

Improving Project Proposal Quality via CMMI

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Chen Wang
Institute for Information Industry, Taiwan
www.iii.org.tw

1. The Problem
2. The Need
3. The Solution
 - 3.1 Mapping of CMMI
 - 3.2 Approach
 - 3.3 Constraints
4. Case Study
5. Summary

Congratulations

for your CMMI certification !



But...

you got to have %A Project+first !

However...

Proposal

Project Life Cycle

Project Kick-off



1. The process for setting-up a project is not well defined and managed.
2. The transition from proposal to project life cycle is not smooth and efficient.

Proposal

Project Life Cycle

Project Kick-off



Improving Processes For Better Proposal and Transition

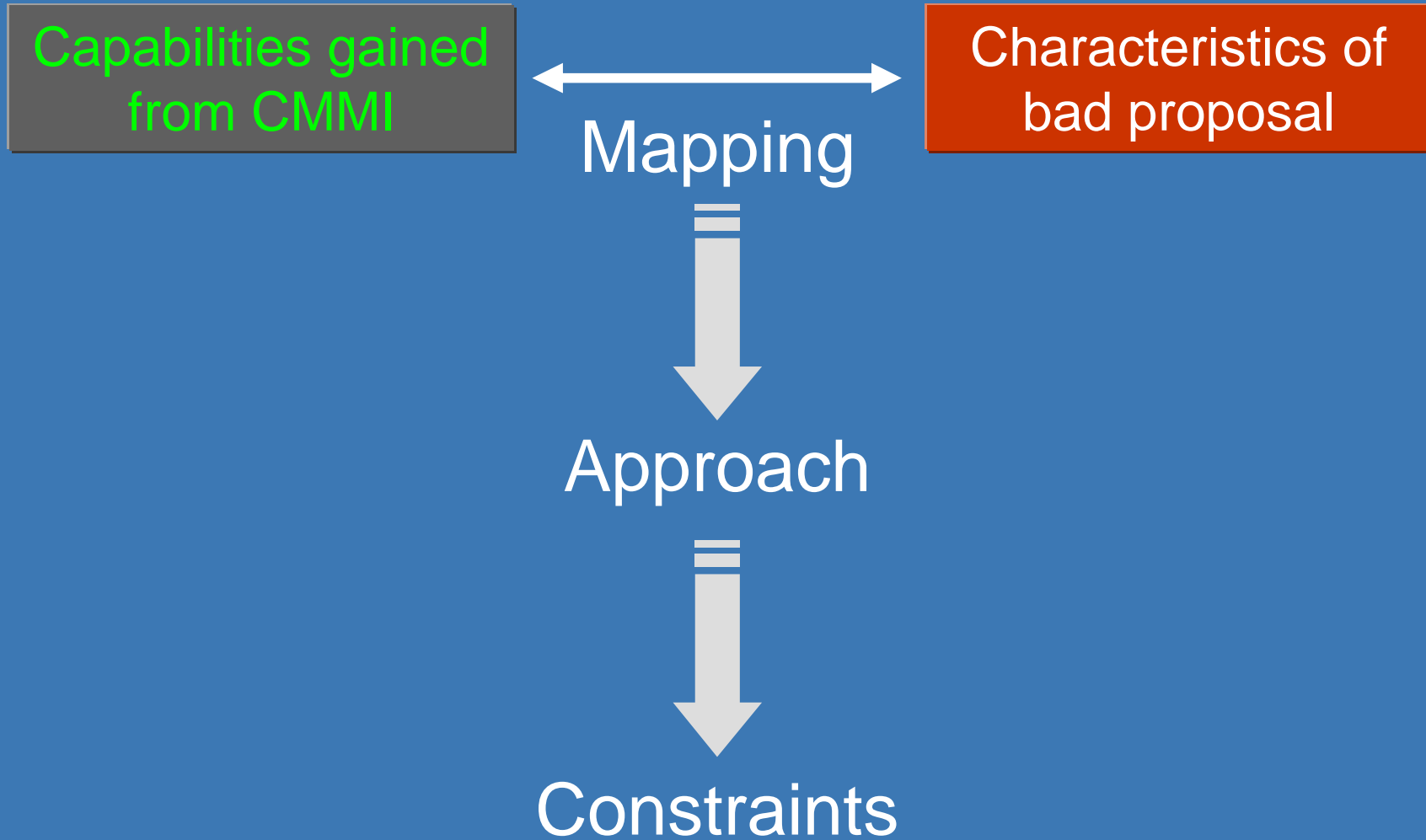
Improving Processes

For

Better **Proposal** and **Transition**

Proposal to respond to RFP

Transition to transfer to project life cycle





Your Customer



Your Proposal

1. I am not sure and you sure don't know syndrome.
2. Products/services are not tangible to customers.
3. Only functional requirements are addressed.
4. Hard for customer to know project status.
5. Not addressed from a %service+viewpoint.

