

**Product-focused (customer) requirement statements and requirements hierarchy**

The raw customer data is organized into groups of similar requirements

Then, each category of customer requirement is restated as a positive, product-focused requirement

Initial responses	Grouping of individual responses	Restated
Benchtop device big as your hand Doesn't interfere with soldering easy to move;	Convenient size and shape big as your hand Doesn't take up too much space Stores away when not in use Doesn't interfere with soldering Stores away when not in use	Can be easily moved and positioned or Compatible with soldering operations
Removes smoke Sucks all smoke away Exhaust, doesn't just mix the air No smell Vents to outside Connects to exhaust system	Folds up? Comes with storage box Lightweight	
Out of the way Doesn't take up too much space Doesn't interfere with soldering Stores away when not in use Folds up? Comes with storage box	Effectiveness Sucks all smoke away Exhaust, doesn't just mix the air No smell Vents to outside	Is effective at removing smoke
Speed control and on/off Variable speed Three settings On-off switch and rotary speed control Auto-sensing Remembers settings	Convenient controls variable speed three speed settings on-off switch auto-sensing remembers settings Goose neck Hanging arm Stays in place	Has convenient and useful controls
Can Control Direction Goose neck Hanging arm Stays in place Can clamp to the bench Lightweight	Can clamp to the bench	
Quiet Can listen to music Doesn't whine Don't know it's on	Economical \$10 \$25 if it really works DIY only	Cost of mass-produced product Cost of replacement parts, e.g. filter
Effective Sucks all smoke away Exhaust, doesn't just mix the air No smell Vents to outside	Safe Can't stick finger into fan No electrical hazard No fire hazard Removes smoke, doesn't just mix it	Is safe
Cheap \$10 \$25 if it really works DIY only Less expensive than soldering iron	Quiet	Is quiet
Safe Can't stick finger into fan No electrical hazard No fire hazard Removes smoke, doesn't just mix it Doesn't use chemicals to hide smell		