



Fixed Price - Fixed Time Project Methodology

Options to execute a Software Project vs Quant Matrix

	Risk – Resources	Risk – Organization	Risk – Timeline	Control-Client	Control-Supplier	Cost	Quality	Timeline	Support & Maintenance Cost; yearly
Project Management by Client	1	1	1	1	0	1	0.8	1	1
Project Management by Supplier (TNM)	0.8	1	0.7	0.8	0.8	1*	1	1	0.5
Project Management by Vendor (Fixed Price)	0.7	1	0.5	0.6	1	1.4	1	1	0.4

* Assuming no time over-runs

Project Methodology

- Undertake Project Based Approach in Niche Areas
- Understanding the Business Problem
- Proposing an Engagement Model (All Fixed-Price or TNM then FP)
- Phase-I: Engaged to Develop Project Specs (Requirements, Design, Test, Test Data, Acceptance, Project Scope Matrix)

Process Of Engagement

- Project Scope Matrix (Project Components, Dependence, Estimated Effort, Price, Due Date, Risk Factors)
- Project Specifications Development
- Formal Fixed Price Proposal
- Agreement Negotiations
- Agreements Sign-off



Risk Mitigation

- Gathering Business Data: Business Problem, Client Objectives, Client's Business Model. Understanding the IS/IT Problem & Objectives
- TNM or Fixed Price Proposal for Project Specification Development.
- Completed Project Specification Development Proposal
- Project Specification Study Completes (Usually 1 week to 12 weeks) Project High Level Scope Matrix

Project Scope Matrix

HIGH LEVEL SAMPLE SCOPE MATRIX

Functionality	Phase	NGS Effort	Client Effort
MILESTONE – A Deliverable: Requirements, Design Spec. Signed Specs	0.5	½ d	½ d
Resume collection on the Internet	0.5	2d	
Resume Tracking with Workflow information on the Intranet	0.5	2d	
MILESTONE – B Prototype			
Report Generation on Intranet	1	3d	
Resume Search based on various criteria (Keywords, Location Preference, Category)	1	2d	
Clients enter job requisitions on the Internet (and a req. is accepted based on approval)	1	1d	
Publishing to popular job search engines on the Internet	1	1d	
MILESTONE – C			
Commute distance based searching on the Internet	2	2d	1d
Administrative Interface	2	2d	
Resume builder for Internet	2	2d	
MILESTONE - D: Delivery and Handover			

Phase 0.5 will take 3 months, Phase 1 will 2 additional months. This is elapsed time.
Payments are due upon each Milestone above.

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Project Methodology

PROJECT GANTT MATRIX					
No.	Phase	Functionality	Dependent on Task#	Cost \$	Due Date
1		Pre-Engagement Discussions			
2	1	Understanding Business Problem	None		
3	1	Proposal for Project Scope			
4	1	Negotiations and Acceptance			
5	1	Sign-off Agreement			
6	1	Project Scope Matrix & Requirements Specifications Complete			
7	1	Requirements Specifications			
8	1	Acceptance Test Plan			
9	1	Acceptance Test Data			
10		Formal Fixed-Price Bid - Scope Matrix, Specifications			
		Formal Agreements			
11		Negotiations and Acceptance			
12		Agreements Sign-off			
13	1	Design Specifications			
14	1	Component Test Plan Specification			
15	1	Component Test Data Generation			
16	1	System Parallel Run			
17	1	Migration/Conversion			
18	1	Consistent Project Tools			
			Bug Tracking System		
			Source Code Control System		
			Project Monitoring Tool		

Project Methodology

				Key Contacts		
				Process of Communications		
				Process of Approvals		
			Changes			
				Organizational Changes		
				Changes in Time Frame		
				Delays in Responding/Providing Data		
				Changes of Key People		
				Changes in Budget		
				Charge Back System		
				Accountability of Change		
			Acceptance			
				Level of Client Commitment		
				Readiness for Takeover		
				Client Design Participation		
				Acceptance Process		
			Staff			
				Staff Availability and Assignments		
				Commitment of Team		
				Applications Knowledge		
				Staff Conflicts		
				Senior Management Commitment		