Characteristics of bad proposal

The light version of these PAs

1. Not Sure syndrome.

RD

REQM

VAL

PPQA

2. Not tangible.

RD

REQM

3. Only functional req.

RD

REQM

PP

4. Hard to know status.

PMC

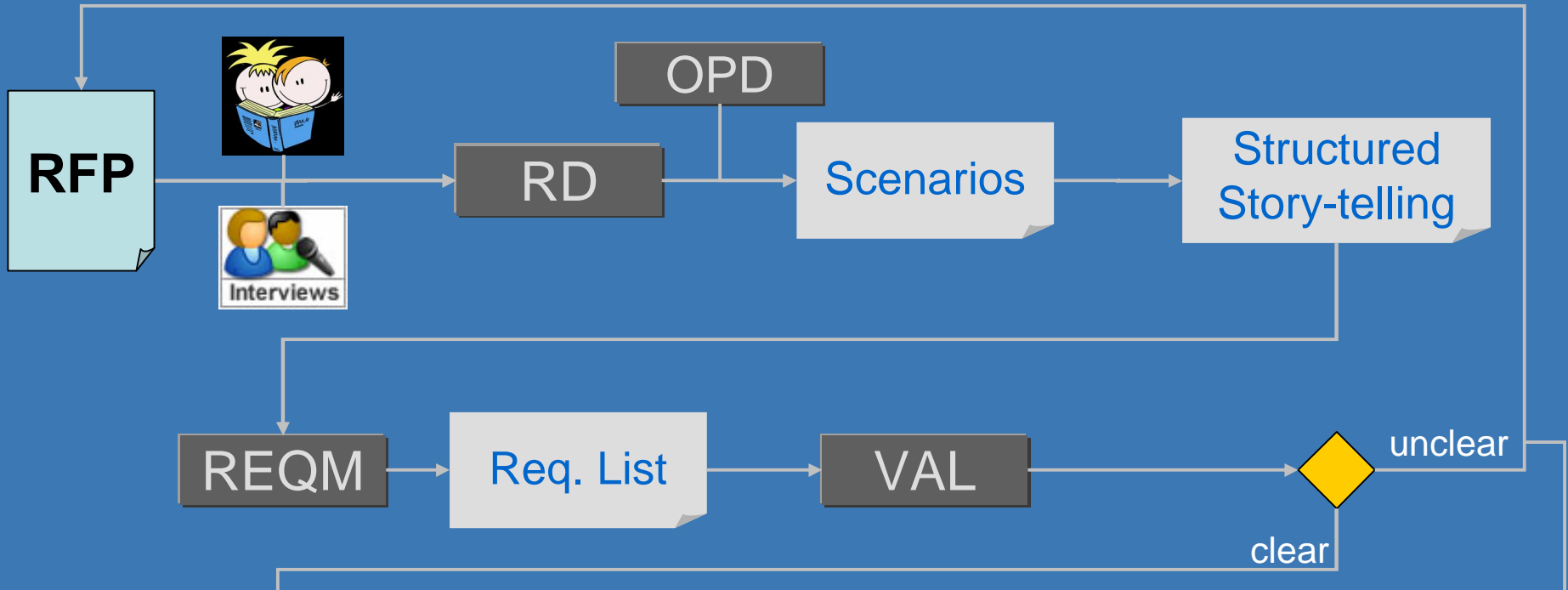
PP

RSKM

5. No service viewpoint.

RD

OPD



Solution

