

# How to Cut Development Costs with Process Automation and Tools Integration

*Moderator*

**Patrick Egan**

Founder – CM Crossroads

*Speakers*

**Uttam Narsu,**

Former Forrester/Giga Analyst and SCM expert


# Sky Basu

Sky Basu is the President and CTO of Kovair Software, a Milpitas, California based ALM and ITSM company that has been recently listed by Gartner as one of the 12 leading ALM companies in the market today. Sky came to Kovair from Speedev after the merger of that company with Kovair where he was its founding CEO from 2000 to 2005. Prior to that Sky was a cofounder and CTO of Agniroth, a boutique consulting company. Prior to that Sky founded Temple Consulting Company in India that was acquired by Magus Group in 1995.

Sky holds a B. Tech in Mechanical Engineering from the Indian Institute of Technology and a Masters in Computer Science from the Indian Statistical Institute.

# Uttam Narsu

Uttam Narsu has more than 20 years of experience as an analyst, architect, software developer, trainer, and consultant. Uttam is quoted frequently in industry publications such as Application Development Trends, CNET (News.com), Computerworld, eWEEK, InformationWeek, and Internet Week, as well as in Business Week and the Financial Times. Uttam has also spoken at numerous industry conferences. Formerly a well-known SCM analyst with Forrester Research and Giga Information Group, Uttam now freelances, consulting on a broad range of enterprise application development areas including SCM, agile development methodologies, ALM and testing. Uttam attended the University of Chicago and earned a B.S. in computer science from the State University of New York, Albany.

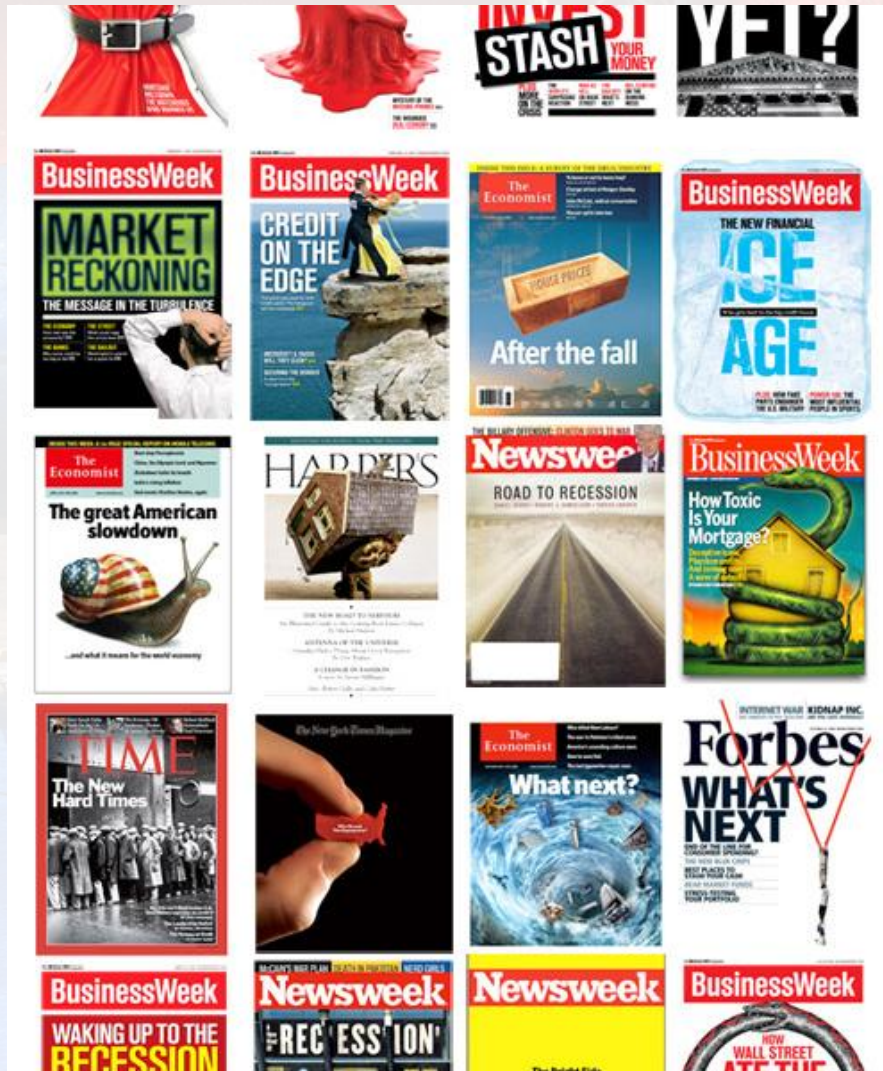


**Uttam Narsu**  
**Analyst**

**How to Cut Development Costs with  
Process Automation and Tools Integration**

11 March 2009

# Stress...

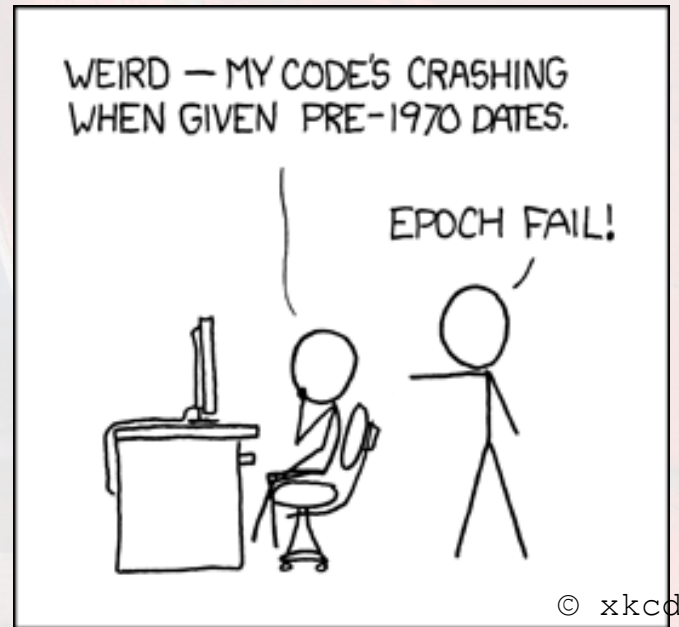


# Undercuts Long-Term Strategy

- Frozen or slashed budgets
- Layoffs
- Datacenter consolidation
- Centralizing repositories
- Prioritization of short term projects

