Helvetica" size="10"
        indent="30"/>
    <fp:headingstyle name="Heading 1" font="Helvetica" size="16"
        format="bold" />
    <fp:headingstyle name="Heading 2" font="Helvetica" size="14"
        format="bold" />
    <fp:headingstyle name="Heading 3" font="Helvetica" size="12"
        format="bold" />
    <fp:headingstyle name="Heading 4" font="Helvetica" size="11"
        format="bold" />
    <fp:headingstyle name="Heading 5" font="Helvetica" size="10"
        format="bold" />
    <fp:headingstyle name="Normal" font="Helvetica" size="10" />
    <fp:headingstyle name="RegularText" font="Helvetica" size="10" />
    <fp:headingstyle name="NormalMini" font="Helvetica" size="6" />
    <fp:headingstyle name="TableHeader" font="Helvetica"
        size="10" format="bold" />
    <fp:headingstyle name="HeadingAttribute" font="Helvetica" size="11"
        indent="30" format="bold" />
    <fp:headingstyle name="fixheight" font="Helvetica" size="13"
        format="bold" />
    <fp:headingstyle name="Title" font="Helvetica" size="18"
        alignment="center" format="bold" />
    <fp:headingstyle name="Security Warning" font="Helvetica" size="11"
        alignment="left"/>
    <fp:headingstyle name="Subtitle" font="Helvetica" size="14"
        alignment="center" format="bold" />
    <fp:headingstyle name="Heading 1" font="Arial" size="14"
                    format="bold" />
    <fp:headingstyle name="Heading 2" font="Arial" size="13"
                    format="bold" />
```

```
                    <fp:headingstyle name="Heading 3" font="Arial" size="12"
                              format="bold" />
                    <fp:headingstyle name="Heading 4" font="Arial" size="11"
                              format="bold" />
                    <fp:headingstyle name="Heading 5" font="Arial" size="10"
                              format="bold" />
                    <fp:headingstyle name="Normal" font="Arial"
                              size="10" indent="30" />
                    <fp:headingstyle name="NormalSmall" font="Arial"
                              size="9" indent="30" />
                    <fp:headingstyle name="ProductName" font="Helvetica"
                              size="14" indent="30" color="214,93,49" />
                    <fp:headingstyle name="TableHeader" font="Times New Roman"
                              size="10" format="bold" />
                    <fp:headingstyle name="HeadingAttribute" font="Arial" size="11"
                              indent="30" format="bold" />
                    <fp:headingstyle name="fixheight" font="Arial" size="13"
                              format="bold" />
                    <fp:headingstyle name="Blue" font="Arial"
                              size="13" indent="0" color="0,48,99" />
                    <fp:headingstyle name="State" font="Arial" format="bold"
                              size="10" indent="0" color="0,48,99" />


            <fp:tableborder>0.1</fp:tableborder>
            <fp:cellborder>0.1</fp:cellborder>
            <fp:margins top="300" right="66" left="66" bottom="100" />


            <fp:header cols="5,45,30,30,10" height="270" page="first">
                <fp:cell colspan="5" border="0"></fp:cell>


                <fp:cell></fp:cell>
                <fp:complexcell colspan="4" headingstyle="NormalSmall" >
                   <fp:stringparam name="Document Name" descr="Document Name"
                     changeable="runtime" id="1001" defaultValue="" />
                </fp:complexcell>


                <fp:cell colspan="5" border="0"></fp:cell>
                <fp:cell colspan="5" border="0" headingstyle="Blue"></fp:cell>


                <fp:cell headingstyle="Blue"></fp:cell>
                <fp:imagecell align="center" filename="focalpoint.jpg"
            scalepercent="100"
                         style="Normal" />
                <fp:complexcell headingstyle="ProductName" colspan="3">
```

```
                    <fp:text></fp:text>

                    <fp:newline />

                    <fp:text></fp:text>

                    <fp:newline />

                    <fp:text></fp:text>

                    <fp:newline />

                    <fp:stringparam name="Product Name" descr="Product Name"
                       changeable="runtime" id="1002" defaultValue="" />

                    <fp:newline />

                    <fp:text></fp:text>

                    <fp:newline />

                    <fp:stringparam name="Document Name" descr="Document Name"
                       changeable="runtime" id="1001" defaultValue="" />

                </fp:complexcell>


                <fp:cell colspan="5" border="0" headingstyle="Blue"></fp:cell>
                <fp:cell colspan="5" border="0"></fp:cell>


                <fp:cell colspan="2" border="8"></fp:cell>
                <fp:cell headingstyle="State" border="7">State</fp:cell>
                <fp:complexcell headingstyle="Normal" border="3">
                    <fp:stringparam name="State" descr="State (Draft / ...)"
                       changeable="runtime" id="1003" defaultValue="" />
                </fp:complexcell>
                <fp:cell border="0"></fp:cell>


                <fp:cell colspan="2" border="8"></fp:cell>
                <fp:cell headingstyle="State" border="7">Last edited</fp:cell>
                <fp:complexcell headingstyle="Normal" border="3">
                    <fp:stringparam name="Last edited" descr="Last edited"
                       changeable="runtime" id="1004" defaultValue="" />
                </fp:complexcell>
                <fp:cell border="0"></fp:cell>


                <fp:cell colspan="5" border="0"></fp:cell>
            </fp:header>


            <fp:header cols="5,130" height="70" page="all">
                <fp:cell></fp:cell>
                <fp:complexcell headingstyle="NormalSmall" >
                    <fp:stringparam name="Document Name" descr="Document Name"
                       changeable="runtime" id="1001" defaultValue="" />
                </fp:complexcell>
                <fp:cell colspan="2" border="0"></fp:cell>
```

```
                    <fp:cell colspan="2" border="0"></fp:cell>
            </fp:header>


