

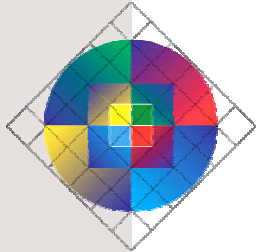


**[Session S3]
EXTENDING METHODOLOGIES BEYOND
SOFTWARE DEVELOPMENT**

Serge Deschamps
VP, Knowledge Management Program,
Fujitsu Consulting

METRO TORONTO CONVENTION CENTRE
DECEMBER 6, 2004
TORONTO, ONTARIO

THE POSSIBILITIES ARE INFINITE



Macroscope®

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SOFTWARE DEVELOPMENT***

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Session S3 14:45-16:00

Trends and Challenges

Confirmed Trends:

- IT strategies do not align with the evolving business strategies
- More than 50% of IT-related projects overrun budgeted cost by over 80%
- Projects do not deliver real value and tangible benefits
- Hard to demonstrate whether and how IT-enabled investments improve the bottom line

How do I ...

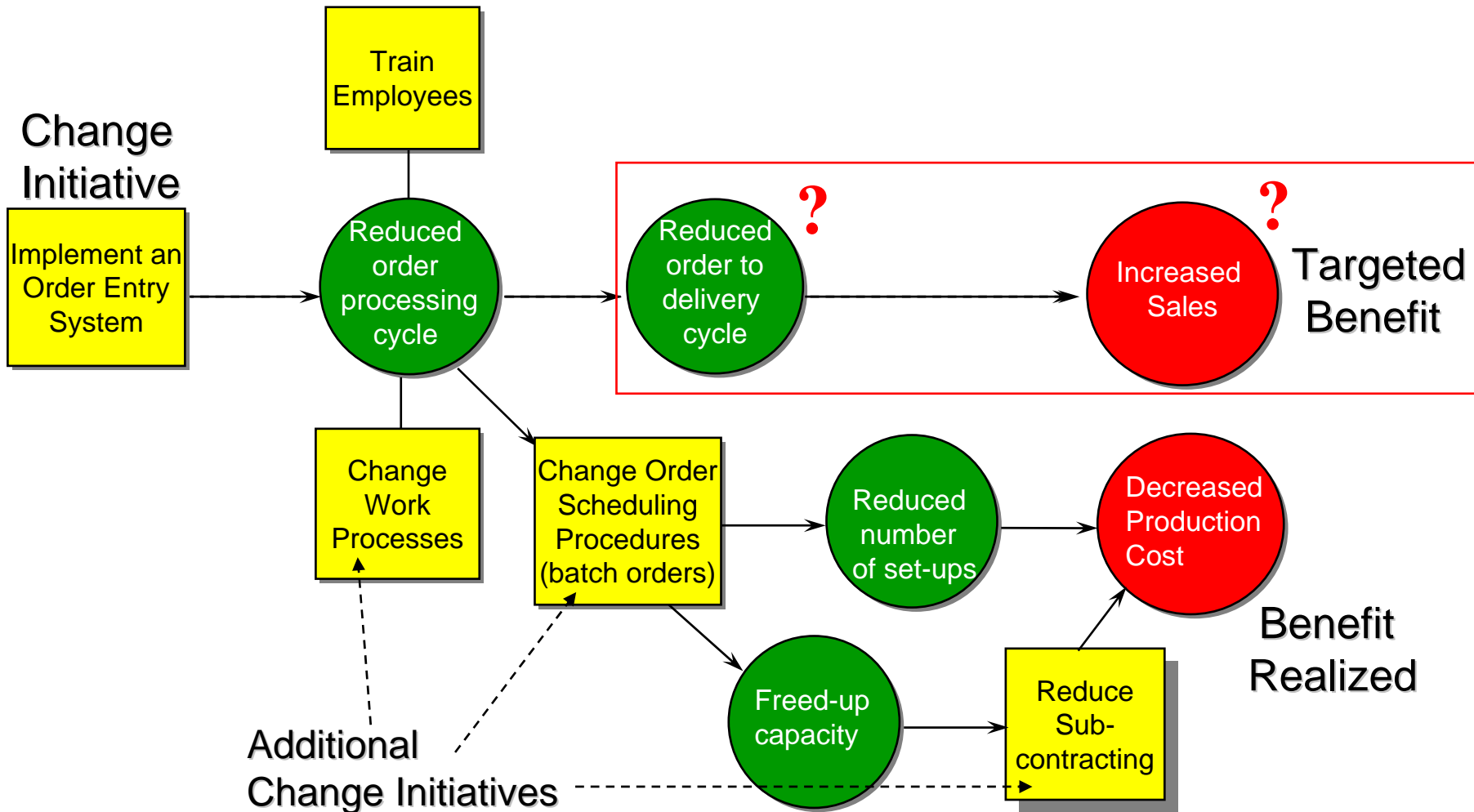
- Select the projects that deliver high business value, and reject or kill those that don't?
- Select and manage the right "sourcing" approach ?
- Increase efficiency while decreasing cost ?
- Deliver the expected value at the right cost and when I need it?

Question...