# But Development Obstacles Persist

- Bugs persist
- Projects are still late
- Over budget
- Under-delivered
- Application Lifecycle Management (ALM) unrealized
- Over-reliance on manual operations
- Existing tools are unintegrated
- Stakeholders not collaborating effectively

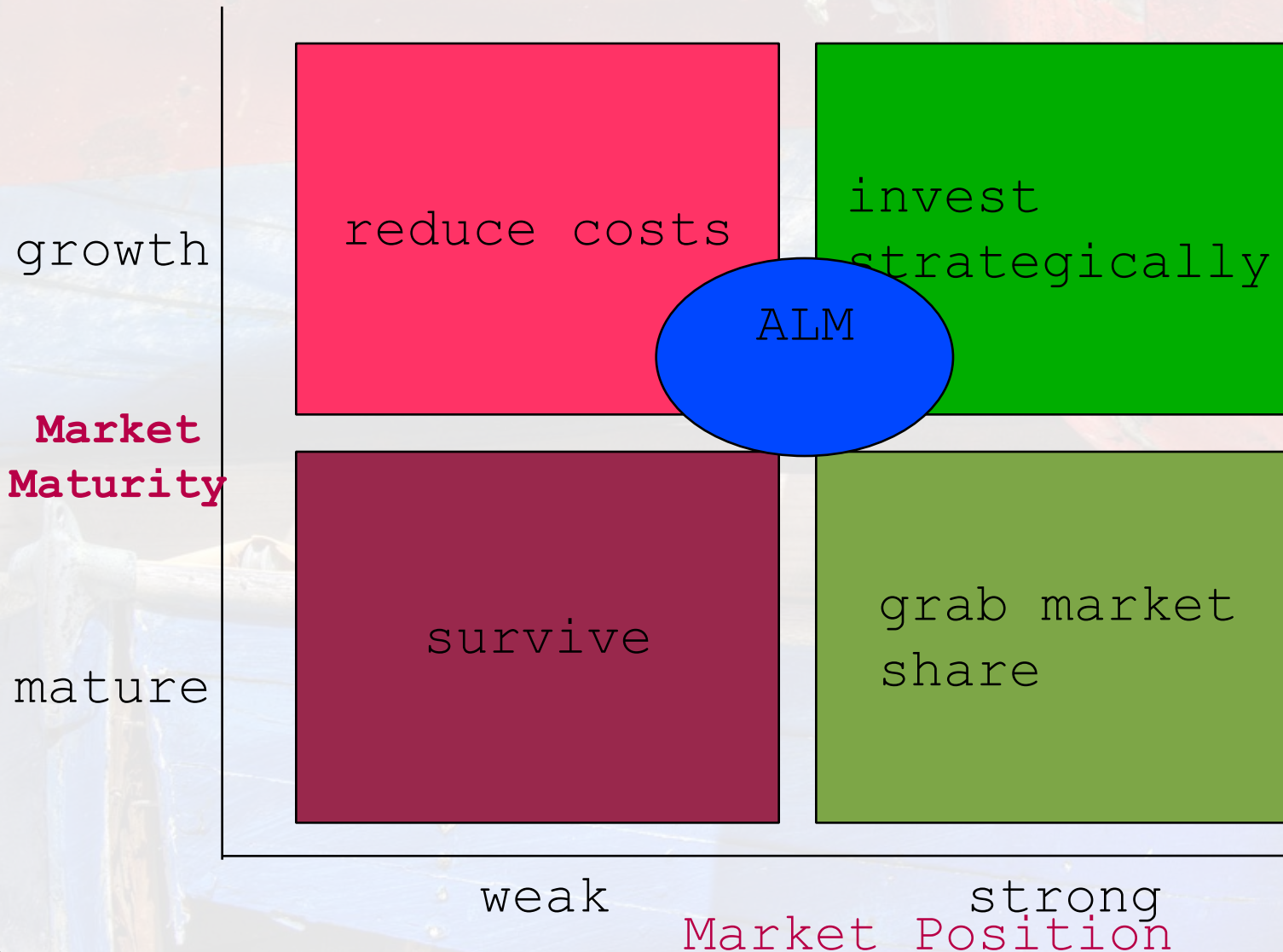


How to cut costs in a strategic way?