            <fp:footer cols="50,10,40" height="50" page="first">
                <fp:complexcell headingstyle="NormalSmall" border="0">
                    <fp:stringparam name="Security" descr="Security (Confidential /
...)"
                        changeable="runtime" id="1101" defaultValue="" />
                </fp:complexcell>
                <fp:complexcell headingstyle="NormalSmall" border="0">
                  <fp:intParam name="pageno" descr="Page Number"
                            changeable="fetch" defaultvalue="" id="1102" />
                </fp:complexcell>
                <fp:complexcell headingstyle="NormalSmall" border="0"
align="right">
                    <fp:stringparam name="Company Name" descr="Company Name"
                        changeable="runtime" id="1103" defaultValue="" />
                </fp:complexcell>
            </fp:footer>


            <fp:footer cols="50,10,40" height="50" page="all">
                <fp:complexcell headingstyle="NormalSmall" border="0">
                    <fp:stringparam name="Security" descr="Security (Confidential /
...)"
                        changeable="runtime" id="1101" defaultValue="" />
                </fp:complexcell>
                <fp:complexcell headingstyle="NormalSmall" border="0">
                  <fp:intParam name="pageno" descr="Page Number"
                            changeable="fetch" defaultvalue="" id="1102" />
                </fp:complexcell>
                <fp:complexcell headingstyle="NormalSmall" border="0"
align="right">
                    <fp:stringparam name="Company Name" descr="Company Name"
                        changeable="runtime" id="1103" defaultValue="" />
                </fp:complexcell>
            </fp:footer>


            <fp:tableborder>0.1</fp:tableborder>
            <fp:cellborder>0.1</fp:cellborder>
            <fp:headertableborder>0</fp:headertableborder>
            <fp:headercellborder>0</fp:headercellborder>
            <fp:margins top="66" right="72" left="72" bottom="66" />


            <fp:pagebreak />


            <fp:defaultattrnamestyle>bold, underline</fp:defaultattrnamestyle>
```

```
<fp:attributespacerintreereports>largeFont</fp:attributespacerintreerep
orts>


<fp:chapter heading="Executive Summary">

        <fp:chapter heading="Market Problem">

                <fp:newline/>

                <fp:table hidetopelement="true" descr="Table for market
problems">

                        <fp:viewParam name="viewId" descr="This view
contains the market problems addressed by this release"

                        changeable="template" id="1015"/>


                        <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                        changeable="runtime" id="1016"/>

                                        <fp:maxnumberofcolumns

                                                Table="15"/>

                                </fp:table>

        </fp:chapter>



        <fp:chapter heading="Market Milestones">

                fp:newline/>

                <fp:table hidetopelement="true" descr="Table for market
milestones">

                        <fp:viewParam name="viewId" descr="This view will
describe market timing issues and when the solution needs to be
                released along with a preliminary target schedule."

                        changeable="template" id="1521"/>

                        <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                        changeable="runtime" id="1522"/>

                </fp:table>

        </fp:chapter>

                 <fp:chapter heading="Critical Success Factors">

                                <fp:table hidetopelement="true"
descr="Table for market milestones">

                        <fp:viewParam name="viewId" descr="This view will
describe market timing issues and when the solution needs to be
                released along with a preliminary target schedule."

                        changeable="template" id="1561"/>

                        <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                        changeable="runtime" id="1562"/>

                </fp:table>


                 </fp:chapter>


</fp:chapter>
```

```
<fp:chapter heading="Market Analysis">

       <fp:chapter heading="Target Market Segments">

              <fp:newline/>

              <fp:table hidetopelement="true" descr="Table for target
market segments">

                     <fp:viewParam name="viewId" descr="This view will
describe target market segments for this product release."

                     changeable="template" id="1523"/>

                     <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                     changeable="runtime" id="1524"/>

              </fp:table>

       </fp:chapter>


       <fp:chapter heading="Buyer Personas">

              <fp:newline/>

              <fp:tree hidetopelement="true" descr="product
definition">

                     <fp:viewParam name="viewId" descr="This view
contains the buyer personas."

                     changeable="template" id="1525"/>

                     <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                     changeable="runtime" id="1526"/>

              </fp:tree>

       </fp:chapter>


       <fp:chapter heading="Competitive Products">

              <fp:newline/>

              <fp:tree hidetopelement="true" descr="product
definition">

                     <fp:viewParam name="viewId" descr="This view
contains the competitive products."

                     changeable="template" id="1529"/>

                     <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                     changeable="runtime" id="1530"/>

              </fp:tree>

       </fp:chapter>


       <fp:chapter heading="Competitive Positioning">

                     <fp:chart descr="A chart" id="430">

        <fp:viewParam

             name="viewId"

             descr="The view that contains the elements"

             changeable="template"

             id="1"
```

```
                            />
                            <fp:chartType
                                name="chartType"
                                descr="Type of chart"
                                changeable="template"
                                id="2"
                                defaultvalue="radar"
                            />
                            <fp:chartSize
                                name="chartSize"
                                descr="Size of chart"
                                changeable="template"
                                id="3"
                                defaultvalue="small"
                            />
                            <fp:chartSorting
                                name="chartSorting"
                                descr="Sorting"
                                changeable="template"
                                id="4"
                                charttypeid="2"
                                defaultvalue="bestattop"
                            />
                            <fp:checkboxParam
                                name="allMembers"
                                descr="Use all members' prioritizations"
                                changeable="template"
                                defaultvalue="false"
                                id="5"
                            />
                            <fp:checkboxParam
                                name="disagree"
                                descr="Show disagreement in stacked bar"
                                changeable="runtime"
                                defaultvalue="false"
                                id="6"
                            />
                            <fp:checkboxParam
                                name="prefix"
                                descr="Show element prefix"
                                changeable="template"
                                defaultvalue="runtime"
                                id="7"
                            />
```

```xml
<fp:checkboxParam
    name="title"
    descr="Show element titles"
    changeable="template"
    defaultvalue="true"
    id="8"
/>
<fp:pwcDomain
    name="Usability"
    descr="1 axis"
    changeable="template"
    id="9"
    charttypeid="2"
    masterid="1"
    allmembersid="5"
/>
<fp:pwcDomain
    name="Performance"
    descr="2 axis"
    changeable="template"
    id="10"
    charttypeid="2"
    masterid="1"
    allmembersid="5"
/>
<fp:pwcDomain
    name="Scalability"
    descr="3 axis"
    changeable="template"
    id="11"
    charttypeid="2"
    masterid="1"
    allmembersid="5"
/>
<fp:pwcDomain
    name="Phone"
    descr="4 axis"
    changeable="template"
    id="11"
    charttypeid="2"
    masterid="1"
    allmembersid="5"
/>
<fp:pwcDomain
```