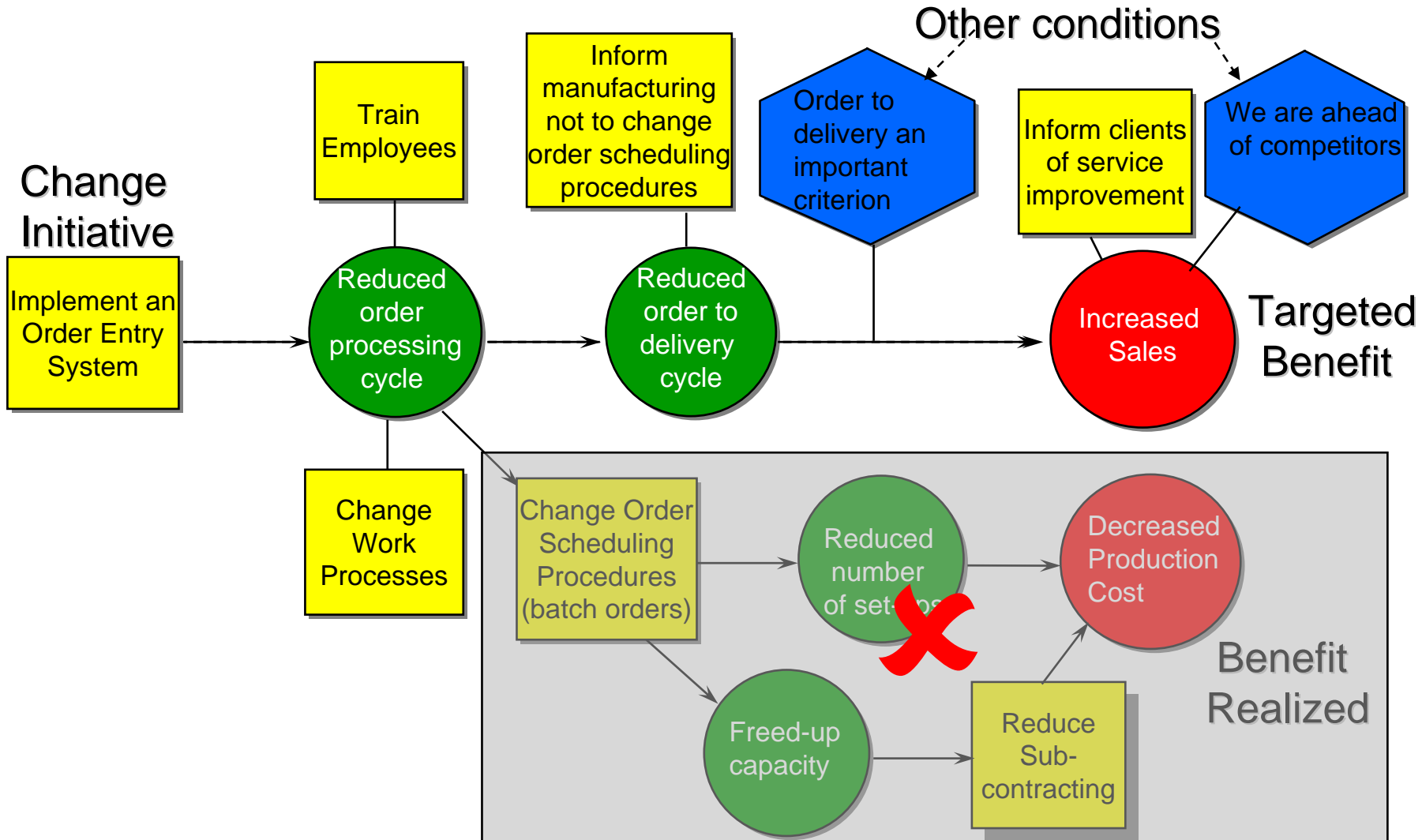


Do projects actually deliver **benefits or value** by themselves?

