

SAVE-IT PROCESS™

# Process

*Leveraging  
Software  
Asset  
Value Across the Enterprise  
From ComponentSource*



# INTRODUCTION

IT organizations must gain competitive advantage for the businesses they support even while buffeted by rapid change. Every aspect of competitive positioning should undergo scrutiny, including time-to-market, costs, and productivity. If not addressed, IT becomes an obstacle to growth and market entry.

Where IT is the basis for delivering products and services, platforms that support Component Based Development (CBD) dominate the environment for new development efforts. With increased development spending on these platforms, software components and their related artifacts represent a major asset category within most modern organizations. To maximize the potential Return on Investment (ROI) inherent in these assets, the IT organization must leverage the value of this software across the enterprise.

Through our extensive experience in creating the world's largest marketplace for software components, ComponentSource offers the SAVE-IT PROCESS™. This innovative methodology establishes software asset management as an economically viable business within a business. Whether implementing a newly envisioned Asset Management Center (AMC) or enhancing the capabilities within a CBD center or a corporate reuse center, the SAVE-IT PROCESS™ enables you to leverage software asset value across the enterprise.

## WHY THE SAVE-IT PROCESS?

The SAVE-IT PROCESS™ implements an internal IT business that leverages software assets by aligning the IT groups that produce and the business units that consume these assets. It facilitates rapid deployment of IT-based products and services in support of initiatives that drive the business. The SAVE-IT PROCESS™ positions IT to be:

- **Highly responsive**
- **Cost effective**
- **More productive**

To achieve this, the SAVE-IT PROCESS™ implements an economically viable business model within your organization to create, catalog, and leverage software asset value across the enterprise.

## WHAT IS THE SAVE-IT PROCESS?

Offered by ComponentSource, the SAVE-IT PROCESS™ guides organizations through Systematic Reuse Adoption by producing a client specific and self-sufficient Asset Management Center (AMC).

A key component of the SAVE-IT Process is the ComponentSource SAVE-IT CATALOG™. The SAVE-IT CATALOG™ is an infrastructure solution that supports the multiple activities necessary to implement software asset value across the IT organization including: Product Management, Product Publication, Marketplace Management, Product Discovery, Product Acquisition, License Management, Organization Management, and Reporting. Because of its web service implementation, SAVE-IT CATALOG™ can rapidly support the internal provisioning and reuse of software components, and simultaneously provide access to “commercial off-the-shelf” (COTS) software components.

The SAVE-IT PROCESS™, with the support of SAVE-IT CATALOG™, enables clients to govern their Systematic Reuse Adoption Program by measuring the program's ROI using industry proven economic models. It provides this through:

- **Systematic Reuse Vision and Strategy**
- **Prioritized Asset Road Map**
- **Trained Asset Management Teams**
- **Essential Operational Guides and Handbooks**
- **Organizational Models**
- **Demonstrated Business Value**

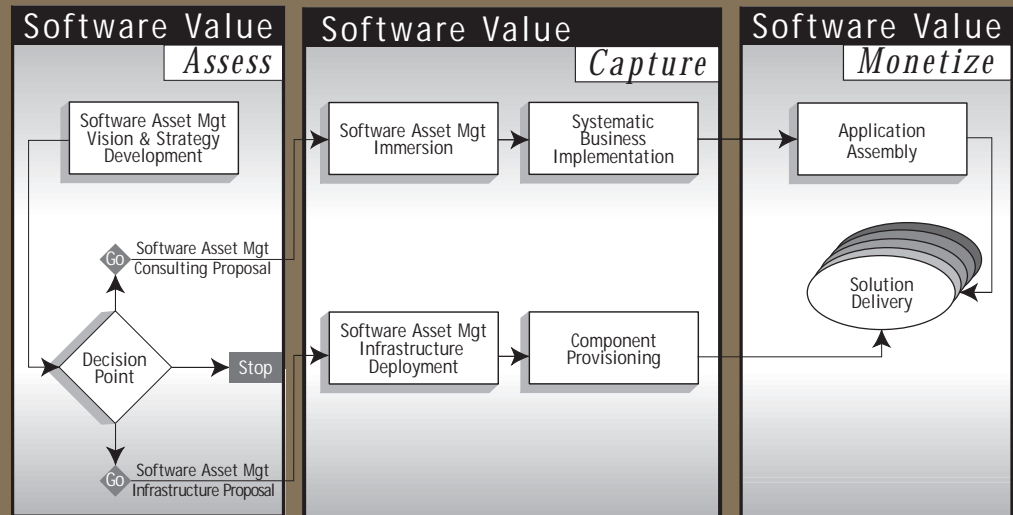
# THE SAVE-IT PROCESS™ IMPLEMENTATION

The SAVE-IT PROCESS™ is implemented in a three-phase approach that facilitates your organization's CBD and reuse efforts.

The SAVE-IT PROCESS™ consists of:

- Software Value Assess
- Software Value Capture
- Software Value Monetize

which is graphically depicted here.



## SOFTWARE VALUE ASSESS

Software Value Assess envisions and plans the necessary activities to develop your desired operating capability. These activities consist of creating a reuse strategy, selecting the right assets for the right projects, designing the reuse business, training asset management staff, and creating a component catalog.

### Objectives

- **Understand** your organizational opportunities and obstacles for having a successful reuse organization.
- **Envision** your organizational capabilities and behaviors for a business valued reuse organization.
- **Engineer** your organizational change and implementation plans to succeed with CBD.