```
                    name="Camera"
                    descr="5 axis"
                    changeable="template"
                    id="11"
                    charttypeid="2"
                    masterid="1"
                    allmembersid="5"
                 />
                <fp:pwcDomain
                    name="Accessories"
                    descr="6 axis"
                    changeable="template"
                    id="11"
                    charttypeid="2"
                    masterid="1"
                    allmembersid="5"
                 />
                <fp:pwcDomain
                    name="Style"
                    descr="7 axis"
                    changeable="template"
                    id="11"
                    charttypeid="2"
                    masterid="1"
                    allmembersid="5"
                 />
                <fp:pwcDomain
                    name="Price"
                    descr="8 axis"
                    changeable="template"
                    id="11"
                    charttypeid="2"
                    masterid="1"
                    allmembersid="5"
                 />
            </fp:chart>


                    </fp:chapter>
        </fp:chapter>


        <fp:chapter heading="Product Vision">


            <fp:chapter heading="Whole Product Definition">
```

```
                        <fp:newline/>

                        <fp:tree hidetopelement="true" descr="product
definition">

                                <fp:viewParam name="viewId" descr="This view
contains the product definition."

                                changeable="template" id="1531"/>

                                <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                                changeable="runtime" id="1532"/>

                        </fp:tree>

                </fp:chapter>


                <fp:chapter heading="Key Features and Benefits">

                        <fp:newline/>

                        <fp:table hidetopelement="true" descr="Table for key
features">

                                <fp:viewParam name="viewId" descr="This view will
contain the key features and benefits of this product release."

                                changeable="template" id="1533"/>

                                <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                                changeable="runtime" id="1534"/>

                        </fp:table>

                </fp:chapter>

        </fp:chapter>


        <fp:chapter heading="Market Positioning">


                <fp:chapter heading="Market Positioning Goals">

                        <fp:newline/>

                        <fp:table hidetopelement="true" descr="positioning
goals">

                                <fp:viewParam name="viewId" descr="This view
contains the market positioning goals."

                                changeable="template" id="1535"/>

                                <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                                changeable="runtime" id="1536"/>

                        </fp:table>

                </fp:chapter>

                 <fp:chapter heading="Market Positioning">

                        <fp:newline/>

                        <fp:table hidetopelement="true" descr="market
positioning">

                                <fp:viewParam name="viewId" descr="This view
contains the market positioning."

                                changeable="template" id="1565"/>

                                <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"
```

```
                                      changeable="runtime" id="1566"/>
                        </fp:table>
               </fp:chapter>
                       <fp:chapter heading="Promotional Strategy">
                  <fp:newline/>
                  <fp:table hidetopelement="true" descr="promo strategy">
                          <fp:viewParam name="viewId" descr="This view
contains the promotional strategy."
                          changeable="template" id="1567"/>
                          <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"
                          changeable="runtime" id="1568"/>
                  </fp:table>
               </fp:chapter>
                        <fp:chapter heading="Channel Tactics">
                  <fp:newline/>
                  <fp:table hidetopelement="true" descr="channel tactis">
                          <fp:viewParam name="viewId" descr="This view
contains the channel tactics."
                          changeable="template" id="1569"/>
                          <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"
                          changeable="runtime" id="1570"/>
                  </fp:table>
               </fp:chapter>


          <fp:chapter heading="Partner Tactics">
                  <fp:newline/>
                  <fp:table hidetopelement="true" descr="partner tactics">
                          <fp:viewParam name="viewId" descr="This view
contains information about partner tactics."
                          changeable="template" id="1571"/>
                          <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"
                          changeable="runtime" id="1572"/>
                  </fp:table>
               </fp:chapter>


          <fp:chapter heading="Branding Strategy">
                  <fp:newline/>
                  <fp:table hidetopelement="true" descr="branding
strategy">
                          <fp:viewParam name="viewId" descr="This view
contains the branding strategy information."
                          changeable="template" id="1573"/>
                          <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"
                          changeable="runtime" id="1574"/>
```

```
                                </fp:table>

                        </fp:chapter>

                </fp:chapter>


                </fp:reporttemplate>
```

Development

```xml
<?xml version="1.0" encoding="UTF-8"?>
<!-- <!DOCTYPE dspview SYSTEM "report.dtd"> -->


<fp:reporttemplate >
    <fp:headingstyle name="TOC 1" font="Helvetica" size="10"/>
    <fp:headingstyle name="TOC 2" font="Helvetica" size="10"
        indent="15"/>
    <fp:headingstyle name="TOC 3" font="Helvetica" size="10"
        indent="30"/>
    <fp:headingstyle name="Heading 1" font="Helvetica" size="16"
        format="bold" />
    <fp:headingstyle name="Heading 2" font="Helvetica" size="14"
        format="bold" />
    <fp:headingstyle name="Heading 3" font="Helvetica" size="12"
        format="bold" />
    <fp:headingstyle name="Heading 4" font="Helvetica" size="11"
        format="bold" />
    <fp:headingstyle name="Heading 5" font="Helvetica" size="10"
        format="bold" />
    <fp:headingstyle name="Normal" font="Helvetica" size="10" />
    <fp:headingstyle name="RegularText" font="Helvetica" size="10" />
    <fp:headingstyle name="NormalMini" font="Helvetica" size="6" />
    <fp:headingstyle name="TableHeader" font="Helvetica"
        size="10" format="bold" />
    <fp:headingstyle name="HeadingAttribute" font="Helvetica" size="11"
        indent="30" format="bold" />
    <fp:headingstyle name="fixheight" font="Helvetica" size="13"
        format="bold" />
    <fp:headingstyle name="Title" font="Helvetica" size="18"
        alignment="center" format="bold" />
    <fp:headingstyle name="Security Warning" font="Helvetica" size="11"
        alignment="left"/>
    <fp:headingstyle name="Subtitle" font="Helvetica" size="14"
        alignment="center" format="bold" />
    <fp:headingstyle name="Heading 1" font="Arial" size="14"
                      format="bold" />
```