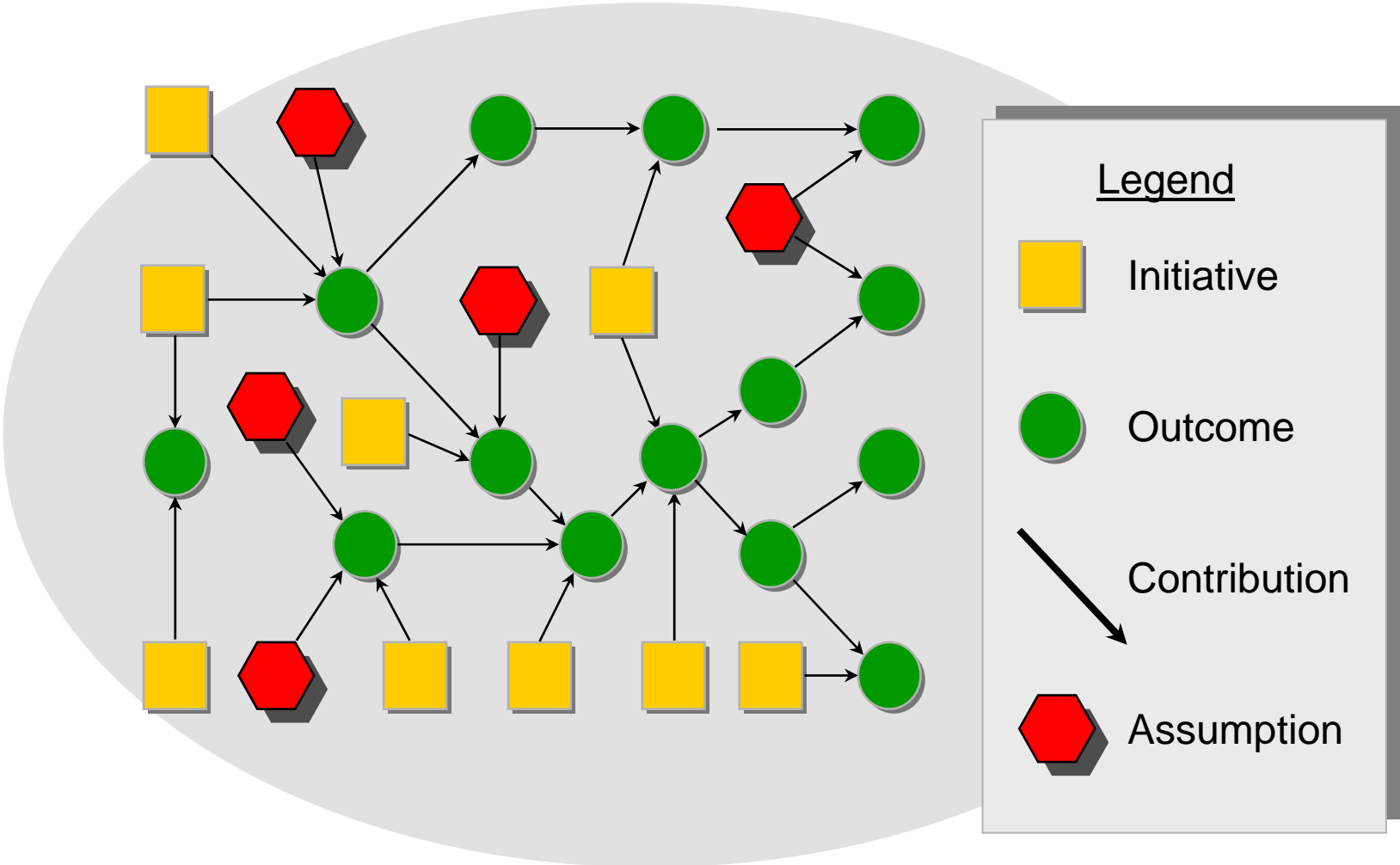
Understanding Benefits Realization



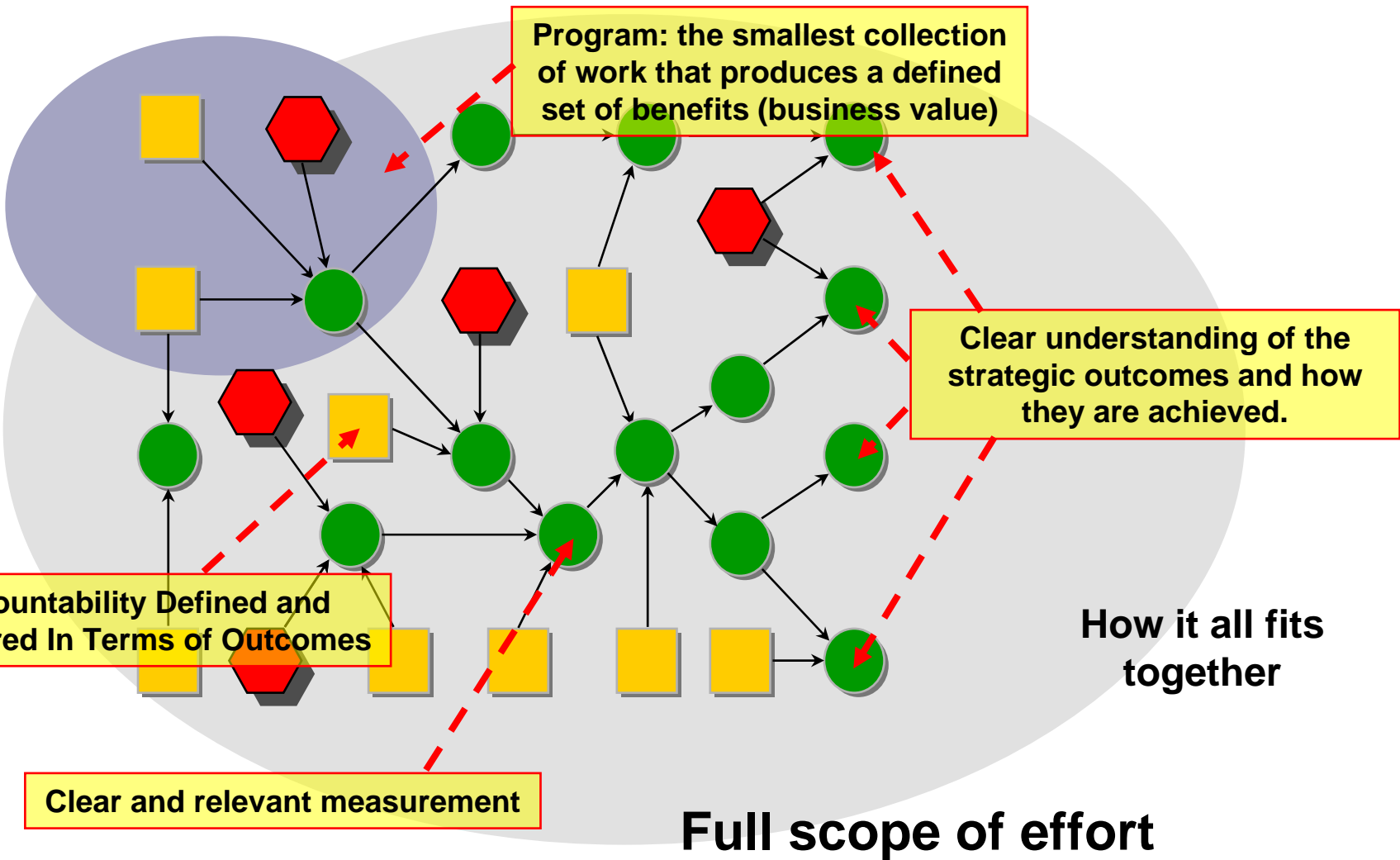
Understanding Benefits Realization



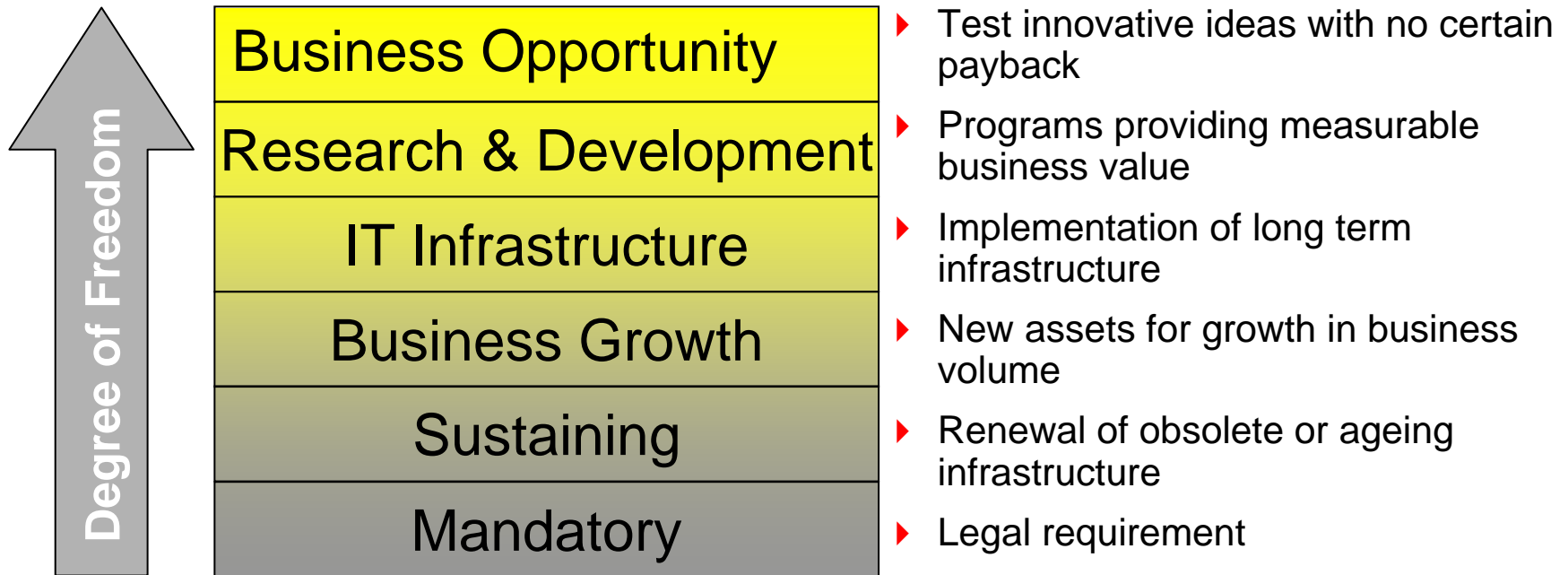
Defining Programs - Results Chain™



Defining Programs - Results Chain™



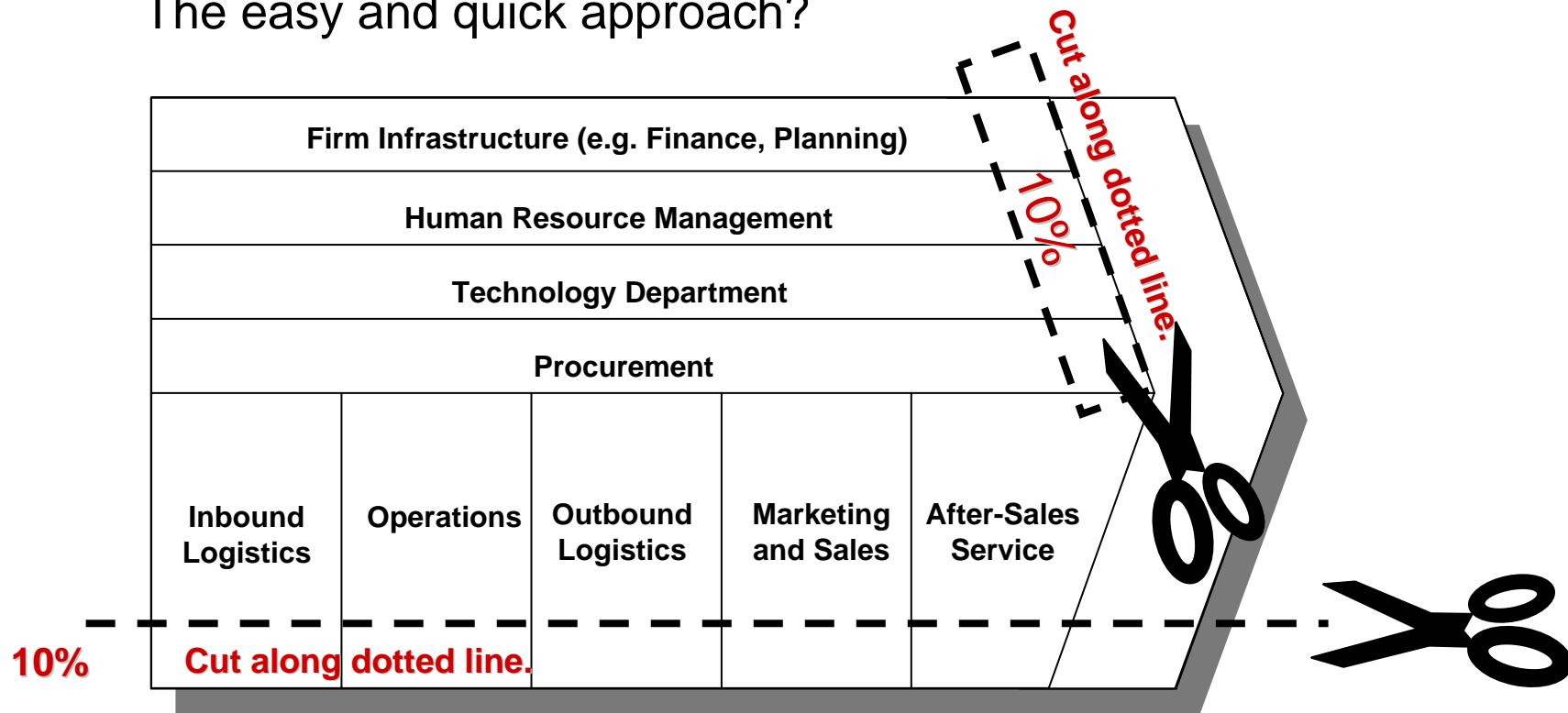
