"The Hidden Truths of Being a Successful Acquirer"

Hubert Hofmann

General Motors Corporation
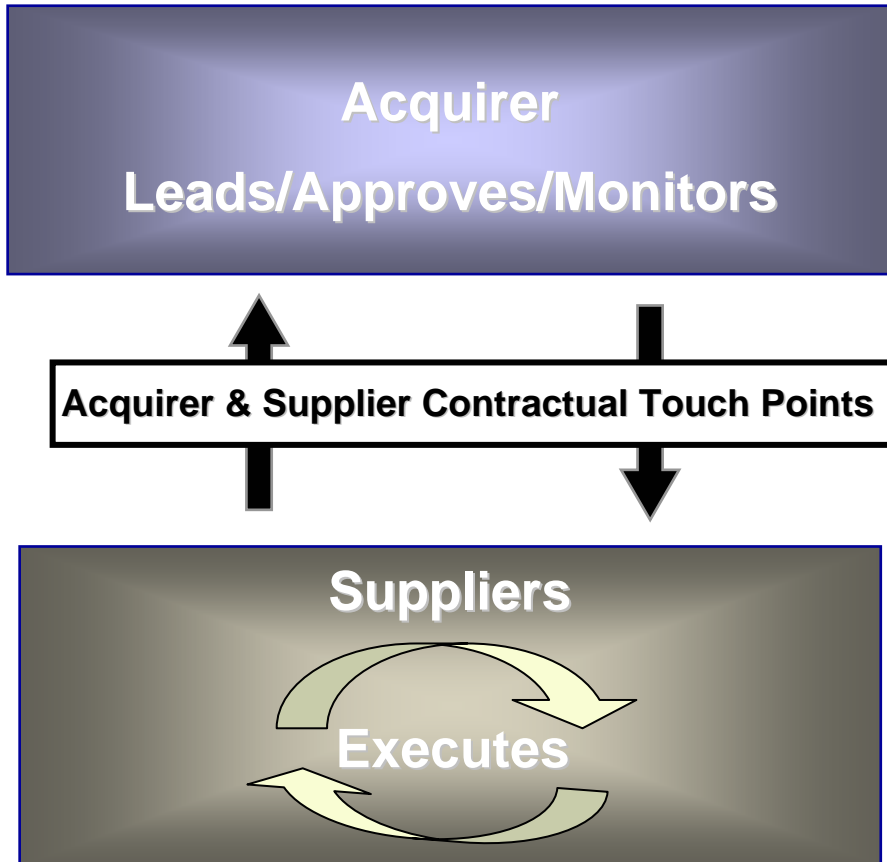
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November 14, 2006