```
                    <fp:headingstyle name="Heading 2" font="Arial" size="13"
                                format="bold" />
                    <fp:headingstyle name="Heading 3" font="Arial" size="12"
                                format="bold" />
                    <fp:headingstyle name="Heading 4" font="Arial" size="11"
                                format="bold" />
                    <fp:headingstyle name="Heading 5" font="Arial" size="10"
                                format="bold" />
                    <fp:headingstyle name="Normal" font="Arial"
                                size="10" indent="30" />
                    <fp:headingstyle name="NormalSmall" font="Arial"
                                size="9" indent="30" />
                    <fp:headingstyle name="ProductName" font="Helvetica"
                                size="14" indent="30" color="214,93,49" />
                    <fp:headingstyle name="TableHeader" font="Times New Roman"
                                size="10" format="bold" />
                    <fp:headingstyle name="HeadingAttribute" font="Arial" size="11"
                                indent="30" format="bold" />
                    <fp:headingstyle name="fixheight" font="Arial" size="13"
                                format="bold" />
                    <fp:headingstyle name="Blue" font="Arial"
                                size="13" indent="0" color="0,48,99" />
                    <fp:headingstyle name="State" font="Arial" format="bold"
                                size="10" indent="0" color="0,48,99" />

            <fp:tableborder>0.1</fp:tableborder>
            <fp:cellborder>0.1</fp:cellborder>
            <fp:margins top="300" right="66" left="66" bottom="100" />


            <fp:header cols="5,45,30,30,10" height="270" page="first">
                <fp:cell colspan="5" border="0"></fp:cell>


                <fp:cell></fp:cell>
                <fp:complexcell colspan="4" headingstyle="NormalSmall" >
                   <fp:stringparam name="Document Name" descr="Document Name"
                     changeable="runtime" id="1001" defaultValue="" />
                </fp:complexcell>


                <fp:cell colspan="5" border="0"></fp:cell>
                <fp:cell colspan="5" border="0" headingstyle="Blue"></fp:cell>


                <fp:cell headingstyle="Blue"></fp:cell>
                <fp:imagecell align="center" filename="focalpoint.jpg"
            scalepercent="100"
```

```
                            style="Normal" />
              <fp:complexcell headingstyle="ProductName" colspan="3">
                 <fp:text></fp:text>
                 <fp:newline />
                 <fp:text></fp:text>
                 <fp:newline />
                 <fp:text></fp:text>
                 <fp:newline />
                 <fp:stringparam name="Product Name" descr="Product Name"
                    changeable="runtime" id="1002" defaultValue="" />
                 <fp:newline />
                 <fp:text></fp:text>
                 <fp:newline />
                 <fp:stringparam name="Document Name" descr="Document Name"
                    changeable="runtime" id="1001" defaultValue="" />
              </fp:complexcell>

              <fp:cell colspan="5" border="0" headingstyle="Blue"></fp:cell>
              <fp:cell colspan="5" border="0"></fp:cell>

              <fp:cell colspan="2" border="8"></fp:cell>
              <fp:cell headingstyle="State" border="7">State</fp:cell>
              <fp:complexcell headingstyle="Normal" border="3">
                 <fp:stringparam name="State" descr="State (Draft / ...)"
                    changeable="runtime" id="1003" defaultValue="" />
              </fp:complexcell>
              <fp:cell border="0"></fp:cell>

              <fp:cell colspan="2" border="8"></fp:cell>
              <fp:cell headingstyle="State" border="7">Last edited</fp:cell>
              <fp:complexcell headingstyle="Normal" border="3">
                 <fp:stringparam name="Last edited" descr="Last edited"
                    changeable="runtime" id="1004" defaultValue="" />
              </fp:complexcell>
              <fp:cell border="0"></fp:cell>

              <fp:cell colspan="5" border="0"></fp:cell>
           </fp:header>

        <fp:header cols="5,130" height="70" page="all">
              <fp:cell></fp:cell>
              <fp:complexcell headingstyle="NormalSmall" >
                 <fp:stringparam name="Document Name" descr="Document Name"
                    changeable="runtime" id="1001" defaultValue="" />
```

```
            </fp:complexcell>
            <fp:cell colspan="2" border="0"></fp:cell>
            <fp:cell colspan="2" border="0"></fp:cell>
        </fp:header>


        <fp:footer cols="50,10,40" height="50" page="first">
            <fp:complexcell headingstyle="NormalSmall" border="0">
                <fp:stringparam name="Security" descr="Security (Confidential /
...)"
                    changeable="runtime" id="1101" defaultValue="" />
            </fp:complexcell>
            <fp:complexcell headingstyle="NormalSmall" border="0">
              <fp:intParam name="pageno" descr="Page Number"
                        changeable="fetch" defaultvalue="" id="1102" />
            </fp:complexcell>
            <fp:complexcell headingstyle="NormalSmall" border="0"
align="right">
                <fp:stringparam name="Company Name" descr="Company Name"
                    changeable="runtime" id="1103" defaultValue="" />
            </fp:complexcell>
        </fp:footer>


        <fp:footer cols="50,10,40" height="50" page="all">
            <fp:complexcell headingstyle="NormalSmall" border="0">
                <fp:stringparam name="Security" descr="Security (Confidential /
...)"
                    changeable="runtime" id="1101" defaultValue="" />
            </fp:complexcell>
            <fp:complexcell headingstyle="NormalSmall" border="0">
              <fp:intParam name="pageno" descr="Page Number"
                        changeable="fetch" defaultvalue="" id="1102" />
            </fp:complexcell>
            <fp:complexcell headingstyle="NormalSmall" border="0"
align="right">
                <fp:stringparam name="Company Name" descr="Company Name"
                    changeable="runtime" id="1103" defaultValue="" />
            </fp:complexcell>
        </fp:footer>