Are All Programs Created Equal?



Different strategies are required to manage the different classes of assets!

What if we Need to Squeeze a Bit?

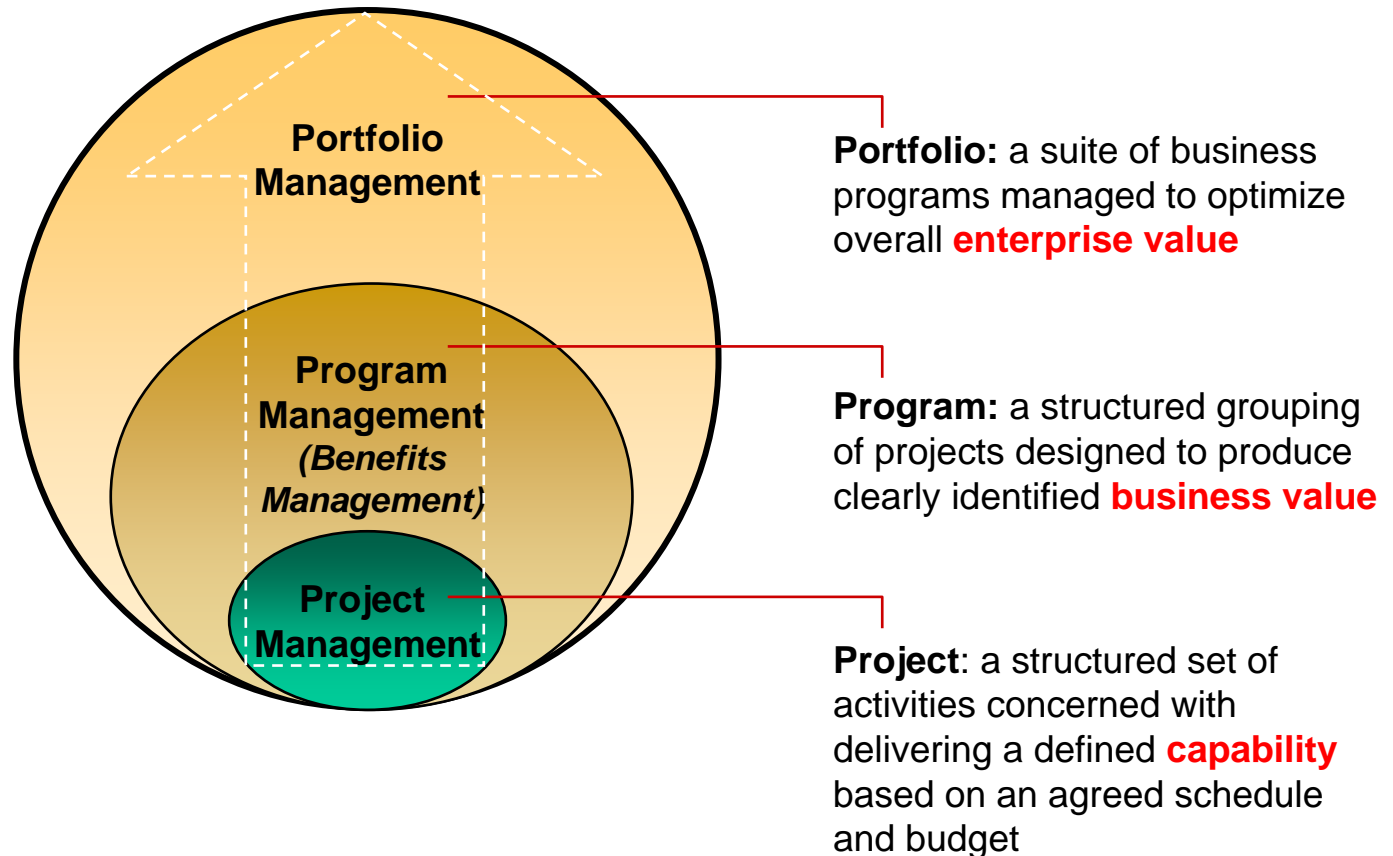
The easy and quick approach?



- Can the collateral damage be managed?
- Are there better ways?

