

Survey Questionnaire:

Section 1: IoT involvement in Software development, selling software for IoT products.

Question 1.1 Please indicate your level of involvement in IoT project:

- Not Involved
- 0-1 years
- 1-3 years
- More than 3 years

Section 2: IoT Project

Question 2.1: Your role in IoT project:

- Project Manager
- Software Development
- Product Development
- Customer Development
- Hardware Suppliers
- Services
- Support
- Logistics
- Others _____

Question 2.2: Which of the following departments is your IoT project targeted at?

- Automotive industry
- Education
- Smart cities
- Supply chain management
- Logistics
- Smart homes & smart buildings
- Telecommunications industry
- Manufacturing industry
- Security
- Independent living
- Recycling
- Other _____

Question 2.3: Size of organization:

- Small (0-25)
- Medium (25-100)
- Large (>100)

Question 2.4: Age of the organization:

- 0-1 years
- 1-3 years
- 3-7 years
- >7 years

Question 2.5: Age of IoT project:

- () 0-1 years
- () 1-3 years
- () More than 3 years

Section 3: Importance of Business model Canvas elements and the Impact on Requirements engineering

Question 3.1 From your experience on IoT, please suggest to what degree the each business model canvas element is necessary to successfully offer an IoT application:

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree	Don't Know
Customer Segmentation	()	()	()	()	()	
Value proposition	()	()	()	()	()	
Channels	()	()	()	()	()	
Customer Relationships	()	()	()	()	()	
Revenue streams	()	()	()	()	()	
Key Resources	()	()	()	()	()	
Key Activities	()	()	()	()	()	
Key Partnerships	()	()	()	()	()	
Cost Structure	()	()	()	()	()	

Question 3.2 Requirement Engineering: What is the impact of IoT on requirements engineering practice within your

organization pointing out different viewpoints.

	Low	Substantial	High	Don't Know
Requirements Elicitation				
Requirements Modelling & analysis				
Requirements Specification				
Requirements Validation				
Requirements Management				
Requirements prioritization				

Release planning				
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Question 3.3 : Based on your experience, suggest how RE can better support business model elements.

How requirements engineering can be connected to better support business modeling for IoT?

Question 3.4 Others

Based on your experience, what are the most important questions that still needs to be answered on impact of IoT products or services on Business model?