        <fp:tableborder>0.1</fp:tableborder>
        <fp:cellborder>0.1</fp:cellborder>
        <fp:headertableborder>0</fp:headertableborder>
        <fp:headercellborder>0</fp:headercellborder>
        <fp:margins top="66" right="72" left="72" bottom="66" />


        <fp:pagebreak />
```

```
<fp:defaultattrnamestyle>bold, underline</fp:defaultattrnamestyle>

<fp:attributespacerintreereports>largeFont</fp:attributespacerintreerep
orts>


<fp:chapter heading="Task Summary">

        <fp:chapter heading="Statistics of Requirements for
implementation">

                <fp:newline/>

                <fp:attrstat1d hidetopelement="true" descr="Statistics
break down of status and estimates">

                        <fp:viewParam name="viewId" descr="This view
will provide an overview of the tasks to implement."
changeable="template" id="1521"/>

                                <fp:attrParam name="attrId"
descr="Select what attribute shall be used as status attribute."

                                        changeable="template" id="1522"
type="choice" masterid="1521"/>

                                <fp:attrParam name="sumAttrId"
descr="Select the sum attribute used for estimation."

                                        changeable="template" id="1523"
type="numbertext" masterid="1521"/>


                </fp:attrstat1d>

        </fp:chapter>

  <fp:chapter heading="Detailed Product requirements">

                <fp:newline/>

                <fp:tree hidetopelement="true" descr="Listing of the
detailed Product Requirements">

                        <fp:viewParam name="viewId" descr="Select
the view containing the product requirements."

                                changeable="template" id="1517"/>

                                <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                                changeable="runtime" id="1518"/>

                                <fp:checkboxParam name="flat"
descr="Click here to draw a flat tree"

                                changeable="runtime" id="1519"/>

                </fp:tree>

</fp:chapter>




</fp:chapter>


</fp:reporttemplate>
```

Management

```
<?xml version="1.0" encoding="UTF-8"?>
<!-- <!DOCTYPE dspview SYSTEM "report.dtd"> -->


<fp:reporttemplate >
<fp:maxnumberofcolumns Table="8" AttributeStatistics2D="13"    />
    <fp:headingstyle name="TOC 1" font="Helvetica" size="10"/>
    <fp:headingstyle name="TOC 2" font="Helvetica" size="10"
        indent="15"/>
    <fp:headingstyle name="TOC 3" font="Helvetica" size="10"
        indent="30"/>
    <fp:headingstyle name="Heading 1" font="Helvetica" size="16"
        format="bold" />
    <fp:headingstyle name="Heading 2" font="Helvetica" size="14"
        format="bold" />
    <fp:headingstyle name="Heading 3" font="Helvetica" size="12"
        format="bold" />
    <fp:headingstyle name="Heading 4" font="Helvetica" size="11"
        format="bold" />
    <fp:headingstyle name="Heading 5" font="Helvetica" size="10"
        format="bold" />
    <fp:headingstyle name="Normal" font="Helvetica" size="10" />
    <fp:headingstyle name="RegularText" font="Helvetica" size="10" />
    <fp:headingstyle name="NormalMini" font="Helvetica" size="6" />
    <fp:headingstyle name="TableHeader" font="Helvetica"
        size="10" format="bold" />
    <fp:headingstyle name="HeadingAttribute" font="Helvetica" size="11"
        indent="30" format="bold" />
    <fp:headingstyle name="fixheight" font="Helvetica" size="13"
        format="bold" />
    <fp:headingstyle name="Title" font="Helvetica" size="18"
        alignment="center" format="bold" />
    <fp:headingstyle name="Security Warning" font="Helvetica" size="11"
        alignment="left"/>
    <fp:headingstyle name="Subtitle" font="Helvetica" size="14"
        alignment="center" format="bold" />
    <fp:headingstyle name="Heading 1" font="Arial" size="14"
                    format="bold" />
    <fp:headingstyle name="Heading 2" font="Arial" size="13"
                    format="bold" />
    <fp:headingstyle name="Heading 3" font="Arial" size="12"
                    format="bold" />
    <fp:headingstyle name="Heading 4" font="Arial" size="11"
                    format="bold" />
    <fp:headingstyle name="Heading 5" font="Arial" size="10"
```

```
                                    format="bold" />
                <fp:headingstyle name="Normal" font="Arial"
                                size="10" indent="30" />
                <fp:headingstyle name="NormalSmall" font="Arial"
                                size="9" indent="30" />
                <fp:headingstyle name="ProductName" font="Helvetica"
                                size="14" indent="30" color="214,93,49" />
                <fp:headingstyle name="TableHeader" font="Times New Roman"
                                size="10" format="bold" />
                <fp:headingstyle name="HeadingAttribute" font="Arial" size="11"
                                indent="30" format="bold" />
                <fp:headingstyle name="fixheight" font="Arial" size="13"
                                format="bold" />
                <fp:headingstyle name="Blue" font="Arial"
                                size="13" indent="0" color="0,48,99" />
                <fp:headingstyle name="State" font="Arial" format="bold"
                                size="10" indent="0" color="0,48,99" />


        <fp:tableborder>0.1</fp:tableborder>
        <fp:cellborder>0.1</fp:cellborder>
        <fp:margins top="300" right="66" left="66" bottom="100" />


        <fp:header cols="5,45,30,30,10" height="270" page="first">
            <fp:cell colspan="5" border="0"></fp:cell>


            <fp:cell></fp:cell>
            <fp:complexcell colspan="4" headingstyle="NormalSmall" >
                <fp:stringparam name="Document Name" descr="Document Name"
                  changeable="runtime" id="1001" defaultValue="" />
            </fp:complexcell>


            <fp:cell colspan="5" border="0"></fp:cell>
            <fp:cell colspan="5" border="0" headingstyle="Blue"></fp:cell>