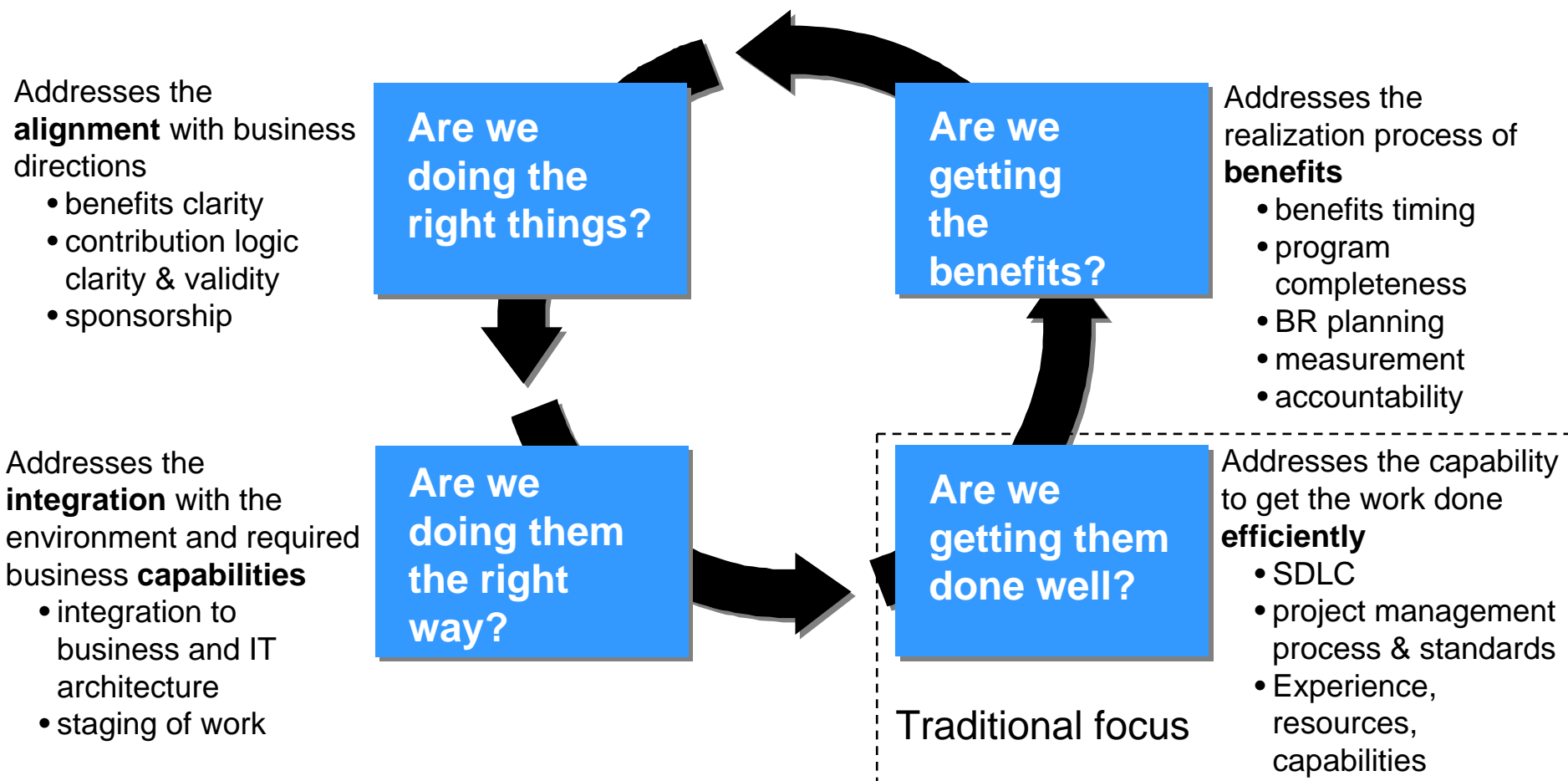
Value Management Approach

■ Going Beyond Project and Program Management



Providing Business Value

Continually assessing the four “Ares”:



Integrated Methodology

Tough Questions

— relate to —>

Process Domains

— supported by —>

Proven Methods

MACROSCOPE®



An integrated suite of business and IT methods designed to help our **clients** to meet their **business challenges**

Are we doing the right things?

Are we providing value to the business?

Are we doing things the right way?

Are we getting things done?

Are we delivering on time and on budget?

Strategy

Business/IT Strategy & Governance

Value Program

Value & Program Management

Business Capability

Business & IT Architecture

Business Solution

Design, Build, Operate & Maintain

Delivery Project

Project Management

StrategyForum™

Defining, planning and steering business and IT strategy

ResultStation™

Maximizing value of investments in business and IT initiatives

ArchitectureLab™

Creating blueprints for change in the business and its IT resource

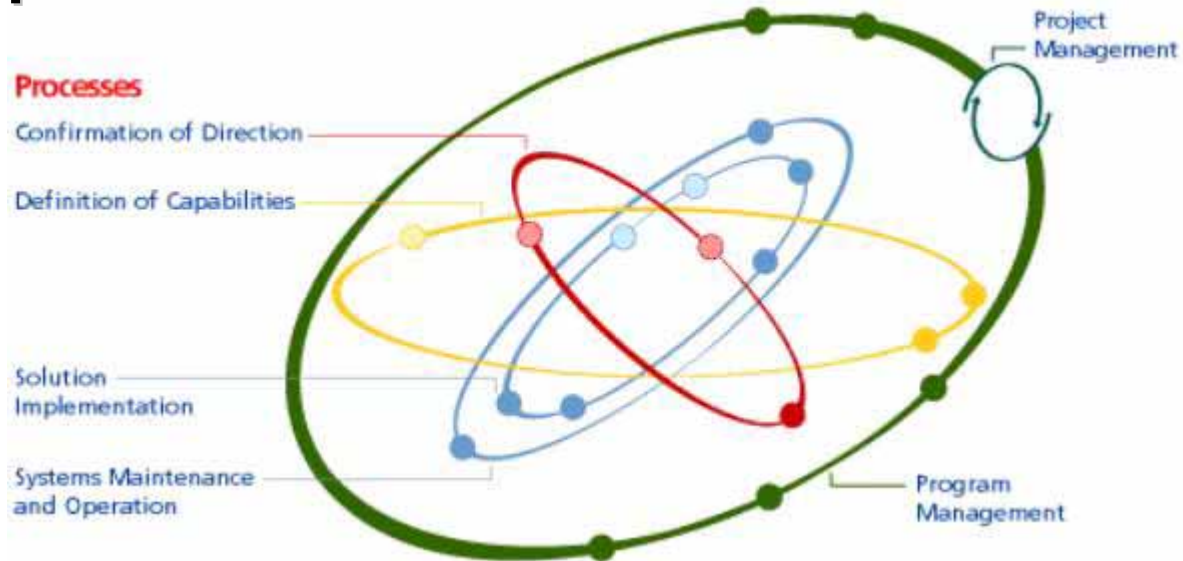
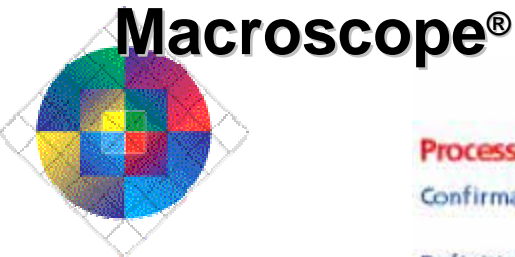
ProductivityCentre™

Designing, implementing and sustaining IT-enabled solutions

ManagementSuite™

Delivering on time, on budget, to requirements

The Macroscope Suite



An integrated set of processes to help organizations change their business and its supporting IT to improve their business performance

StrategyForum **ArchitectureLab** **ProductivityCentre** **ResultStation** **ManagementSuite**

- A fully functional web site (processes, guidelines, examples, templates, etc.)
- A kernel of a KM system (integrating client's own best practices)
- Supported by effective implementation and training services

Market Recognition

Gartner Inc.