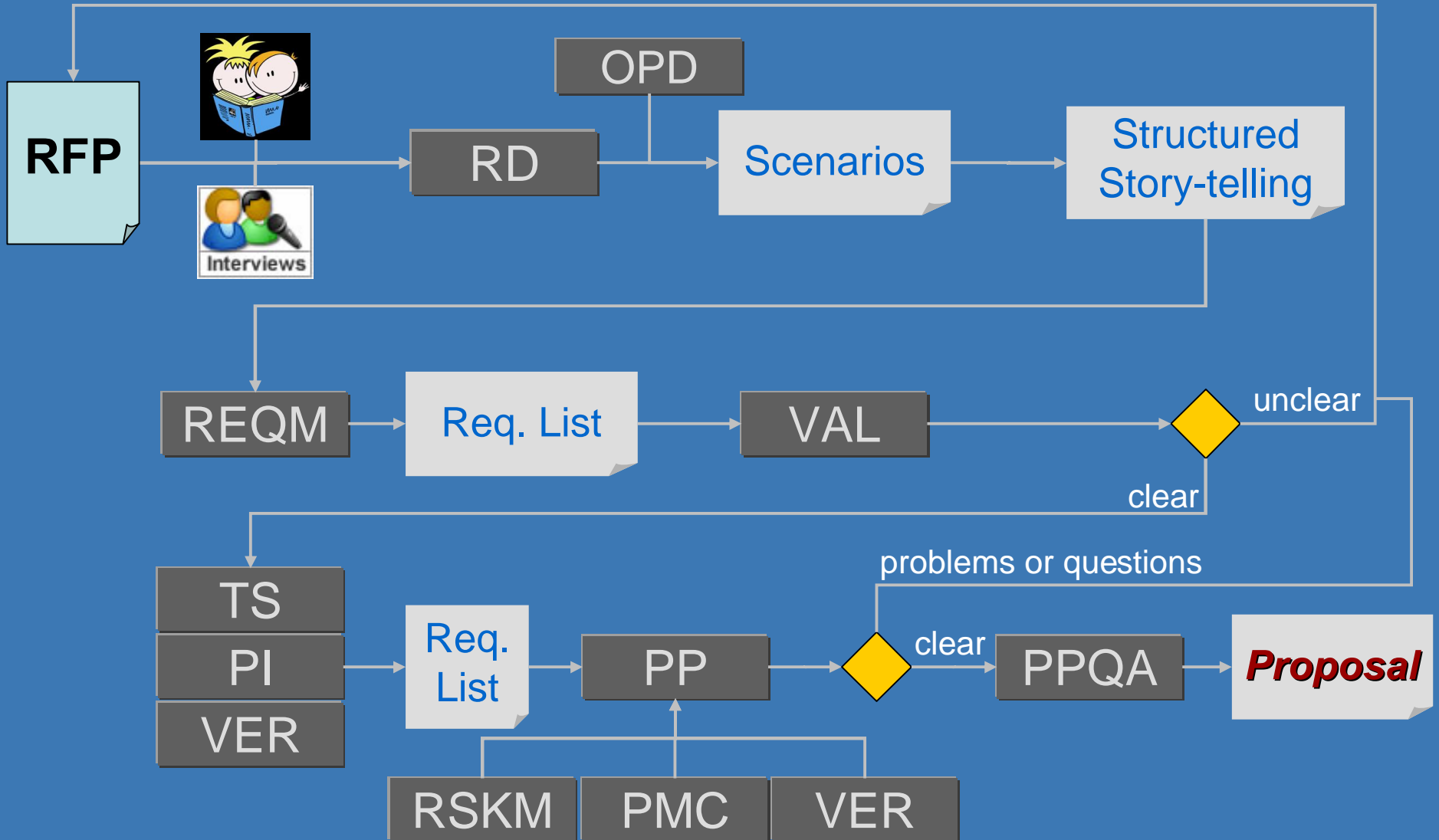
Case Study

Summary

Mapping

▶ Approach

Constraints



More applicable for :

1. New or less familiar domain
2. Quality-oriented acquisition
3. Service-oriented viewpoint
4. Demanding, new or smart customer
5. Strategic customer
6. Fair solicitation environment