            <fp:cell headingstyle="Blue"></fp:cell>
            <fp:imagecell align="center" filename="focalpoint.jpg"
scalepercent="100"
                    style="Normal" />
            <fp:complexcell headingstyle="ProductName" colspan="3">
                <fp:text></fp:text>
                <fp:newline />
                <fp:text></fp:text>
                <fp:newline />
                <fp:text></fp:text>
```

```
                        <fp:newline />
                        <fp:stringparam name="Product Name" descr="Product Name"
                          changeable="runtime" id="1002" defaultValue="" />
                        <fp:newline />
                        <fp:text></fp:text>
                        <fp:newline />
                        <fp:stringparam name="Document Name" descr="Document Name"
                          changeable="runtime" id="1001" defaultValue="" />
                    </fp:complexcell>

                    <fp:cell colspan="5" border="0" headingstyle="Blue"></fp:cell>
                    <fp:cell colspan="5" border="0"></fp:cell>

                    <fp:cell colspan="2" border="8"></fp:cell>
                    <fp:cell headingstyle="State" border="7">State</fp:cell>
                    <fp:complexcell headingstyle="Normal" border="3">
                        <fp:stringparam name="State" descr="State (Draft / ...)"
                          changeable="runtime" id="1003" defaultValue="" />
                    </fp:complexcell>
                    <fp:cell border="0"></fp:cell>

                    <fp:cell colspan="2" border="8"></fp:cell>
                    <fp:cell headingstyle="State" border="7">Last edited</fp:cell>
                    <fp:complexcell headingstyle="Normal" border="3">
                        <fp:stringparam name="Last edited" descr="Last edited"
                          changeable="runtime" id="1004" defaultValue="" />
                    </fp:complexcell>
                    <fp:cell border="0"></fp:cell>

                    <fp:cell colspan="5" border="0"></fp:cell>
                </fp:header>

                <fp:header cols="5,130" height="70" page="all">
                    <fp:cell></fp:cell>
                    <fp:complexcell headingstyle="NormalSmall" >
                        <fp:stringparam name="Document Name" descr="Document Name"
                          changeable="runtime" id="1001" defaultValue="" />
                    </fp:complexcell>
                    <fp:cell colspan="2" border="0"></fp:cell>
                    <fp:cell colspan="2" border="0"></fp:cell>
                </fp:header>

                <fp:footer cols="50,10,40" height="50" page="first">
                    <fp:complexcell headingstyle="NormalSmall" border="0">
```

```
                <fp:stringparam name="Security" descr="Security (Confidential /
...)"
                    changeable="runtime" id="1101" defaultValue="" />
        </fp:complexcell>

        <fp:complexcell headingstyle="NormalSmall" border="0">
            <fp:intParam name="pageno" descr="Page Number"
                    changeable="fetch" defaultvalue="" id="1102" />
        </fp:complexcell>

        <fp:complexcell headingstyle="NormalSmall" border="0"
align="right">
            <fp:stringparam name="Company Name" descr="Company Name"
                changeable="runtime" id="1103" defaultValue="" />
        </fp:complexcell>
    </fp:footer>


    <fp:footer cols="50,10,40" height="50" page="all">
        <fp:complexcell headingstyle="NormalSmall" border="0">
            <fp:stringparam name="Security" descr="Security (Confidential /
...)"
                    changeable="runtime" id="1101" defaultValue="" />
        </fp:complexcell>

        <fp:complexcell headingstyle="NormalSmall" border="0">
            <fp:intParam name="pageno" descr="Page Number"
                    changeable="fetch" defaultvalue="" id="1102" />
        </fp:complexcell>

        <fp:complexcell headingstyle="NormalSmall" border="0"
align="right">
            <fp:stringparam name="Company Name" descr="Company Name"
                changeable="runtime" id="1103" defaultValue="" />
        </fp:complexcell>
    </fp:footer>


    <fp:tableborder>0.1</fp:tableborder>

    <fp:cellborder>0.1</fp:cellborder>

    <fp:headertableborder>0</fp:headertableborder>

    <fp:headercellborder>0</fp:headercellborder>

    <fp:margins top="66" right="72" left="72" bottom="66" />


    <fp:pagebreak />


    <fp:defaultattrnamestyle>bold, underline</fp:defaultattrnamestyle>

    <fp:attributespacerintreereports>largeFont</fp:attributespacerintreerep
orts>


    <fp:chapter heading="Product status overview">
```

```
<fp:chapter heading="Product performance">


<fp:attrstat2d
        descr="Attribute Statistics for two attributes"
        firstcolumnwidth="200"
        lastcolumnwidth="50" >
        <fp:viewParam
            changeable="template"
            id="1701"
            name="viewId"
            descr="Crosstab overview of our own products"
        />
        <fp:attrParam
            changeable="template"
            id="1702"
            name="xAttrId"
            masterid="1701"
            descr="The attribute on the X axis"
        />
        <fp:attrParam
            changeable="template"
            id="1703"
            name="yAttrId"
            masterid="1701"
            descr="The attribute on the Y axis"
        />
        <fp:attrParam
            changeable="template"
            id="1704"
            name="sumAttrId"
            masterid="1701"
            descr="The value Attribute"
        />
    </fp:attrstat2d>



</fp:chapter>



    <fp:chapter heading="Cost per Product">
            <fp:newline/>
<fp:attrstat2d
        descr="Attribute Statistics for two attributes"
```

```
                        firstcolumnwidth="200"

                        lastcolumnwidth="50" >

                    <fp:viewParam

                        changeable="template"

                        id="1801"

                        name="viewId"

                        descr="Crosstab overview of Cost per Product"

                    />

                    <fp:attrParam

                        changeable="template"

                        id="1802"

                        name="xAttrId"

                        masterid="1801"

                        descr="The attribute on the X axis"

                    />

                    <fp:attrParam

                        changeable="template"

                        id="1803"

                        name="yAttrId"

                        masterid="1801"

                        descr="The attribute on the Y axis"

                    />

                    <fp:attrParam

                        changeable="template"

                        id="1804"

                        name="sumAttrId"