"A visionary suite among the best methodology sets in the world"

Project Management Institute (PMI)

Registered Education Provider

Object Management Group (OMG)

Key participant in the design of the Software Process Engineering Metamodel

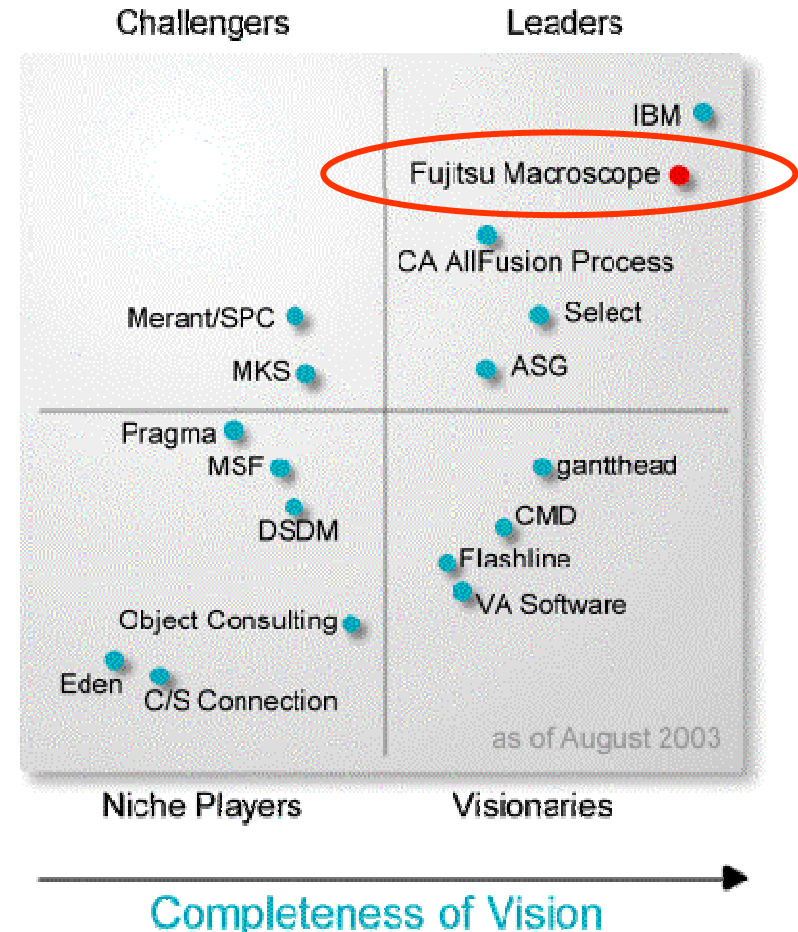
SEI CMM

"Macroscopic significantly enhances the possibilities for CMM compliance" Source: Alcyonix Assessment Report

The Boeing Company

Fujitsu Consulting awarded « Supplier of the Year » in 2002

Ability to Execute



Source: GartnerResearch, Magic Quadrant for Methodware, 2003, Research Note 28 August 2003, M. Light, Note Number: Markets M-20-7294

Five Critical Components

1. Deliverable-based

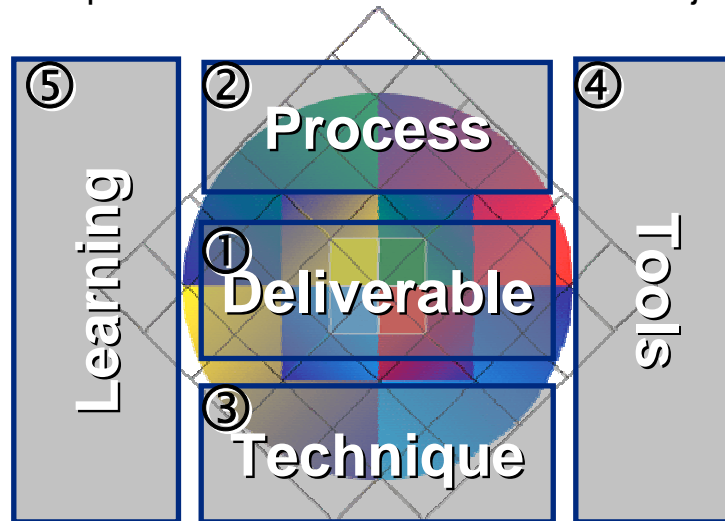
- What work products are required?
- Which techniques can help me?
- Ready to use templates
- Deliverable examples

2. Process guidance

- What do we do? Who does it?
- When? In what sequence?
- Tailoring guidelines
- MS Project-ready templates

5. Coherent learning

- CBT
- Overviews
- Case studies
- Printable Guides
- In-class events*
- Workshops*
- Coaching*



4. Enabling tools

- Web interface
- Deliverable Assistant and modelling tools
- Annotation and support material

3. Supporting techniques

- How do I do this?
- How to document the results?
- What formalism should I use?

* Not part of the Macroscope commercial product.
Subject to a service agreement.



Macroscopic in Action (demo)

Macroscopic - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Copy Paste

MACROSCOPE® Select a topic... Search Advanced Search

Home | Contacts | Help | About | Site Map | Français

Deliverables | Processes | Techniques | Key Roles | Support

An integrated set of processes to help your organization evolve the business and its supporting systems

Project Management

Program Management

Confirmation of Direction

Definition of Capabilities

Solution Implementation

Systems Maintenance and Operation

StrategyForum ArchitectureLab ProductivityCentre ResultStation ManagementSuite

Using Macroscopic

- Getting Started
- Overview
- User Interface
- What's New?
- FAQs

Administration Functions

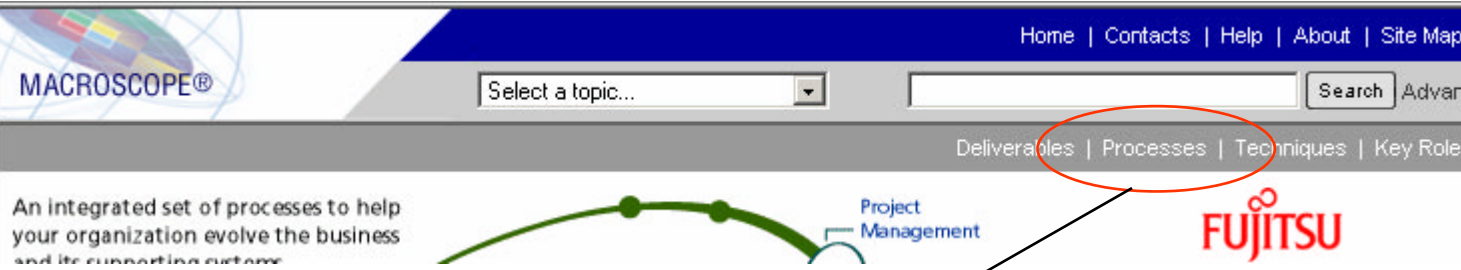
- Manage Support Material

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Version 4.5 SP1 November 2004

Local intranet

Quick Demo Steps 1 of 3



Strategy Definition
 Description | Support Material

Purpose

- To develop or confirm a clear vision based on the [mission, v](#)
- To develop one or more [business scenarios](#) based upon [crit](#)
- To develop a business model describing the organization's a

BACK

For the Enterprise

[Confirmation of Direction](#)

Ensures the strategic direction of the business is understood and clearly articulated. The process may draw upon an existing strategy, whether implicit or explicit, to define strategic targets and actions.