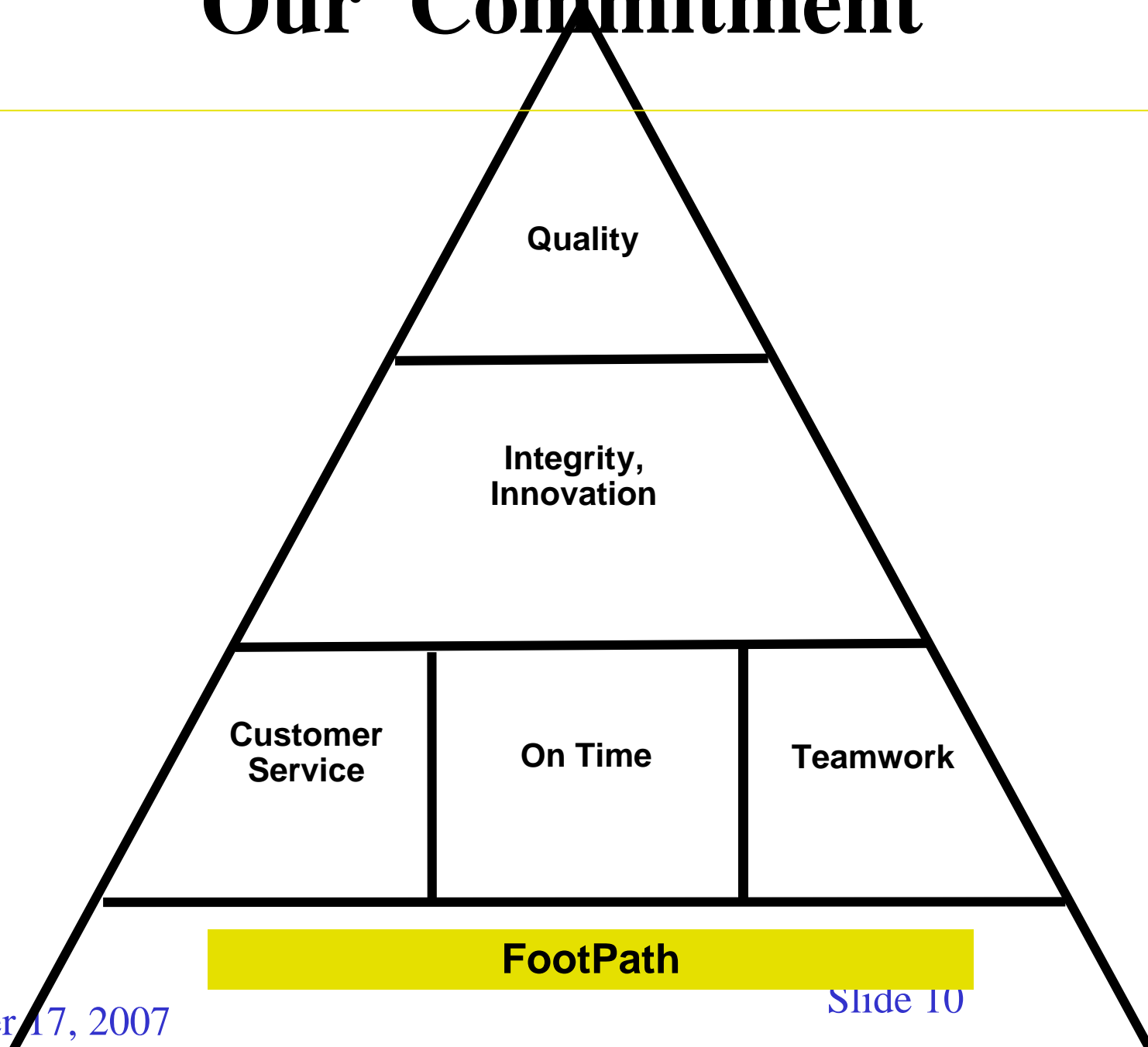
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Project Methodology

PROJECT GANTT MATRIX						
No.	Phase	Functionality	Dependent on Task#		Cost \$	Due Date
				Client Design Participation		
				Acceptance Process		
			Staff			
				Staff Availability and Assignments		
				Commitment of Team		
				Applications Knowledge		
				Staff Conflicts		
				Senior Management Commitment		
20	1	Development, Unit Testing				
21	1	Automated Testing of Functional Modules				
22	1	Conversion/Migration Tools/Issues				
23	1	Integration				
24	1	Integration Test				
25	1	Acceptance Test				
26	1	Documentation				
27	1	Parallel Run - With Existing System				
28	1	User Trainings (Train the Trainer Package)				
29	1	On-Site Implementation Support - Smooth				
30	1	Acceptance & Handover				
		Phone Support/On Call Support				

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Our Commitment



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Clients

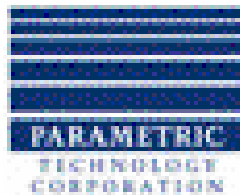
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