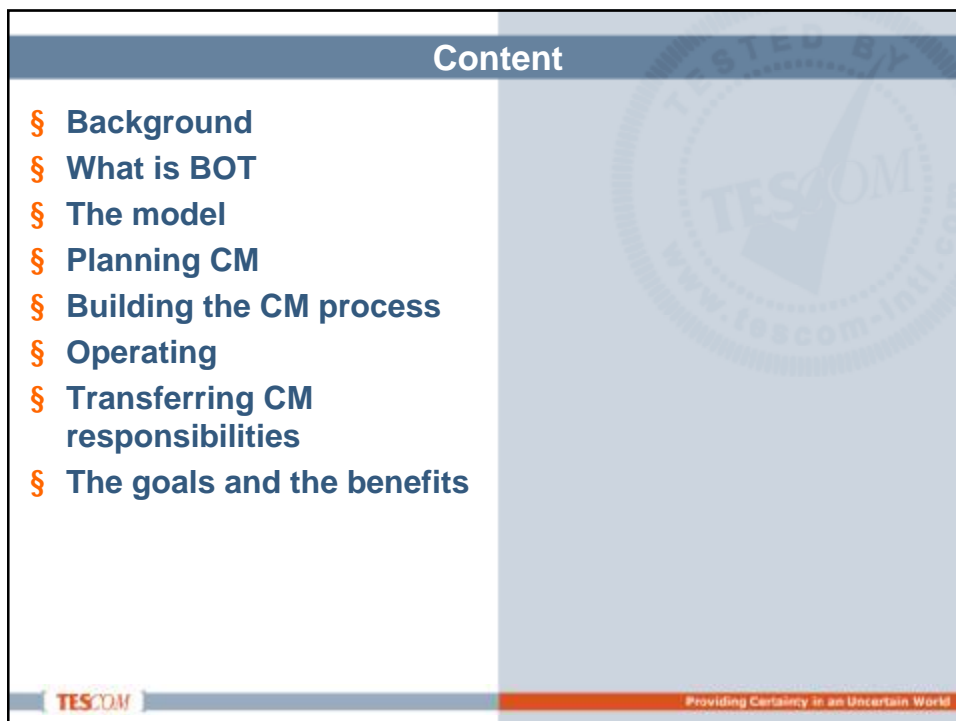


CM Infrastructure
Improving ROI for modern business

CM B.O.T Approach – Build Operate Transfer

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Content


- § Background
- § What is BOT
- § The model
- § Planning CM
- § Building the CM process
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- § The goals and the benefits

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Background


- § The C-Level CM Dilemma
 - § We certainly need it but “Should it be done now” ?!
- § ROI vs. BOT – pro and cons
- § The B.O.T - Approach
 - § Why it's possible
 - § Who benefits
 - § How should be done



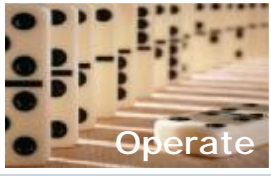
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What is B.O.T (Build – Operate – Transfer) ?


- § B.O.T is an approach used in infrastructure development projects such as roads, bridges, power plants, health. It is based on the assumption that supplier-companies have the means to migrate the Return On Investment issue from the client to the supplier.



Build



Operate



Transfer

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The MODEL

Pre BOT:

- Calculate the on going "damage"
- Define the needed CM extent - and the SOW
- Set the time period of "operate"

Build

Operate

Transfer

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The MODEL

§ The on going "damage" – an example.

Problem Manifestation	Loss in - \$
Recurring Bugs	45,000
Manual integration & Build	35,000
Degree/Lack-of of reuse	75,000
Inefficient Variant & patch policy	60,000
Multiple Manual processes	150,000
Yearly Total Loss	365,000


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Planning CM: Strategy Document - SOW

§ **Defining the needed CM solution (including the SOW) and the time period extent.**

- § CM Methodology
- § CM Processes
- § Tool recommendation
- § Budget
- § Timetable
- § Workplan
- § Metrics




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Building the CM Process

Stage 1 - Build

- § **Upgrading CM: procedures and tool selection**
- § **Initial implementation on a selected Project (Pilot).**
- § **Full deployment.**



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Operating

§ **Stage 2 - Operate (on going CM)**
CM Extended Maintenance and Support :

- § Administration and Help line
- § Tool upgrades, new projects and users
- § on-going CM activities
- § Implementation of new features and processes.
- § Training
- § Documentation
- § Etc.



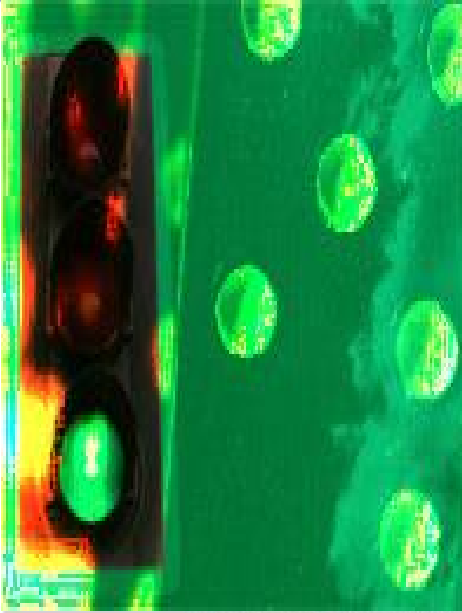
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Transferring CM Responsibilities

§ **Stage 3 - Transfer**

§ A structured knowledge transfer process of all the information pertaining the CM System:

- § Documentation
- § Training
- § On job training
- § Gradual responsibility transfer
- § Fading out with “level three” support




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The Goals and the Benefits of the BOT Approach

Solving the C-level infrastructure dilemma:

- § The Company **continues focusing** on its core business while having the benefits of the needed development infrastructure.
- § The BOT approach is flexible and can be changed along the way, if the parameters of the cost/cash flow \leftrightarrow control equation change
- § Since all the parameters are transparent, efficiency and win-win can be easily reached.



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Thank You!

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