The phases are:

- [Situation Assessment](#)
- [Strategy Definition](#)
- [Determination of Actions](#)

[Definition of Capabilities](#)

On the business side, this process

For each System

[Solution Implementation](#)

Delivers the information system solution enable the intended business goals.

The phases are:

- [Opportunity Evaluation](#)
- [Preliminary Analysis](#)
- [Architecture](#)
- [Design and Construction](#)
- [Implementation](#)

[Systems Maintenance and Operation](#)

Supports, maintains, and enhances of information systems in order to present

Quick Demo Steps 2 of 3

On the IT side, this process defines the changes to the information technology architectures required by the new business capabilities that will enable and potentially stimulate new business opportunities

The phases are:

- [Context Description](#)
- [Business Definition](#)
- [Capability Configuration](#)
- [Capability Release](#)

- The corresponding paths are:
- [Information System Monitoring](#)
 - [Request Management](#)
 - [Functional Enhancement](#)
 - [Technical Enhancement](#)
 - [Corrective Adjustment](#)
 - [Emergency Fix](#)
 - [Maintenance Release](#)
 - [Maintenance Operation](#)

For each Program
[Program Management](#)

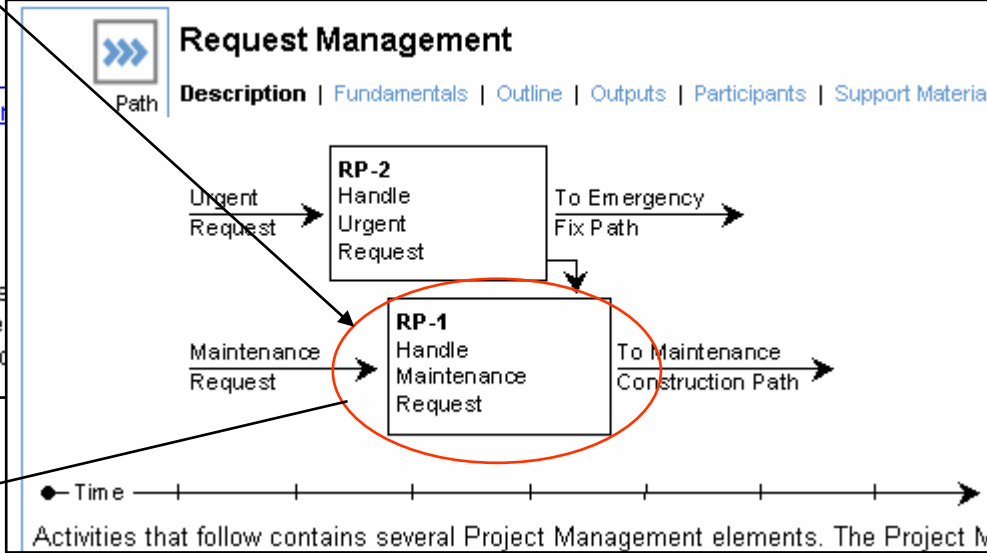
Formulates and manages comprehensive programs that satisfy objectives and the value from business

- Roles**
- [Business System Management Group](#)
 - [Maintenance Group](#)
 - [Service Request Review Committee](#)

- Breakdown**
- [RP.1.1 - Categorize Maintenance Request](#)
 - [RP.1.2 - Outline Impact of Request](#)
 - [RP.1.3 - Evaluate Cost and Effort](#)
 - [RP.1.4 - Validate Request Proposal](#)
 - [RP.1.5 - Prioritize and Plan Request](#)
 - [RP.1.6 - Prepare Work Package](#)

For each Project
[Project Management](#)

Plans, organizes and controls activities that follow contains several Project Management elements. The Project M



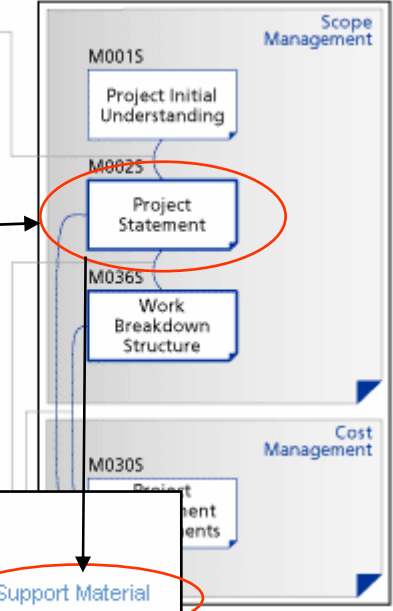
Quick Demo Steps 3 of 3



Project Initial Understanding guides writing of Project Statement

Deliverables

- Charter and Scope
- Plans
- Controls
- Communications



M002S - Project Statement
Deliverable | Outline | Details | Applicable Techniques | Support Material

Add support material.

- ▼ FS Best Practice Template
 - ⊗ A24 - Project Initiation Document (PID)
 - PRINCE2 equivalent deliverable
 - ⊗ **M002S - Project Statement** (circled in red)
 - FS version of Macroscopic template