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Acquirer vs. Supplier Roles

Acquirer

Leads/Approves/Monitors

Acquirer & Supplier Contractual Touch Points

Suppliers

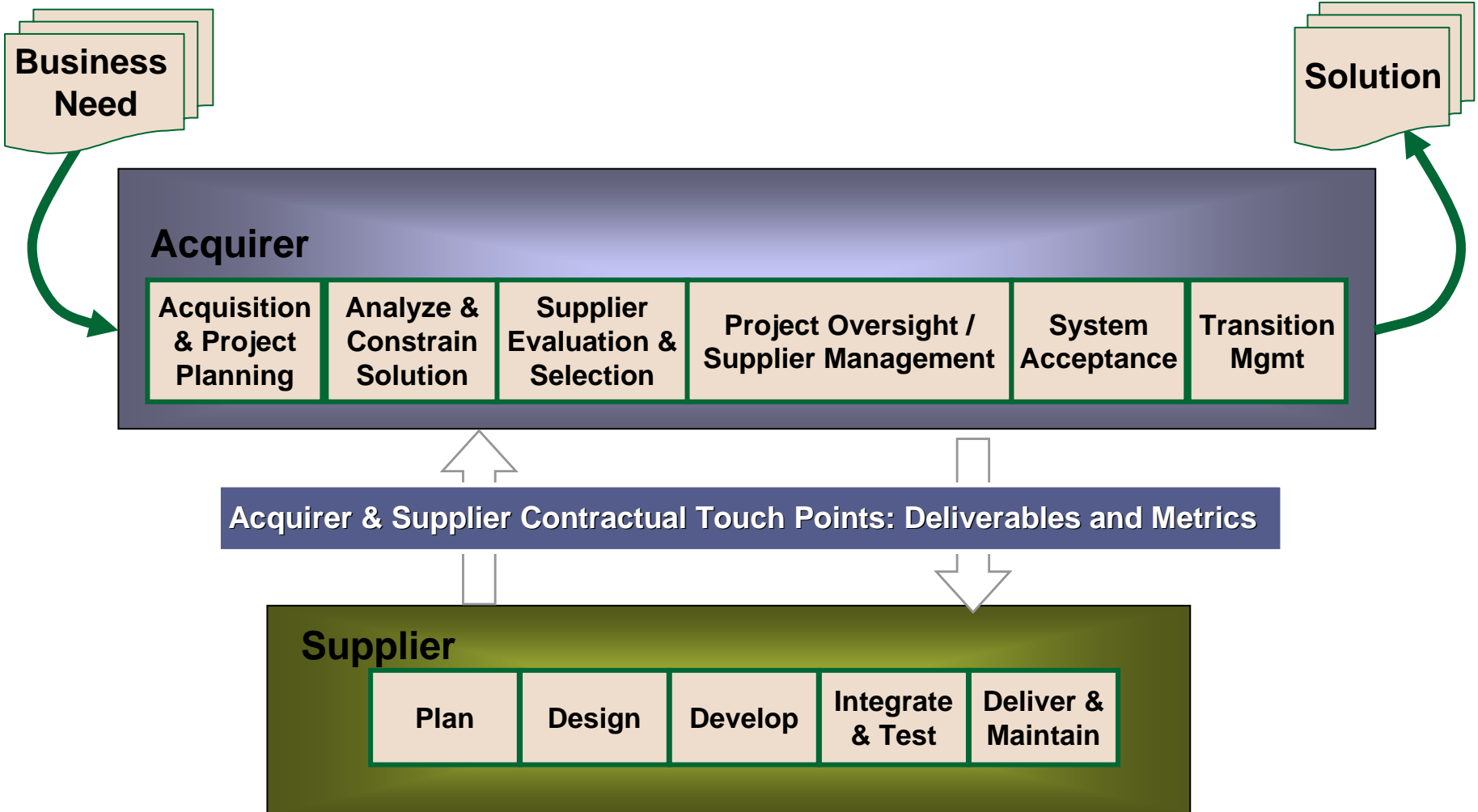**Executes**

Key Acquirer Roles*

- Business analysis/relationship management (incl. requirements)
- Contract development & supplier management
- Program ownership / project management
- Technical architecture, standards, security
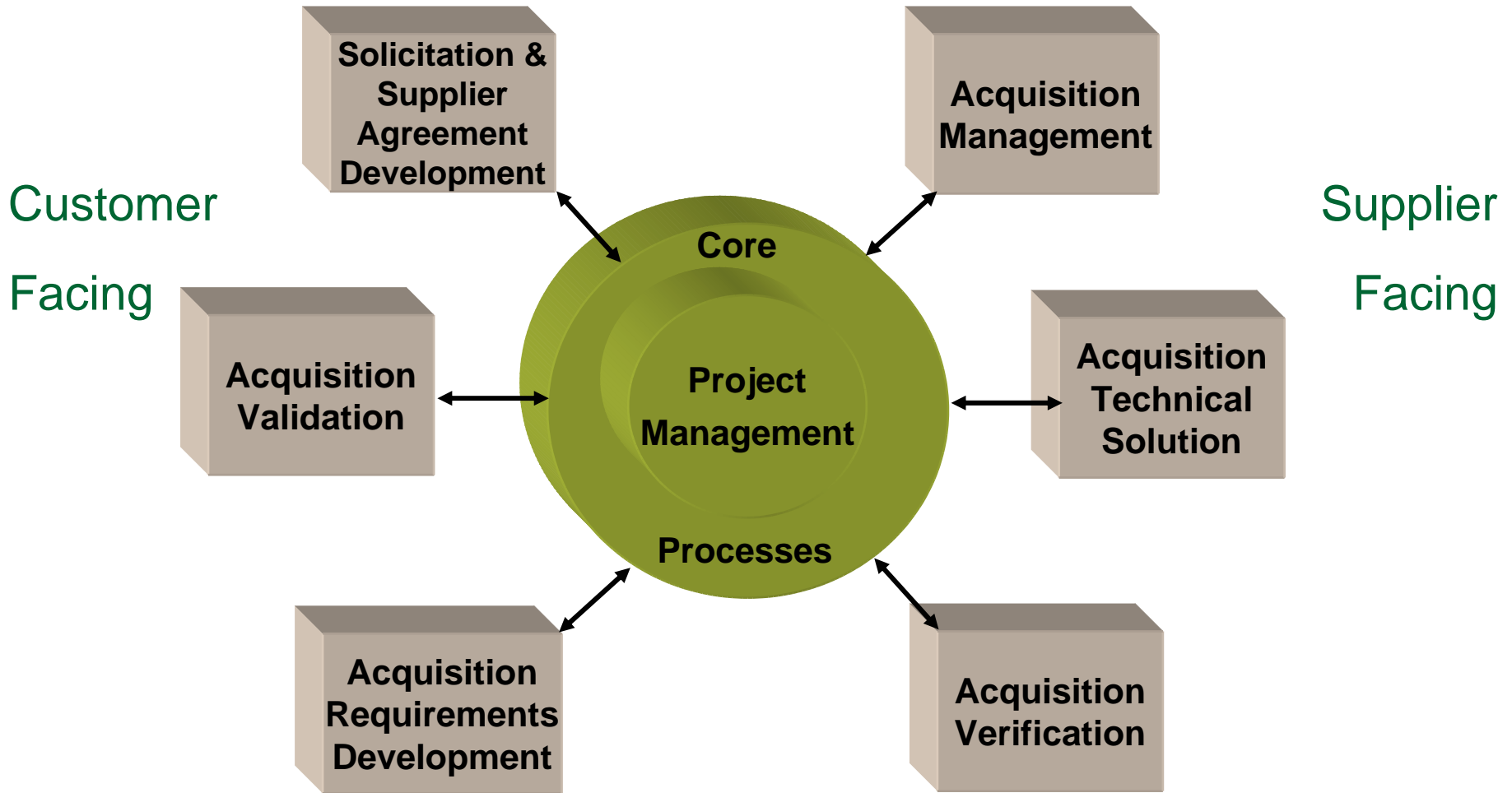
Key Supplier Roles

- Application Design/Development
- System Maintenance
- Desktop / Service / Help Desk
- Hosting
- Data center / mainframe

* **Based on Forrester, "Functions to Retain when Outsourcing" (July 2004)**

Minimum Set of Acquirer Practices

Business Need

Solution

Acquirer

Acquisition & Project Planning	Analyze & Constrain Solution	Supplier Evaluation & Selection	Project Oversight / Supplier Management	System Acceptance	Transition Mgmt

Acquirer & Supplier Contractual Touch Points: Deliverables and Metrics

Supplier

Plan	Design	Develop	Integrate & Test	Deliver & Maintain

Initial CMMI for Acquisition: A Lean Model

Customer Facing

Supplier Facing

Solicitation & Supplier Agreement Development

Acquisition Management

Acquisition Validation

Acquisition Technical Solution

Core

Project Management

Processes

Acquisition Requirements Development

Acquisition Verification

Tips for Success

"…three-years, and then align them with the monies available to continue to support technology.

The acquisition strategy covers the acquisition approach, business considerations, supplier agreement types and support of the technology solutions. Each of these strategy elements offers a …"

Tip: Carefully calibrate strategic choices for the acquisition strategy

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CMMI®
for Outsourcing
Guidelines for Software, Systems, and IT Acquisition

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