

# Research and Development Questionnaire

Who on the forecasting team is responsible for tracking R&D timeline metrics?

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What tracking tools are in place to track R&D timeline metrics?

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What are the trigger points in the R&D timeline for telling marketing when to prepare?

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What are the trigger points in the R&D timeline to tell sales when they can start selling?

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What are the quantifiable ramifications to the forecast if the R&D milestones are missed?

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How are data privacy and security concerns addressed to reduce risk to the R&D timeline?

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How are defects in existing products addressed to reduce risk to the R&D timeline?

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How does the R&D team receive customer feedback on the developed product?

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