RFID Application



RFID-enabled gas tank life cycle management solution

What we are good at

What customer wants

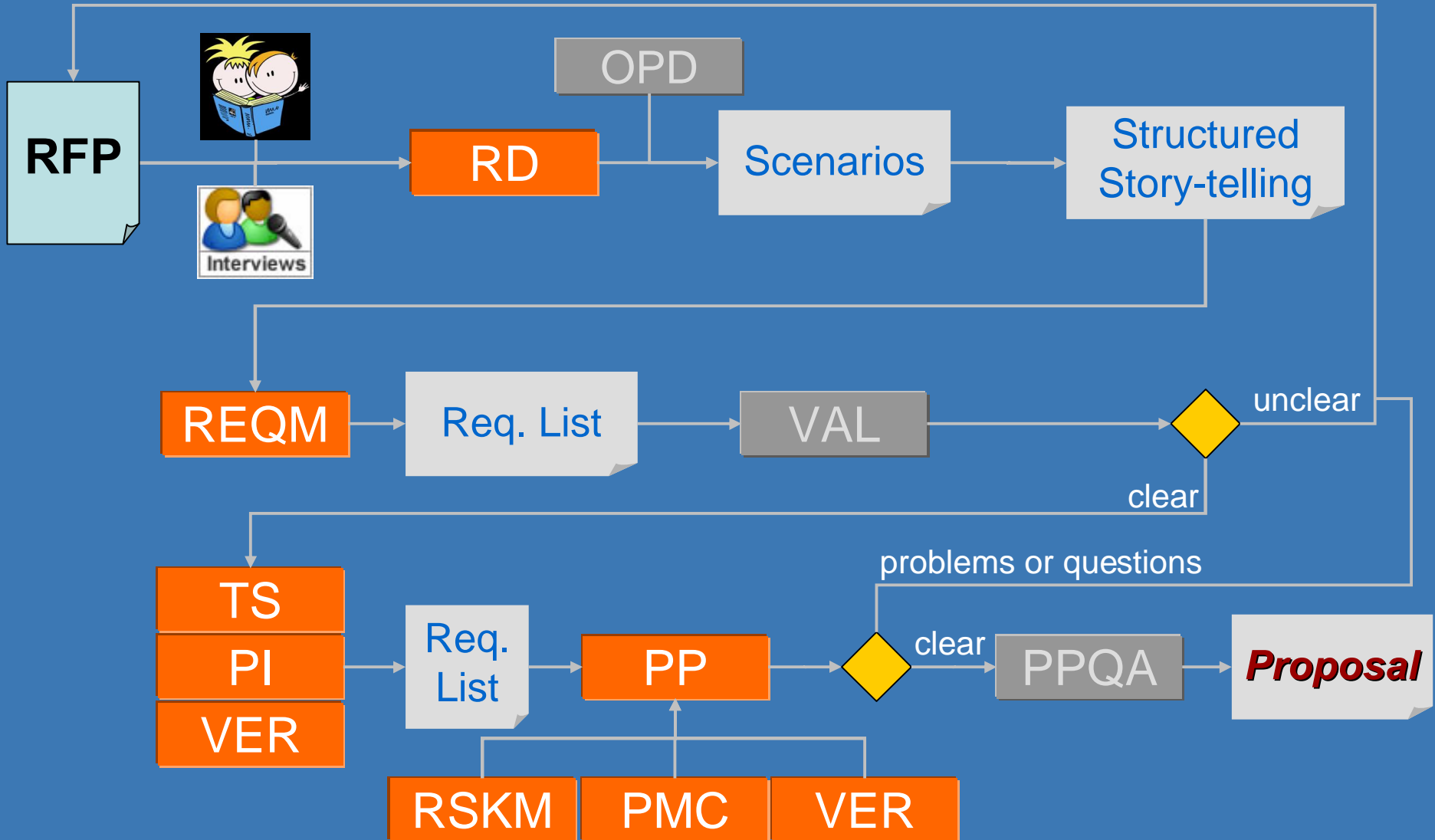
What we are good at
: RFID Application



RFID-enabled gas tank
life cycle management solution

More applicable for :

1. **New or less familiar domain**
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Solution