### Software Value Assess Activities

**Reuse Strategy Development** – Software Asset Management Vision and Strategy workshop conducted at the client's site using a collaborative document development process that produces:

- Models-based description of how the organization will function as a reuse business.
- Systematic Reuse Assessment of organizational, cultural, and process maturities, associated Critical Success Factors, and recommendations for implementing a systematic reuse program.
- Systematic Reuse Adoption Plan for implementing the necessary process, metrics, organization, and economic changes required to realize business value from the reuse of components and other software development artifacts.

**Asset Roadmap Development** – An activity using either a domain-based or project-specific affinity analyses identifying the assets to populate the component catalog and deliver same year business value. This activity produces:

- Estimates based on Asset Value Analysis to detail the business case for the Systematic Reuse Adoption Program.
- Initial Asset Roadmap for populating the component catalog including making the *buy-versus-harvest-versus-build* decision.
- Initial Project Targeting for same year business value.

## SOFTWARE VALUE CAPTURE

Software Value Capture consists of:

- Construction activities that apply the SAVE-IT PROCESS™ Organization Models to the creation of software asset management business practices specific to your organization.
- Implementation and enactment activities that institutionalize these business practices.

This is accomplished in a series of SAVE-IT PROCESS™ Immersion Workshops where your AMC team is trained in aligning IT with business to ensure the right projects are using the right assets. It also plans your AMC's operations, and partners with projects in order to deliver reuse assets and services.

### Software Value Capture Activities

**SAVE-IT PROCESS™ Immersion** – A series of intensive workshops that are conducted at a ComponentSource facility. Three to ten team members are trained in reuse asset management and reuse services. Based on SAVE-IT PROCESS™ methodologies, the participants develop and customize the following deliverables:

- AMC Manuals to govern the practices, roles, and capabilities for asset management.
- Reuse Practice Guides that link the individual processes required to enact a systematic reuse-driven approach.

**Project Affinity Analysis Guide**– This guide is designed to provide the detailed steps required to measure the benefit that your asset base can deliver to a selected development project.

**Reuse Metrics Methodology Guide** – This guide provides the most current techniques, tools and methods for software reuse metrics, quantitative techniques for accurately measuring the level of reuse in a software project, and the objective evaluation of the subsequent financial benefits.

**Roadmap Planning Guide** – This guide is designed to provide the framework and activities required to develop a prioritized asset roadmap for the enterprise.

- AMC Operations Handbook– This handbook is designed to provide senior management of both the IT organization and the asset management group with the tools and practices required to effectively plan, fund, and track software asset value.
- Customized component catalog operations plan, complete with classification schemes, certification criteria, and asset management practices.
- Initial component catalog set-up and configuration.

### Objectives

- **Construct** your reuse business practices based on industry proven Organization Models.
- **Implement** your reuse business practices on high priority projects.
- **Enact** your software asset value contributions and organizational capabilities for continued business success with CBD.

**Architecture Alignment** – A workshop designed to create a prioritized roadmap for the enterprise using selected architects, project managers, and senior technical professionals. This roadmap and its impact on the component architecture are explained, as well as its importance in the IT systems planning process. The participants develop and customize these outcomes:

- An initial asset roadmap for guiding the AMC.
- A list of prioritized projects with the highest probability for short-term value from the assets.
- The first occurrence of the repeatable process for quarterly review of AMC priorities.

**Project Initiation** – A workshop specifically designed for the core reuse team to determine the need for additional positioning of reuse practices during the solution delivery lifecycle. The participants develop and customize these outcomes:

- An extended project initiation process, taking reuse under consideration.
- A defined set of project governance criteria by project type.
- An understanding and acceptance of the positioning of the Project Affinity Analysis and Reuse Metrics Methodology practice.

**AMC Operations** – A workshop designed to enable the proper planning, funding, and tracking of the AMC and its contributions. During the workshop, the core reuse team determines the appropriate measures and mechanisms of personal and organizational economic systems. The participants develop and customize these outcomes:

- An accepted practice for reuse planning, funding, and tracking.
- A defined set of program and organizational governance criteria.

## SOFTWARE VALUE MONETIZE

Software Value Monetize focuses on the delivery of software asset driven value across the enterprise. ComponentSource mentors your asset management group to support the usage of software assets on the right project.

### Objective

- **Create** business recognizable value through the reuse of components on your application solution projects.

### Software Value Monetize Activities

**Deliver Business Recognizable Measurable Value** – This activity is a hands-on consulting and mentoring practice that implements all the preceding decisions, capabilities, and practices of the AMC. The participants develop and customize these outcomes:

- *Project Affinity Analysis Report* – This report provides a description of the benefits that the asset can provide to the organization. Project managers and application architects can then make informed decisions about the value that can be expected from building with components with the support of the AMC.
- *Project Reuse Metrics Report* – This report demonstrates the benefit in terms of cost reduction, cost avoidance, and time-to-market that were recognized from reuse of the organization's assets. This reporting can be customized by project or division to show organizational comparisons.
- *Service Partnership Agreement* – This agreement minimizes the risk associated with partnering with the AMC. It ensures that expectations are communicated and agreed upon prior to the beginning of services to the target project.
- *Asset Provisioning Report* – This report is designed to outline the most appropriate mechanism for provisioning key assets, either by the purchase of COTS components, by harvesting from existing development archives, or building from scratch.
- *Pilot Project* – The purpose is to demonstrate that the CBD capability exists and can deliver real benefits.



## CONCLUSION

The ComponentSource SAVE-IT™ solution delivers hard value by leveraging software assets across the enterprise. The market-based approach of the SAVE-IT™ PROCESS, CATALOG and CONTENT achieves the economic impact of large-scale cost avoidance and competitive time-to-market advantage, and that's been proven effective in some of the largest IT organizations in the world. Contact us at [www.componentsource.com](http://www.componentsource.com) and give us the opportunity to discuss with you how these benefits can be delivered to your organization.

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