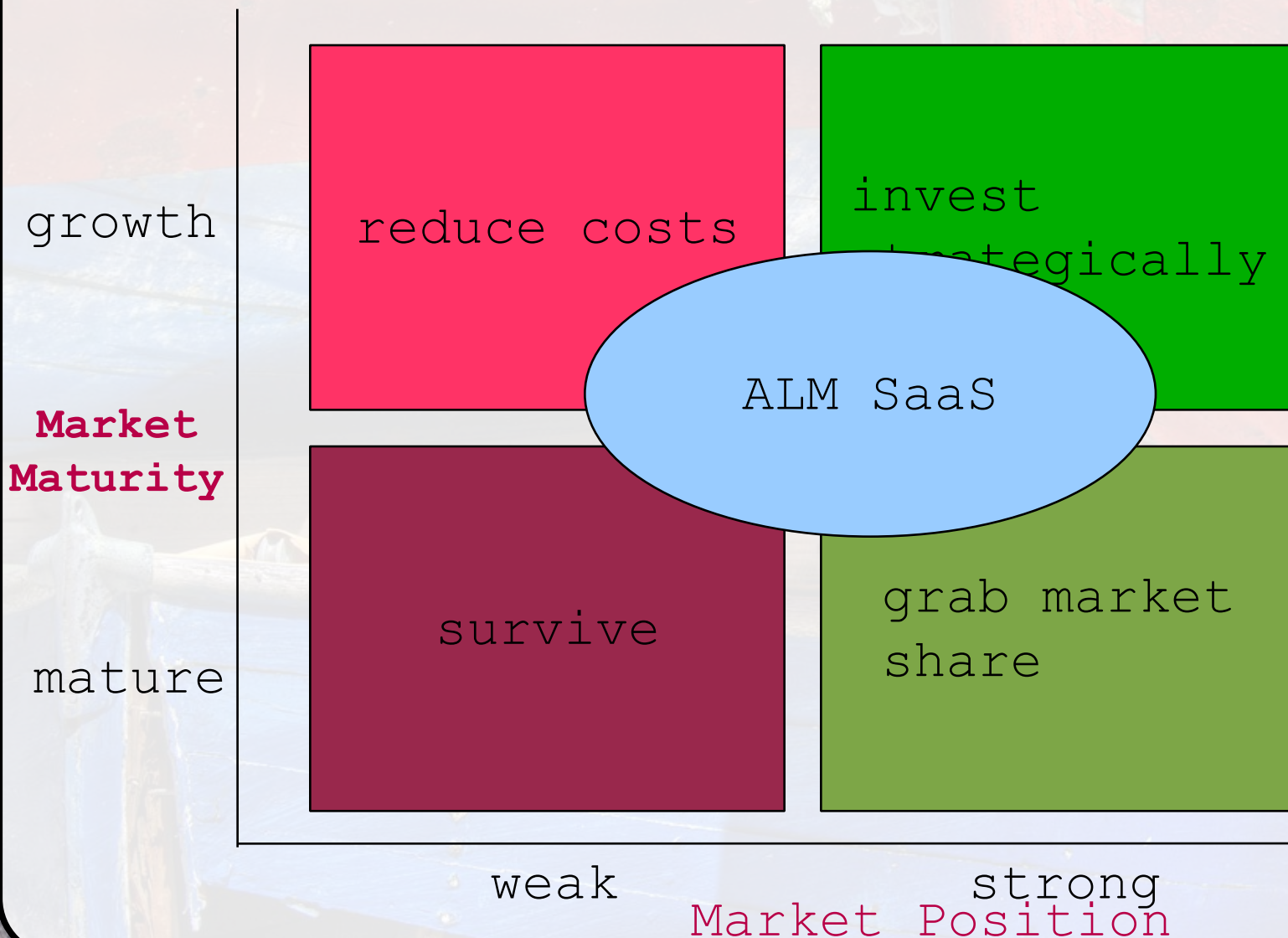
# Downturn Hides Opportunity

- Emphasize projects that optimize the business
- Emphasize projects that leverage existing business
- Deepen existing customer relationships
- Eliminate waste:
  - application portfolio management
  - unconnected tools
- ***Deepen investments in lean/agile thinking and Services orientation***

# ALM Applicability Limited In Recession



# ALM SaaS Offers Value Even Now



# Keys To Success

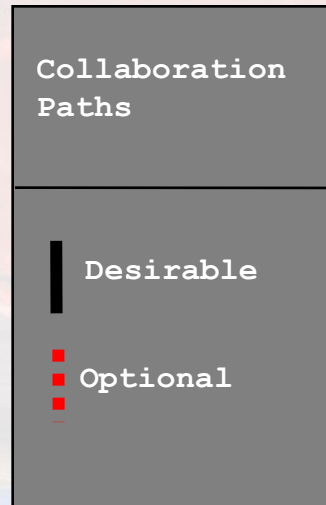
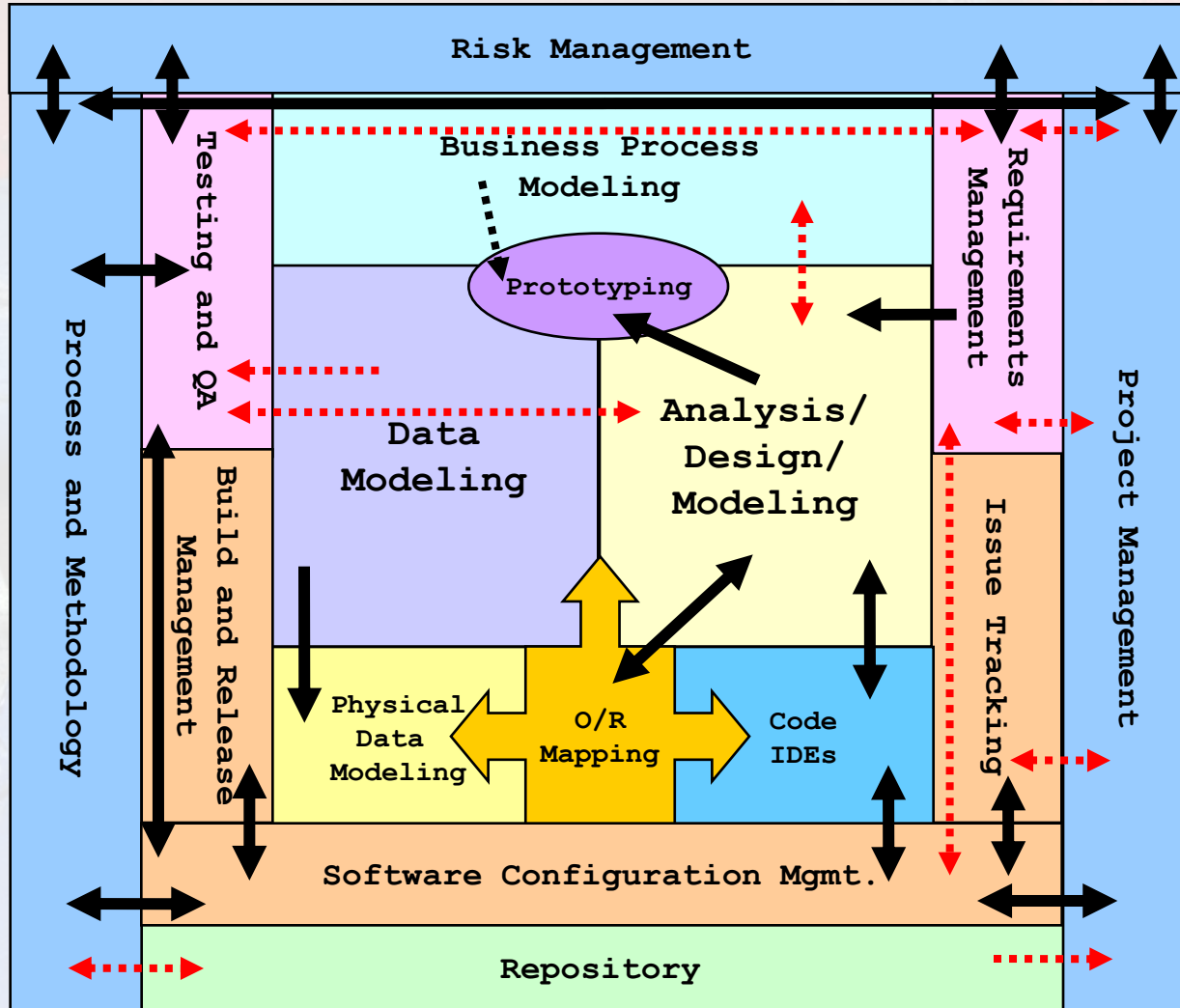
- Automate/streamline key processes
- Decrease risk through smaller iterations
- Retire anything that doesn't connect, integrate, and collaborate 24x7
- Prepare for future business regulation
- Provide integrated, fully visible view of critical data
- Practice smart consolidation
- Focus on more than cost: factor in risk, and future flexibility into ROI