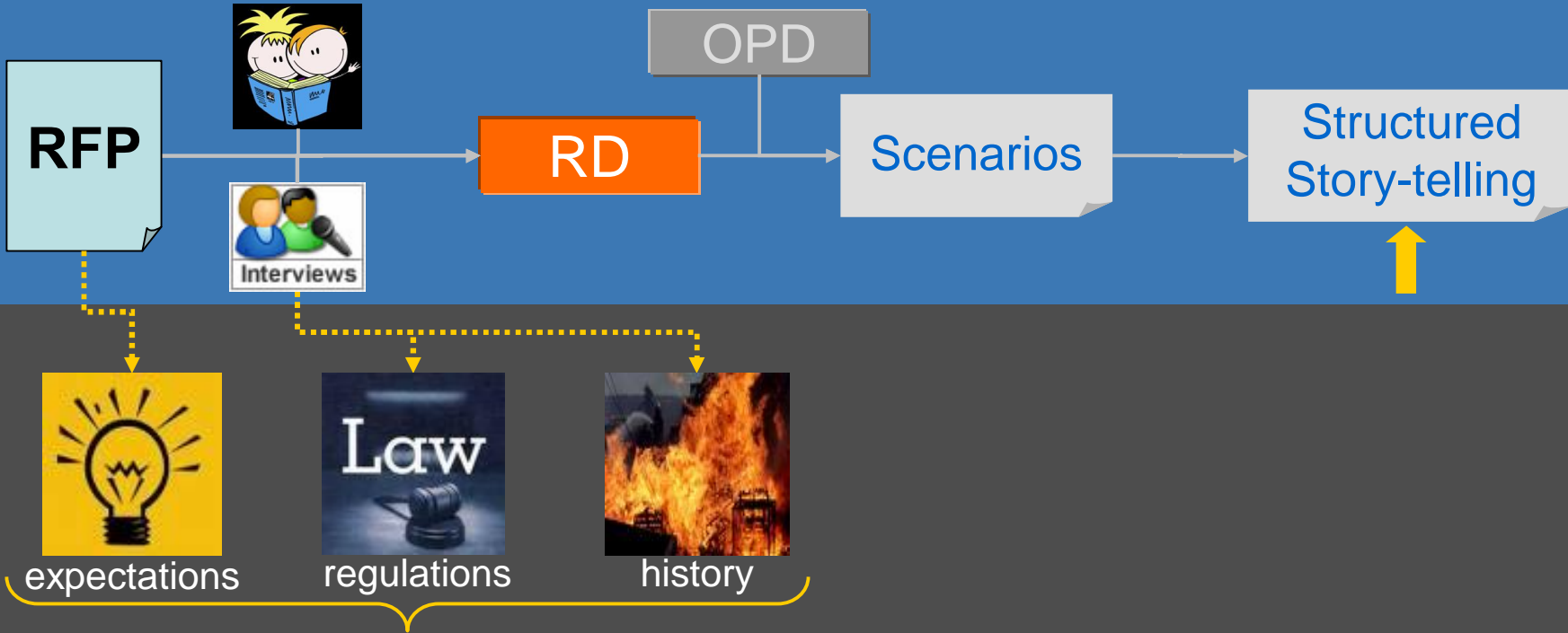
Case Study

Summary

Background

▶ Approach

Result



Solution