                        masterid="1801"

                        descr="The sum Attribute"

                    />

                    <fp:checkboxParam

                        changeable="runtime"

                        id="1810"

                        name="showElementLists"

                        descr="Click here to list the titles of the elements"

                        defaultvalue="true"

                    />

                </fp:attrstat2d>




                    </fp:chapter>

                </fp:chapter>


            <fp:chapter heading="Product details">
```

```
                        <fp:newline/>


                        <fp:tree hidetopelement="true" descr="Listing of the
detailed Product Requirements">
                                <fp:viewParam name="viewId" descr="Select
the view containing the product requirements."
                                changeable="template" id="1517"/>
                                <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"
                                changeable="runtime" id="1518"/>
                                <fp:checkboxParam name="flat"
descr="Click here to draw a flat tree"
                                changeable="runtime" id="1519"/>
                    </fp:tree>
</fp:chapter>



</fp:reporttemplate>
```

Management High-Level

```
<?xml version="1.0" encoding="UTF-8"?>
<!-- <!DOCTYPE dspview SYSTEM "report.dtd"> -->


<fp:reporttemplate >
<fp:maxnumberofcolumns Table="8" AttributeStatistics2D="13"    />
    <fp:headingstyle name="TOC 1" font="Helvetica" size="10"/>
    <fp:headingstyle name="TOC 2" font="Helvetica" size="10"
        indent="15"/>
    <fp:headingstyle name="TOC 3" font="Helvetica" size="10"
        indent="30"/>
    <fp:headingstyle name="Heading 1" font="Helvetica" size="16"
        format="bold" />
    <fp:headingstyle name="Heading 2" font="Helvetica" size="14"
        format="bold" />
    <fp:headingstyle name="Heading 3" font="Helvetica" size="12"
        format="bold" />
    <fp:headingstyle name="Heading 4" font="Helvetica" size="11"
        format="bold" />
    <fp:headingstyle name="Heading 5" font="Helvetica" size="10"
        format="bold" />
    <fp:headingstyle name="Normal" font="Helvetica" size="10" />
    <fp:headingstyle name="RegularText" font="Helvetica" size="10" />
    <fp:headingstyle name="NormalMini" font="Helvetica" size="6" />
    <fp:headingstyle name="TableHeader" font="Helvetica"
        size="10" format="bold" />
```

```
<fp:headingstyle name="HeadingAttribute" font="Helvetica" size="11"
    indent="30" format="bold" />
<fp:headingstyle name="fixheight" font="Helvetica" size="13"
    format="bold" />
<fp:headingstyle name="Title" font="Helvetica" size="18"
    alignment="center" format="bold" />
<fp:headingstyle name="Security Warning" font="Helvetica" size="11"
    alignment="left"/>
<fp:headingstyle name="Subtitle" font="Helvetica" size="14"
    alignment="center" format="bold" />
<fp:headingstyle name="Heading 1" font="Arial" size="14"
                format="bold" />
<fp:headingstyle name="Heading 2" font="Arial" size="13"
                format="bold" />
<fp:headingstyle name="Heading 3" font="Arial" size="12"
                format="bold" />
<fp:headingstyle name="Heading 4" font="Arial" size="11"
                format="bold" />
<fp:headingstyle name="Heading 5" font="Arial" size="10"
                format="bold" />
<fp:headingstyle name="Normal" font="Arial"
                size="10" indent="30" />
<fp:headingstyle name="NormalSmall" font="Arial"
                size="9" indent="30" />
<fp:headingstyle name="ProductName" font="Helvetica"
                size="14" indent="30" color="214,93,49" />
<fp:headingstyle name="TableHeader" font="Times New Roman"
                size="10" format="bold" />
<fp:headingstyle name="HeadingAttribute" font="Arial" size="11"
                indent="30" format="bold" />
<fp:headingstyle name="fixheight" font="Arial" size="13"
                format="bold" />
<fp:headingstyle name="Blue" font="Arial"
                size="13" indent="0" color="0,48,99" />
<fp:headingstyle name="State" font="Arial" format="bold"
                size="10" indent="0" color="0,48,99" />

<fp:tableborder>0.1</fp:tableborder>
<fp:cellborder>0.1</fp:cellborder>
<fp:margins top="300" right="66" left="66" bottom="100" />


<fp:header cols="5,45,30,30,10" height="270" page="first">
    <fp:cell colspan="5" border="0"></fp:cell>
```

```
<fp:cell></fp:cell>
<fp:complexcell colspan="4" headingstyle="NormalSmall" >
    <fp:stringparam name="Document Name" descr="Document Name"
      changeable="runtime" id="1001" defaultValue="" />
</fp:complexcell>


<fp:cell colspan="5" border="0"></fp:cell>
<fp:cell colspan="5" border="0" headingstyle="Blue"></fp:cell>


<fp:cell headingstyle="Blue"></fp:cell>
<fp:imagecell align="center" filename="focalpoint.jpg"
scalepercent="100"
          style="Normal" />
<fp:complexcell headingstyle="ProductName" colspan="3">
    <fp:text></fp:text>
    <fp:newline />
    <fp:text></fp:text>
    <fp:newline />
    <fp:text></fp:text>
    <fp:newline />
    <fp:stringparam name="Product Name" descr="Product Name"
      changeable="runtime" id="1002" defaultValue="" />
    <fp:newline />
    <fp:text></fp:text>
    <fp:newline />
    <fp:stringparam name="Document Name" descr="Document Name"
      changeable="runtime" id="1001" defaultValue="" />
</fp:complexcell>


<fp:cell colspan="5" border="0" headingstyle="Blue"></fp:cell>
<fp:cell colspan="5" border="0"></fp:cell>


<fp:cell colspan="2" border="8"></fp:cell>
<fp:cell headingstyle="State" border="7">State</fp:cell>
<fp:complexcell headingstyle="Normal" border="3">
    <fp:stringparam name="State" descr="State (Draft / ...)"
      changeable="runtime" id="1003" defaultValue="" />
</fp:complexcell>
<fp:cell border="0"></fp:cell>