# Realistic ROI for ALM Process Automation

- Realistic model of PA needed:
  - Include tool implementation, deployment and maintenance costs
  - Include process flexibility as benefit of automation
  - Include risk from errors/exceptions, debugging parallel processes
  - Include cost of process lifecycle maintenance
- Max TCO when:
  - process easy to automate
  - cost reduction of automated process is large compared to a manual invocation

Integrated, collaborative, low/no install cost solutions have the highest ROI

# Collaboration Is Expensive Across Tools



# Integration Bus Is Ideal Solution

## *Enterprise Processes*



## Service Bus

Transformation, Routing and Management

Adaptor

Adaptor

Adaptor

## *Tools*



# Think Optimize, Not Slash and Burn

- Save costs by optimizing processes and deepening integration:
  - across tools
  - across roles
  - across discrete development disciplines
- Consider not just costs, but risk and future flexibility
- Investigate and prepare for SaaS



# Cutting Development Costs with Applications Lifecycle Management

Kovair Software

March 2009

[www.Kovair.com](http://www.Kovair.com)

# Introducing Kovair

Entity Management Framework

Built-in ALM and ITSM Applications

Requirements, Test, Issues, Release, Service Request, Incidents, Problem, Change

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Entity Management Framework

User Defined Applications  
Vendor, Customer On-boarding

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## Omniprocess Process Management Technology

Entity Management Framework

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# Introducing Kovair

Omnibus Integration Bus Technology

Omniprocess Process Management Technology

Entity Management Framework

User Defined Applications  
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Built-in ALM and ITSM Applications  
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# What is Kovair?

- **Built-in and User-defined Applications**
  - A Platform with built-in Application Development and IT Management Solutions for Requirements, Development, Change, Release, Helpdesk, Incidence and Problem Management. Users can create additional custom applications using Kovair's "User Defined Entities" capability
- **Omniprocess: Process Automation Technology**
  - An industry leading Task based process engine to implement, automate and enforce micro and macro processes for each of the applications in the Kovair framework.
- **Omnibus: Integration Bus Technology**
  - A SOA based Integration Bus technology to facilitate Enterprise wide Integration and visibility of all aspects of Development and IT Management by integrating functional tools from different vendors.
- **Web Architected from the ground-up**
  - 100% Browser based with multi browser capability
  - Anytime anywhere global access

# 5 Key Ways to Reduce Cost with Kovair

- Key# 1: Single Repository Multiple Applications
- Key# 2: Integrations
- Key# 3: Process Automation
- Key# 4: Traceability across Lifecycle Entities
- Key# 5: On-Demand/ SaaS

# Key# 1

- Cost of locking out multi-functional users collaborating from day one?
  - Cost of creating a product to wrong requirements
  - Cost of late detection of problems
  - Cost of managing multiple tools

# Key# 1

- **Cost of locking out multi-functional users collaborating from day one?**
  - Cost of creating a product to wrong requirements
  - Cost of late detection of problems
  - Cost of managing multiple tools
- **Bringing all users on board:**
  - Advantages of collaborative platform for multiple ALM functions with single Repository:
    - Requirements Management
    - Test Management
    - Issues Management
    - Configuration Management
    - Risks Management
    - Release Management
    - Project Management

# Multiple Applications in Kovair

The screenshot displays the Kovair Global Lifecycle web application interface. At the top left, the logo "KOVAIR Global Lifecycle" is visible. The top right corner shows a user greeting: "Welcome Sky Basu [ Session 1 : Mar 09 2009 08:55 PM ]" with a "Logout" link. Below this, the "Workspace" is set to "Kovair High Level Demo", with links for "Workspace Setup" and "Site Setup".

The main navigation bar includes tabs for "Home", "Tasks", "Projects", "Requirements", "Design Elements", "Development Packages", "Test Sets", "Test Cases", "Issues", "Risks", "ChangeLists", "Perforce Files", "Timesheet", "Workspace", and "Settings". The "Requirements" tab is currently selected.

Below the navigation bar, there is a secondary menu with options: "List", "Create New", "Traceability", "Matrix", "Multi-Edit", "Reports", "Export", and "Import". A "Create New R" link is also present on the right side.

The "Requirements List" section is active, showing a "View" dropdown set to "Process View" with associated icons. A "Filter" dropdown is set to "All Open Items" with funnel icons. There are two search fields: "Text Search" and "ID Search", both with input boxes and a green arrow button to the right.