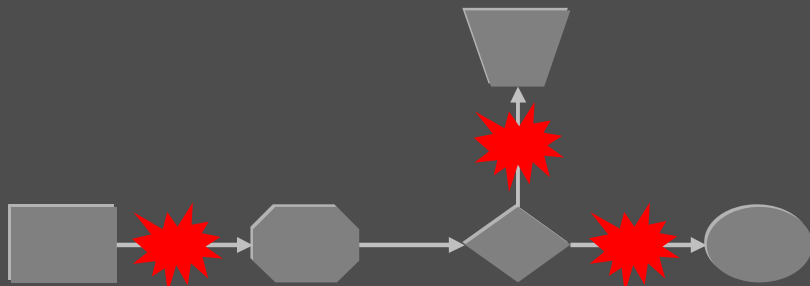
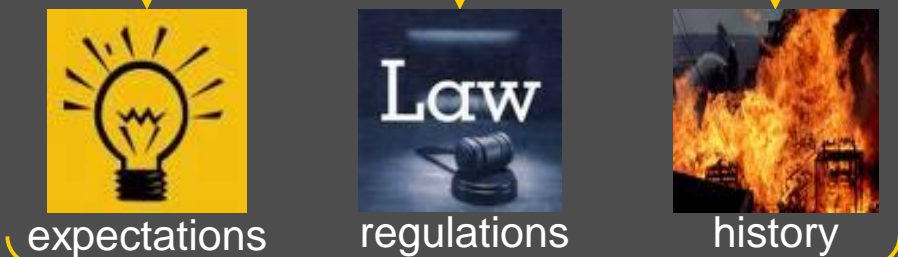
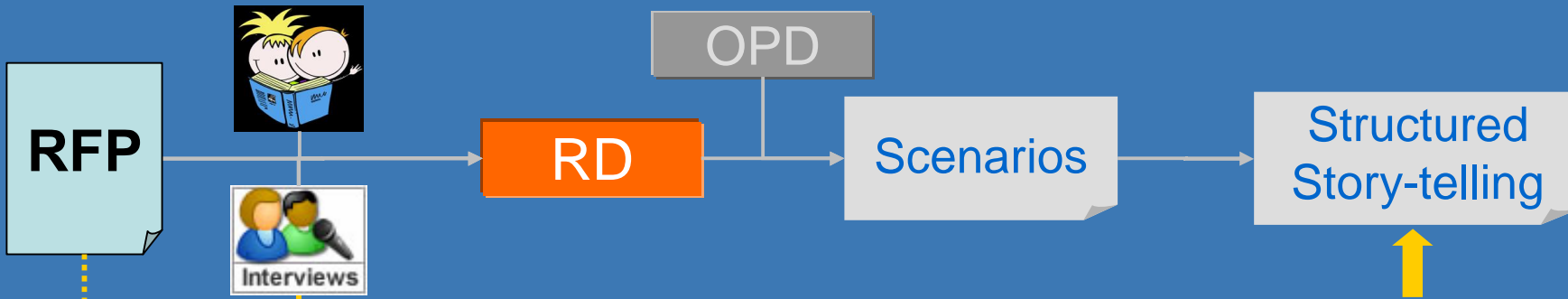
Case Study