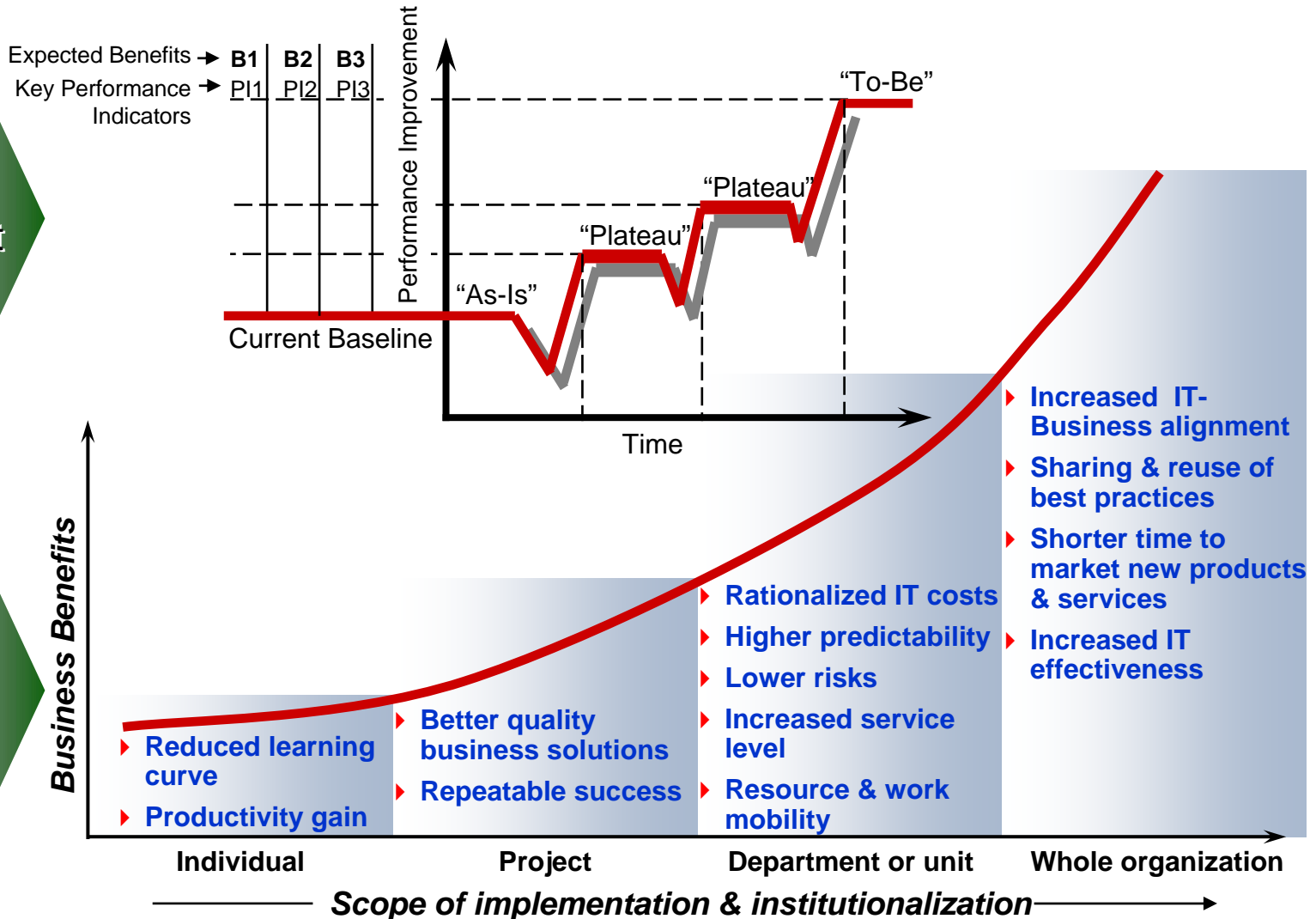
M002S - Project Statement
Deliverable | Outline | Details | Applicable Techniques | **Support Material** (circled in red)

	<p>Project: <Project Name></p> <p>M002S Project Statement</p>
CLOSE	
Description	

A Word About Implementation

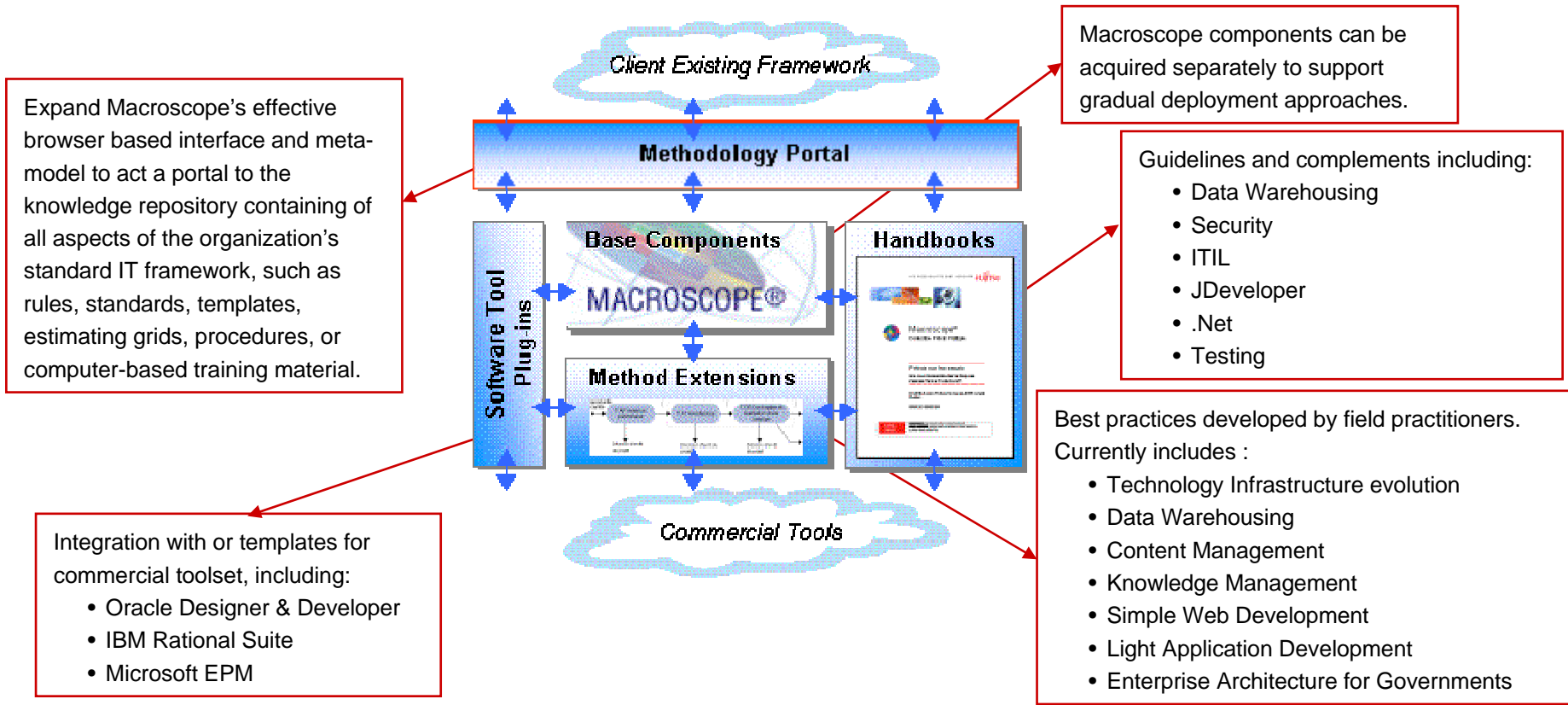
Incremental Deployment

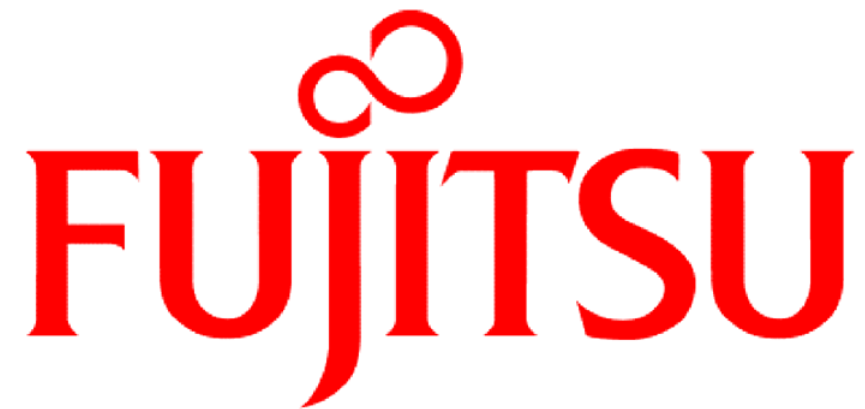
Where Benefits Are



Flexibility and Adaptability

- Gradual implementation
- Adaptation with client's environment
- Leverage of existing tools





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THE POSSIBILITIES ARE INFINITE