# Key# 2

- **Cost of multiple tools silos**
  - Cost of manual transfer of data to maintain a single version of truth
  - Missing impact between related items in different tools
  - Cost due to lack of management visibility

# Key# 2

- **Cost of multiple tools silos**
  - Cost of manual transfer of data to maintain a single version of truth
  - Missing impact between related items in different tools
  - Cost due to lack of management visibility
- **Integrated Ecosystem of Tools:**
  - Advantage of an Integration Bus technology
  - Unified multi-data repository & consolidated reporting
  - Process capability enabled across multiple tools

# Kovair Multi-repository ALM with Omnibus Integrations

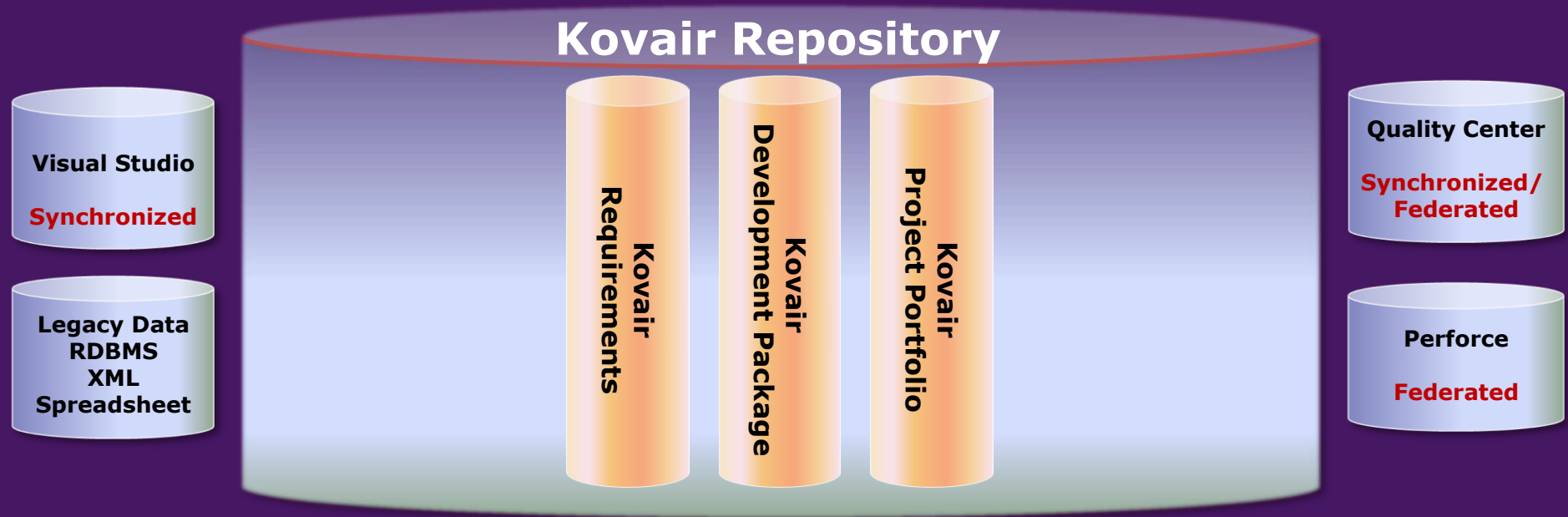
**Visual Studio**  
**Synchronized**

**Legacy Data**  
**RDBMS**  
**XML**  
**Spreadsheet**

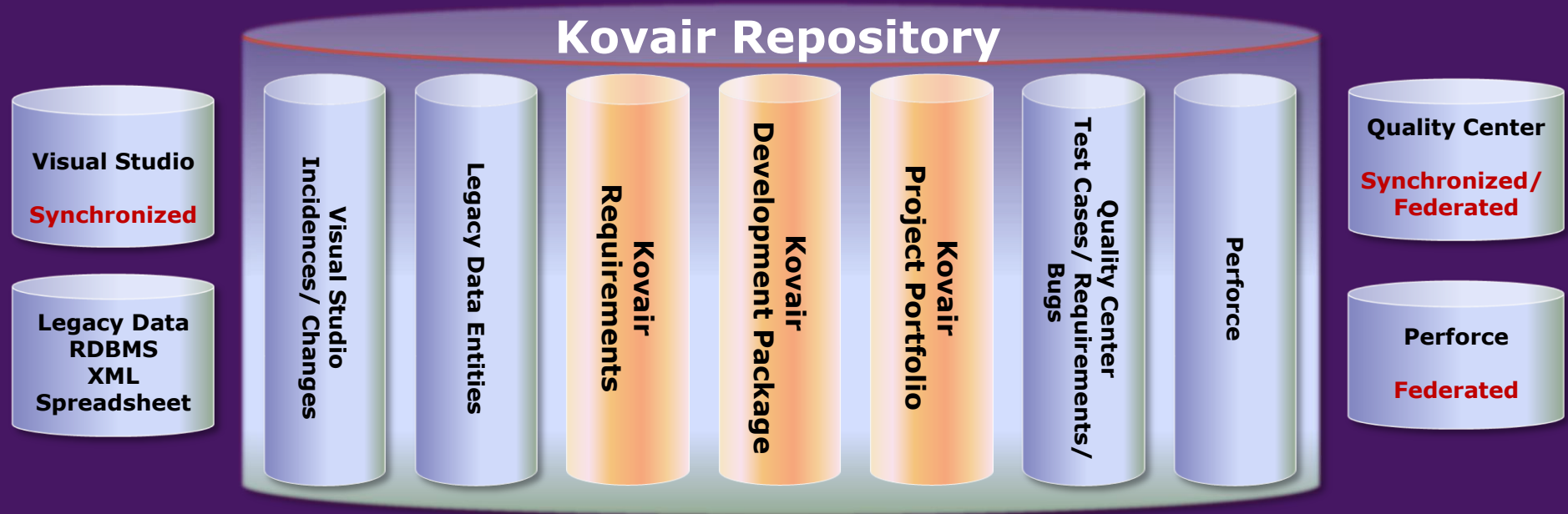
**Quality Center**  
**Synchronized/  
Federated**