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The current process and associated problems

Innovation Compassion Effectiveness

Solution

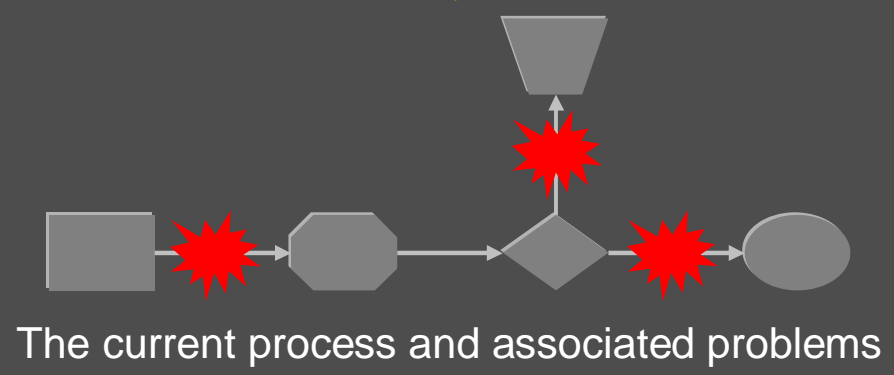
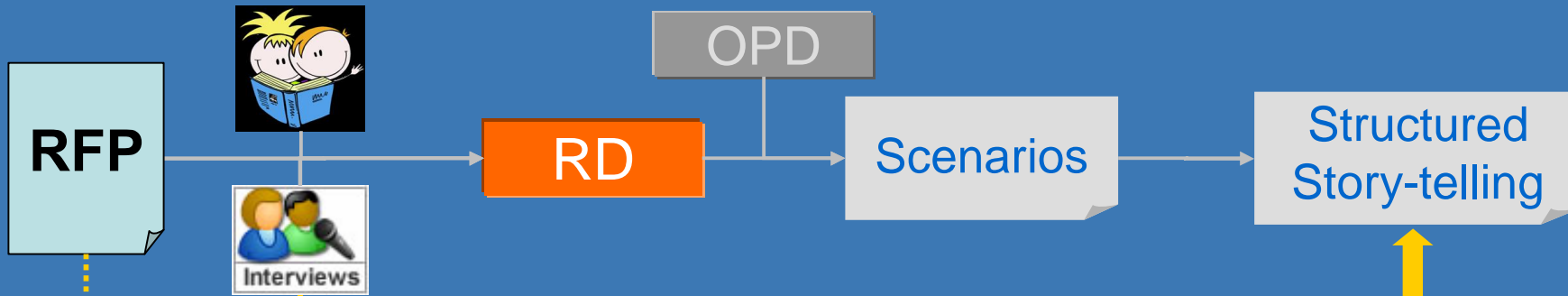
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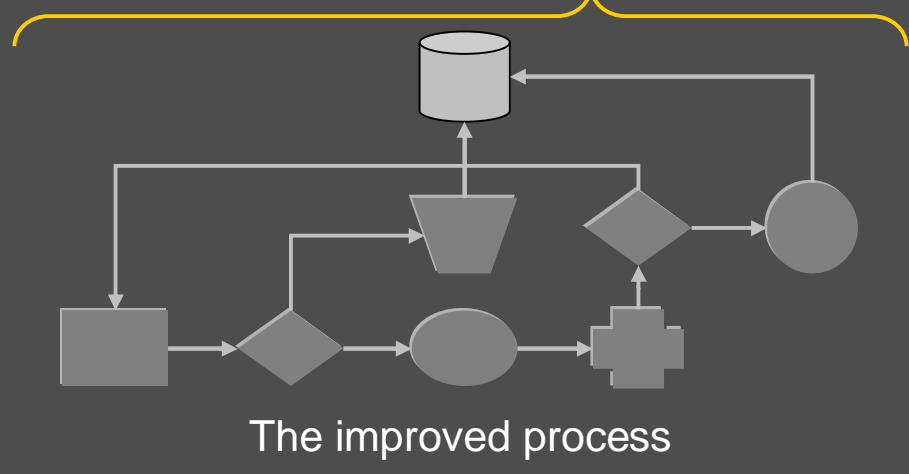
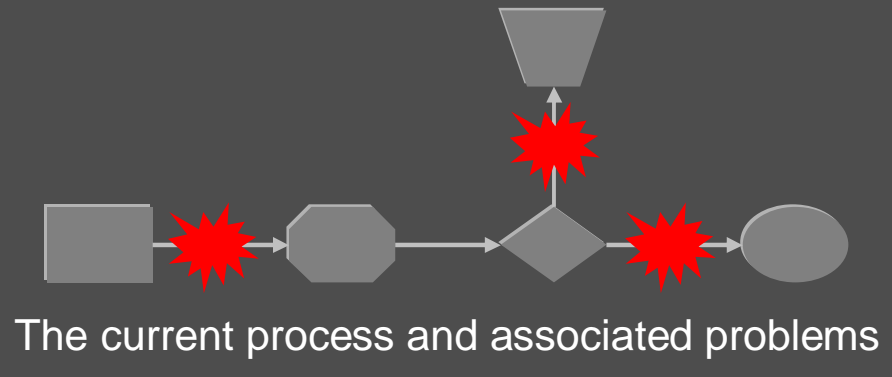
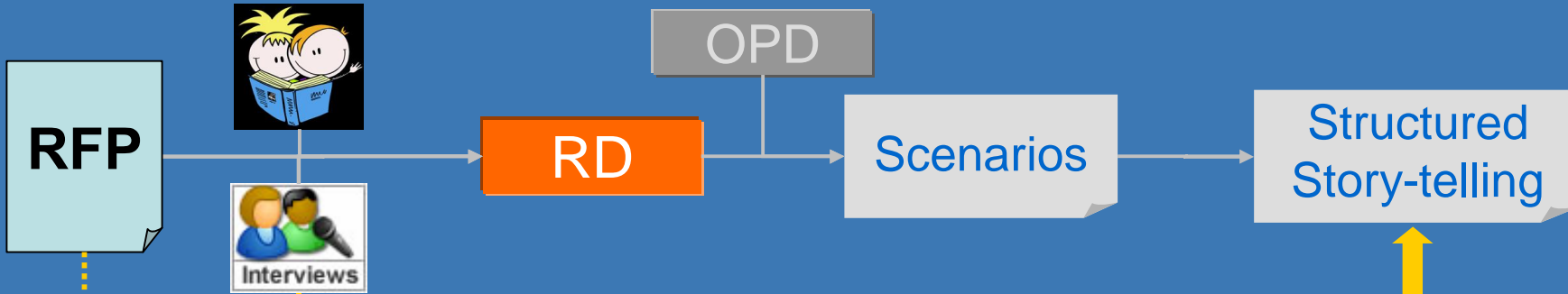
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The possible impacts & KPIs

For the %gas tank management system+case :



But customer was amazed that we really did our homework and came up with a very practical solution.

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But customer was amazed that we really did our homework and came up with a very practical solution.

For other cases (2 projects with software only, 3 systems with hardware and software) :



With this approach, you have the advantage of :

1. Really **talking** to your customer
2. Getting **early** stakeholders involvement
3. Thinking with a product **life cycle** viewpoint
4. Formulating a **practical** solution
5. Giving you a solid basis to **reject** the project or **bargain** for resources
6. Providing smooth and efficient **transition** to project execution
7. Having a process to **follow** for responding and interacting with customer

But there are some downside to it :

1. Interacting with customer may be a hard work
2. Teaming is not easy at this early stage
3. Good training is needed for this approach
4. It takes longer time for the proposal

Q & A