<fp:cell colspan="2" border="8"></fp:cell>
<fp:cell headingstyle="State" border="7">Last edited</fp:cell>
<fp:complexcell headingstyle="Normal" border="3">
    <fp:stringparam name="Last edited" descr="Last edited"
```

```
                            changeable="runtime" id="1004" defaultValue="" />
                    </fp:complexcell>
                    <fp:cell border="0"></fp:cell>


                    <fp:cell colspan="5" border="0"></fp:cell>
                </fp:header>


                <fp:header cols="5,130" height="70" page="all">
                    <fp:cell></fp:cell>
                    <fp:complexcell headingstyle="NormalSmall" >
                        <fp:stringparam name="Document Name" descr="Document Name"
                          changeable="runtime" id="1001" defaultValue="" />
                    </fp:complexcell>
                    <fp:cell colspan="2" border="0"></fp:cell>
                    <fp:cell colspan="2" border="0"></fp:cell>
                </fp:header>


                <fp:footer cols="50,10,40" height="50" page="first">
                    <fp:complexcell headingstyle="NormalSmall" border="0">
                        <fp:stringparam name="Security" descr="Security (Confidential /
...)"
                          changeable="runtime" id="1101" defaultValue="" />
                    </fp:complexcell>
                    <fp:complexcell headingstyle="NormalSmall" border="0">
                      <fp:intParam name="pageno" descr="Page Number"
                                   changeable="fetch" defaultvalue="" id="1102" />
                    </fp:complexcell>
                    <fp:complexcell headingstyle="NormalSmall" border="0"
align="right">
                        <fp:stringparam name="Company Name" descr="Company Name"
                          changeable="runtime" id="1103" defaultValue="" />
                    </fp:complexcell>
                </fp:footer>


                <fp:footer cols="50,10,40" height="50" page="all">
                    <fp:complexcell headingstyle="NormalSmall" border="0">
                        <fp:stringparam name="Security" descr="Security (Confidential /
...)"
                          changeable="runtime" id="1101" defaultValue="" />
                    </fp:complexcell>
                    <fp:complexcell headingstyle="NormalSmall" border="0">
                      <fp:intParam name="pageno" descr="Page Number"
                                   changeable="fetch" defaultvalue="" id="1102" />
                    </fp:complexcell>
                    <fp:complexcell headingstyle="NormalSmall" border="0"
align="right">
```

```
                    <fp:stringparam name="Company Name" descr="Company Name"
                      changeable="runtime" id="1103" defaultValue="" />
              </fp:complexcell>

        </fp:footer>


        <fp:tableborder>0.1</fp:tableborder>

        <fp:cellborder>0.1</fp:cellborder>

        <fp:headertableborder>0</fp:headertableborder>

        <fp:headercellborder>0</fp:headercellborder>

        <fp:margins top="66" right="72" left="72" bottom="66" />


        <fp:pagebreak />


        <fp:defaultattrnamestyle>bold, underline</fp:defaultattrnamestyle>

        <fp:attributespacerintreereports>largeFont</fp:attributespacerintreerep
        orts>


        <fp:chapter heading="Product status overview">


        <fp:chapter heading="Product performance (Total Actual Revenue)">


        <fp:attrstat2d
                descr="Attribute Statistics for two attributes"

                firstcolumnwidth="200"

                lastcolumnwidth="50" >

                <fp:viewParam

                    changeable="template"

                    id="1701"

                    name="viewId"

                    descr="Crosstab overview of our own products"

                />

                <fp:attrParam

                    changeable="template"

                    id="1702"

                    name="xAttrId"

                    masterid="1701"

                    descr="The attribute on the X axis"

                />

                <fp:attrParam

                    changeable="template"

                    id="1703"

                    name="yAttrId"

                    masterid="1701"

                    descr="The attribute on the Y axis"
```

```
                                  />
                              <fp:attrParam
                                  changeable="template"
                                  id="1704"
                                  name="valueAttrId"
                                  masterid="1701"
                                  descr="The value Attribute"
                              />
                              <fp:checkboxParam
                                  changeable="runtime"
                                  id="1710"
                                  name="showElementLists"
                                  descr="Click here to list the titles of the elements"
                                  defaultvalue="true"
                              />
                      </fp:attrstat2d>




              </fp:chapter>



          <fp:chapter heading="Cost per Product">
                      <fp:newline/>
<fp:attrstat2d
          descr="Attribute Statistics for two attributes"
          firstcolumnwidth="200"
          lastcolumnwidth="50" >
          <fp:viewParam
              changeable="template"
              id="1801"
              name="viewId"
              descr="Crosstab overview of Cost per Product"
          />
          <fp:attrParam
              changeable="template"
              id="1802"
              name="xAttrId"
              masterid="1801"
              descr="The attribute on the X axis"
          />
          <fp:attrParam
              changeable="template"
              id="1803"
```

```
                        name="yAttrId"

                        masterid="1801"

                        descr="The attribute on the Y axis"

                    />

                    <fp:attrParam

                        changeable="template"

                        id="1804"

                        name="sumAttrId"

                        masterid="1801"

                        descr="The sum Attribute"

                    />

                    <fp:checkboxParam

                        changeable="runtime"

                        id="1810"

                        name="showElementLists"

                        descr="Click here to list the titles of the elements"

                        defaultvalue="true"

                    />

                </fp:attrstat2d>




            </fp:chapter>

        </fp:chapter>


    <fp:chapter heading="Product details">

                    <fp:newline/>


                    <fp:tree hidetopelement="true" descr="Listing of the
detailed Product Requirements">

                            <fp:viewParam name="viewId" descr="Select
the view containing the product requirements."

                                changeable="template" id="1517"/>

                                <fp:checkboxParam name="includeDimmed"
descr="Click here to include dimmed folders"

                                changeable="runtime" id="1518"/>

                                <fp:checkboxParam name="flat"
descr="Click here to draw a flat tree"

                                changeable="runtime" id="1519"/>

                    </fp:tree>

        </fp:chapter>



        </fp:reporttemplate>
```