**Perforce**  
**Federated**

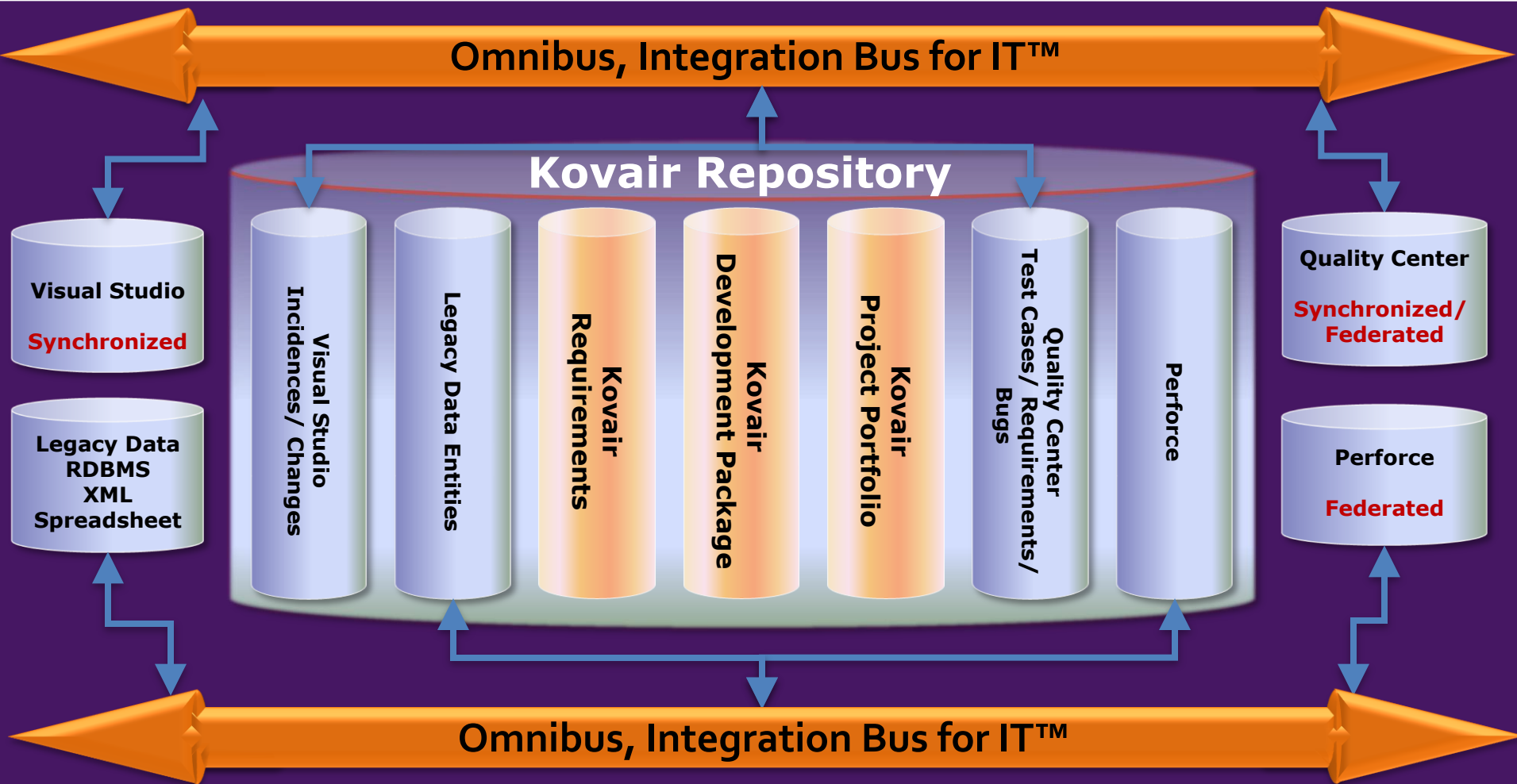
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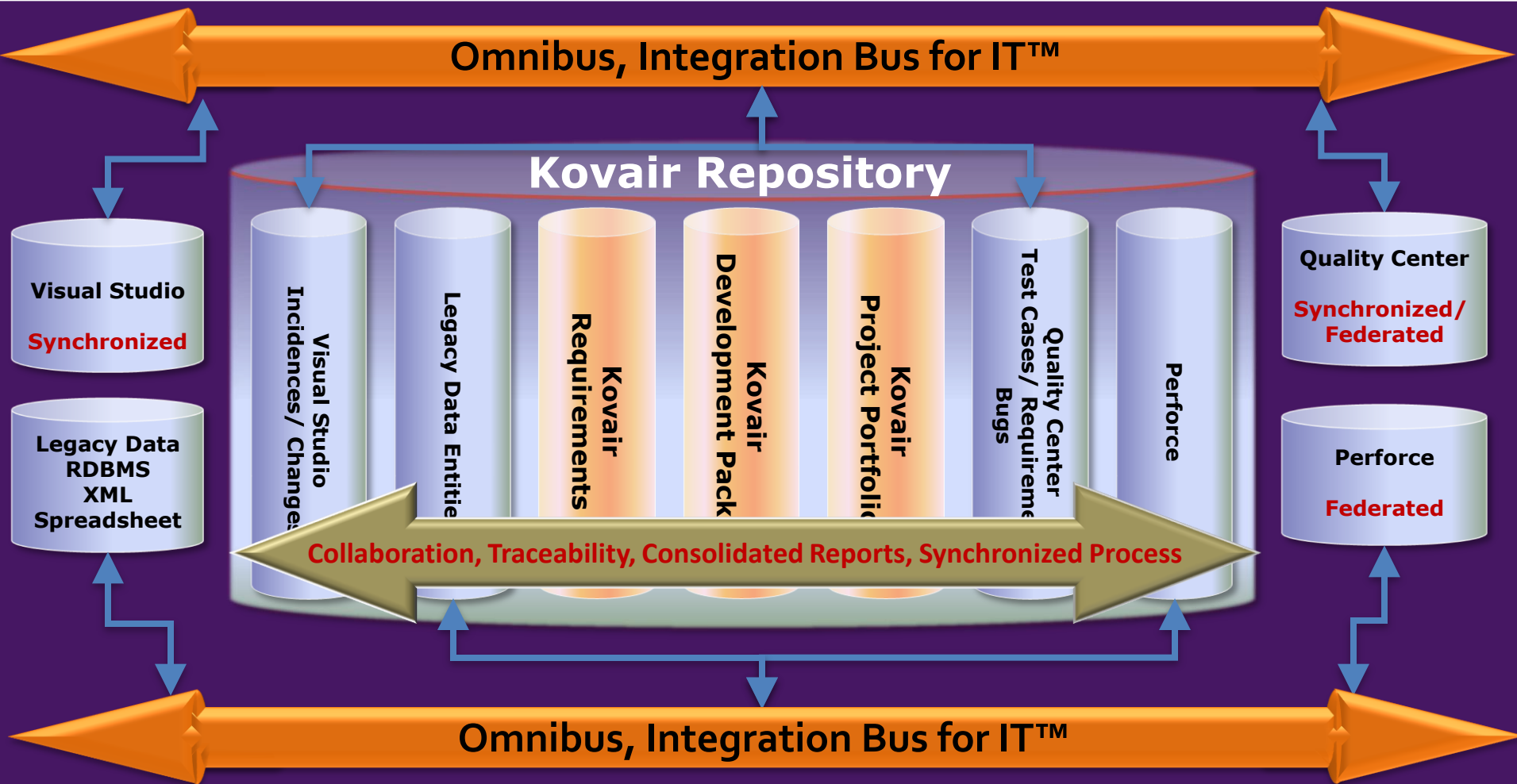
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# Kovair Multi-repository ALM with Omnibus Integrations



# Key# 3

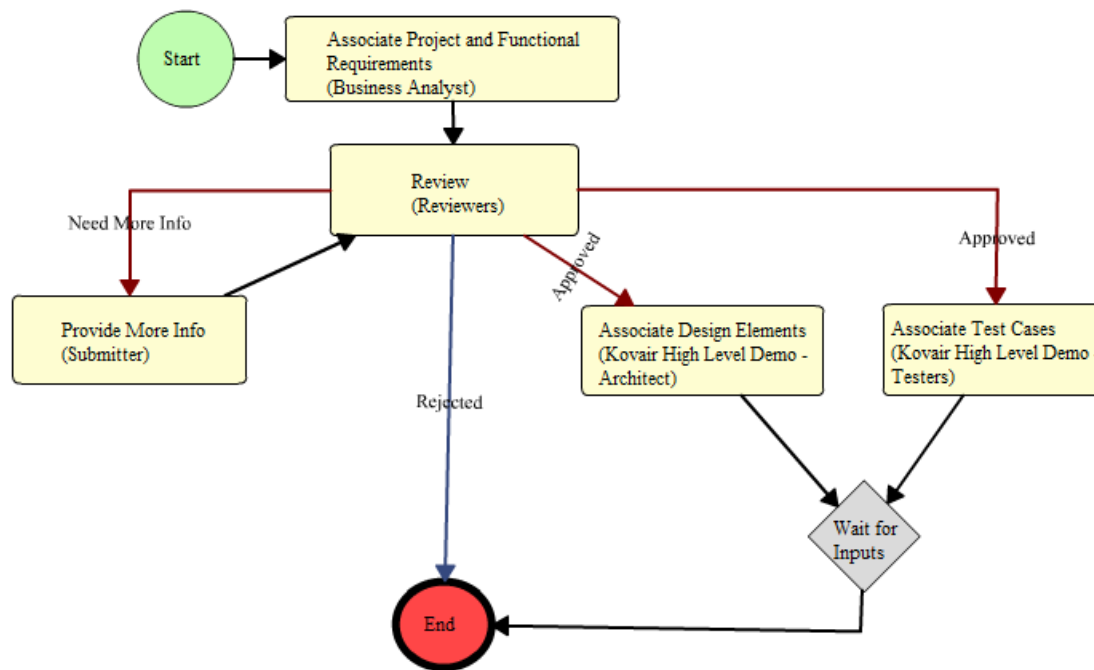
- **Cost of Development without process**
  - Cost of lack of control in workflow management
  - Cost of lack of visibility – who is doing what and when
  - Cost of overrun surprises

# Key# 3

- **Cost of Development without process**
  - Cost of lack of control in workflow management
  - Cost of lack of visibility – who is doing what and when
  - Cost of overrun surprises
- **Automated Process Management:**
  - Advantage of consistent Process and Process Automation.
  - Challenges of trying to implement manual process for a distributed team.
  - Parallel task based process reduces cycle time
  - Advantages of Metrics, Reports and Dashboards

# Requirements Process

Process: Default Process(Design)



Nodes



Step



Activity



Delay



Join



Sync



Service

# Key# 4

- Cost of breaking “things” unwittingly as you make changes
  - Cost of expensive rework
  - Cost of lost productivity or worse - customer dissatisfaction

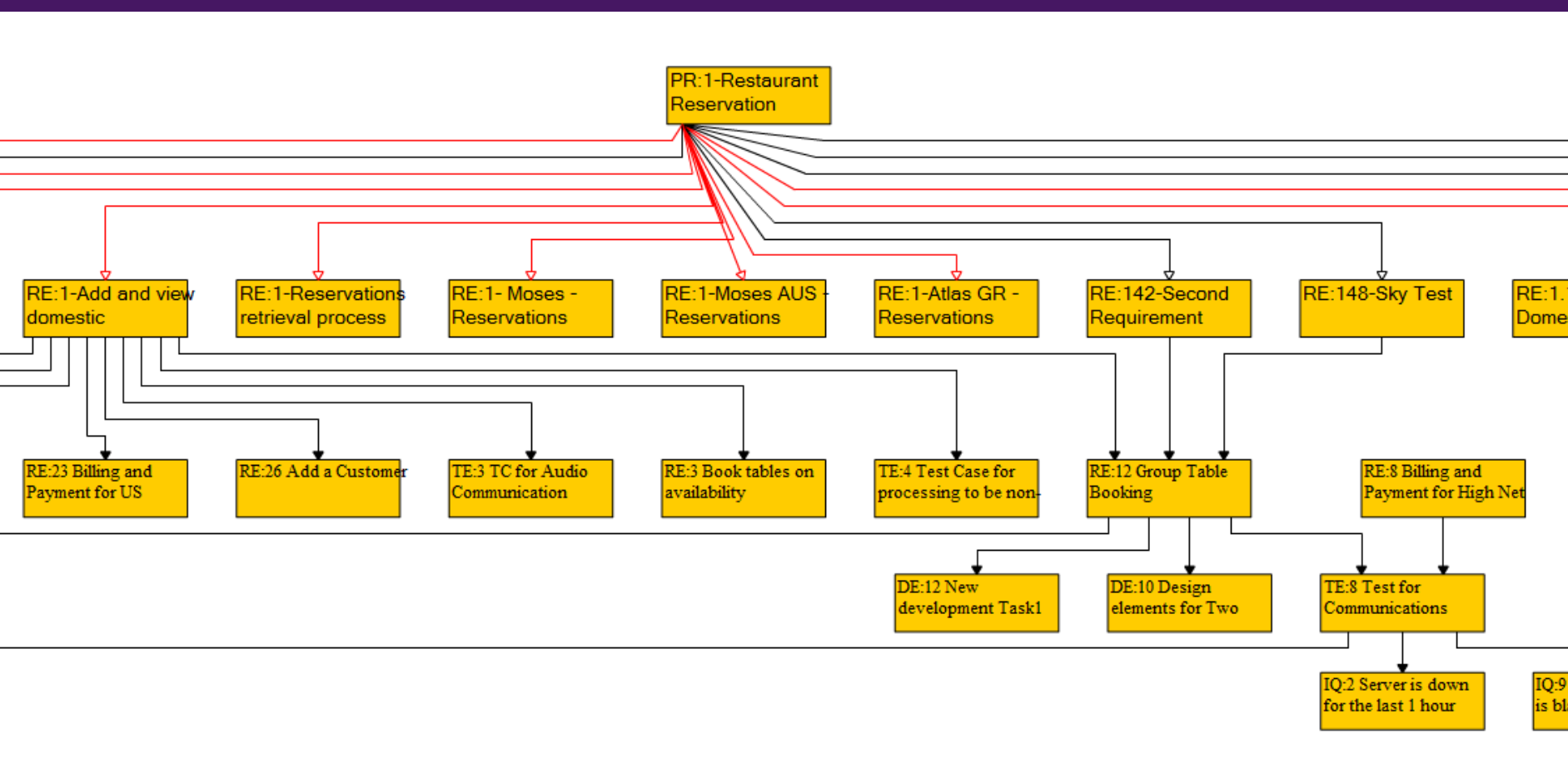
# Key# 4

- **Cost of breaking “things” unwittingly as you make changes**
  - Cost of expensive rework
  - Cost of lost productivity or worse - customer dissatisfaction
- **Traceability across Lifecycle Entities:**
  - Advantages of Traceability across various objects and artifacts across the lifecycle including Requirements, Testcases, Issues, Releases, Projects etc.
  - Proactive and Reactive Impact Analysis

# Traceability Hierarchy

ID	Title	Company	Status	Project Type				
1	<a href="#">Restaurant Reservation System</a>	Tropicana	In Progress	Application Development				
Project to Requirement		ID	Title	Req Type	Priority	Priority Flags	Criticality	Re
		1	<a href="#">Add and view domestic reservations</a>	Customer	4-Very High		3-High	Ne
Requirement to Requirement		ID	Title	Req Type	Priority	Priority Flags	Criticality	
		3	<a href="#">Book tables on availability</a>	Customer	5-Urgent		2-Medium	
		6	<a href="#">Add a reservation for a domestic customer</a>	Functional	5-Urgent		5-Urgent	
		12	<a href="#">Group Table Booking</a>	Functional	5-Urgent		3-High	
Requirement to Test Case		ID	Title	Test Type	Priority	Modules		
		8	<a href="#">Test for Communications Control Unit</a>	LR-Scenario		Process		
Test Case to Issue		ID	Title	Issue Type	Issue Status	Priority	Detected	
		2	<a href="#">Server is down for the last 1 hour</a>	Defect		1-Low		
		6	<a href="#">Policy engine is not working</a>					
		9	<a href="#">Execution History is blank for the executed Business Rules</a>	Defect		2-Medium	Ted Teste	
Requirement to Design Element		ID	Title	Design Type	Design Status	Priority		
		3	<a href="#">Design Element for mobile setup module</a>	Database Design	Submitted	2-Medium		
		10	<a href="#">Design elements for Two Dimensional Form</a>	Database Design	Submitted	2-Medium		

# Traceability Network



# Traceability Matrix

Relation Matrix																						
Page 1 1		Select Relation Requirement to Test Case																				
Requirements	Test Cases	1	1	2	3	4	5	5	6	7	8	9	10	11	12	13	13	14	14	15	15	16
Add, edit and view domestic reservations	1				↗	↗				↗												
Reservations retrieval process (Atla...	1																					
Moses - Reservations retrieval Proce...	1									↗												
Quickly add and view domestic reserva...	1																					

Double click on any cell to create a new relation.

Export Page    Export All

# Key# 5

- Cost of acquiring ALM capabilities in a tight capital budget world
  - Cost of capital commitment before actual usage
  - Cost of effort and lost opportunity in search of the right tool – long cycle times

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- **Cost of acquiring ALM capabilities in a tight capital budget world**
  - Cost of capital commitment before actual usage
  - Cost of effort and lost opportunity in search of the right tool – long cycle times
- **Introducing On-Demand/ SaaS:**
  - Low initial investment
  - Pay as you go
  - Advantage of Enterprise Class Solutions

## Kovair Announces

Availability of Kovair SaaS/ On-demand Effective  
March 31, 2009

Visit [www.kovair.com](http://www.kovair.com) for a free trial on or after  
that date

# KOVAIR

Global Lifecycle™

Q&A

**Contact**

[sales@kovair.com](mailto:sales@kovair.com)

408-262-0200 Press 1

# Questions and Answers

Please post your questions now using the “Ask a Question” box on left side of the screen

*And the Winner is...*



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