

StrAIT Advisors and the SLRSM (StrAIT – Lean – RUP) Methodology

Overview

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Agenda

- ® *So what is StrAIT Advisors?*
- ® Why should you care?
- ® How are we different?
- ® SLRSM methodology
- ® Delivery system
- ® Conclusion

The elevator pitch

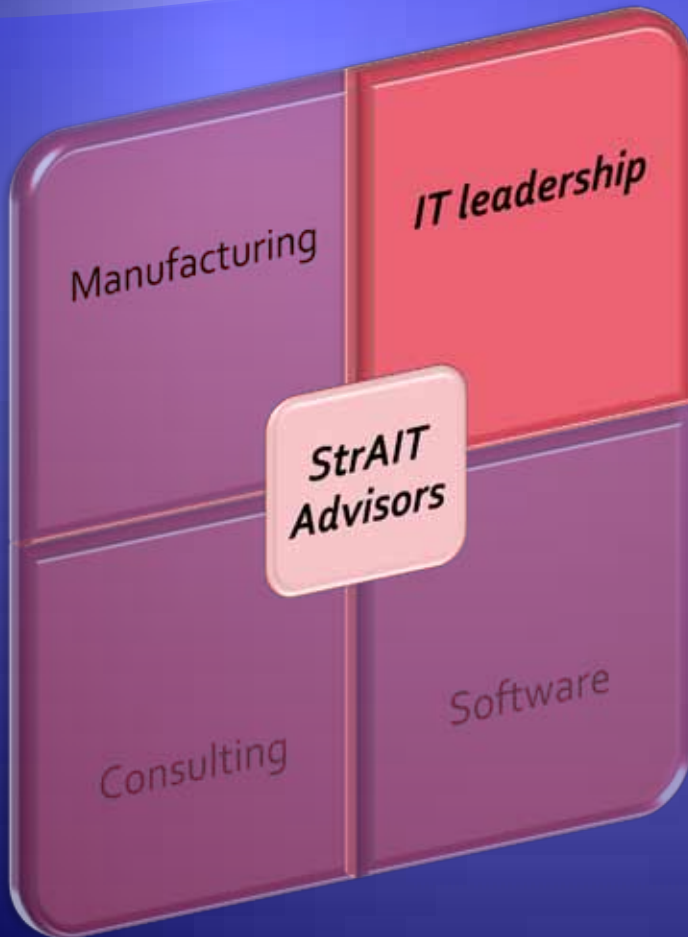
- ① We are operations alignment specialists delivering business process analysis, improvement services, IT operations consulting and manufacturing IT consulting.
- ① We do that by using our proprietary SLRSM methodology and a diverse skills inventory.
- ① Project delivery is done by a combination of face-to-face and web-based techniques.
- ① We use a coaching style to bring out the best of your team.

Manufacturing experience



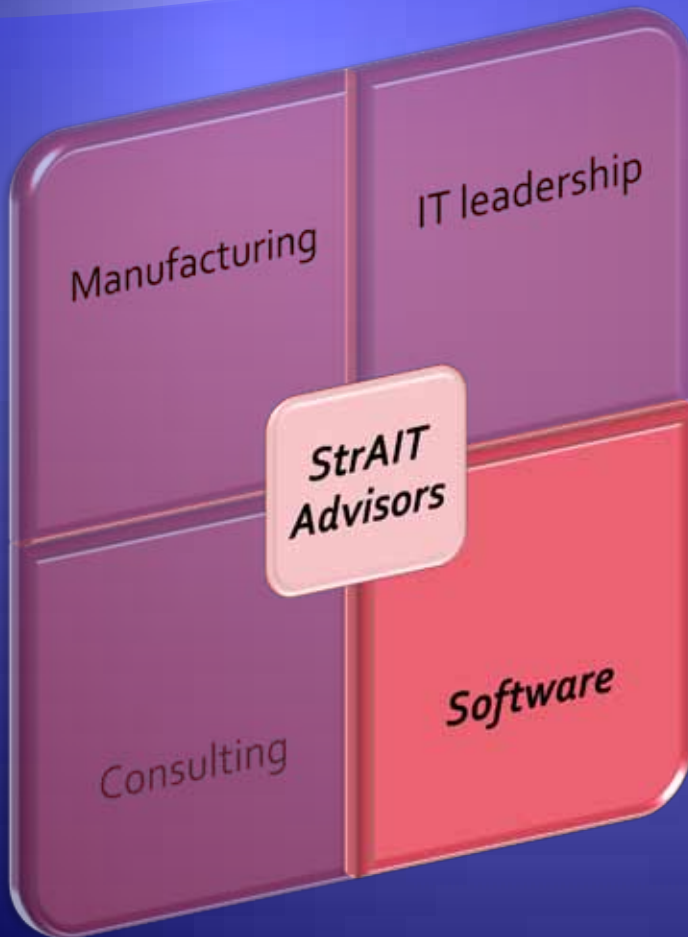
- ® We learned:
 - Operations experience makes us pragmatic
 - Operations leadership makes us look for simple and reliable solutions
 - The importance of aligning manufacturing data sources with business needs.
 - The need for strong customer service
- ® It made us skeptical of consultants

IT leadership experience



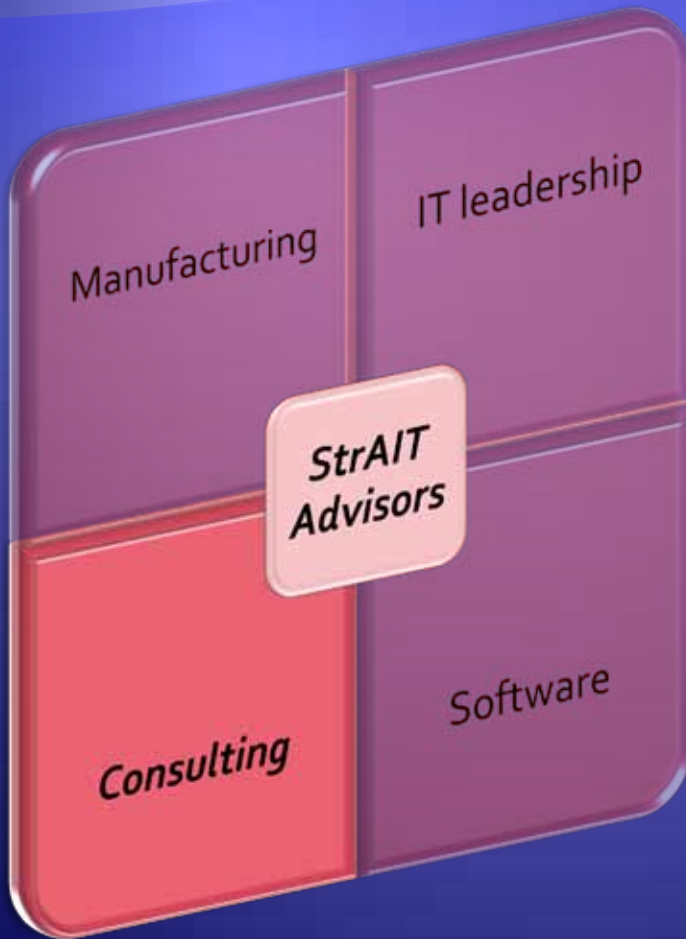
- ® We learned:
 - The importance of communication with clients
 - The importance of standards
 - The importance of IT understanding their company's business
 - The importance of IT building relationships with their customers
- ® It made us skeptical of consultants

Software business experience



- ® We learned:
 - The power of discipline and methodologies
 - Excessive control stifles creativity
 - The importance of client involvement
- ® It made us skeptical of consultants

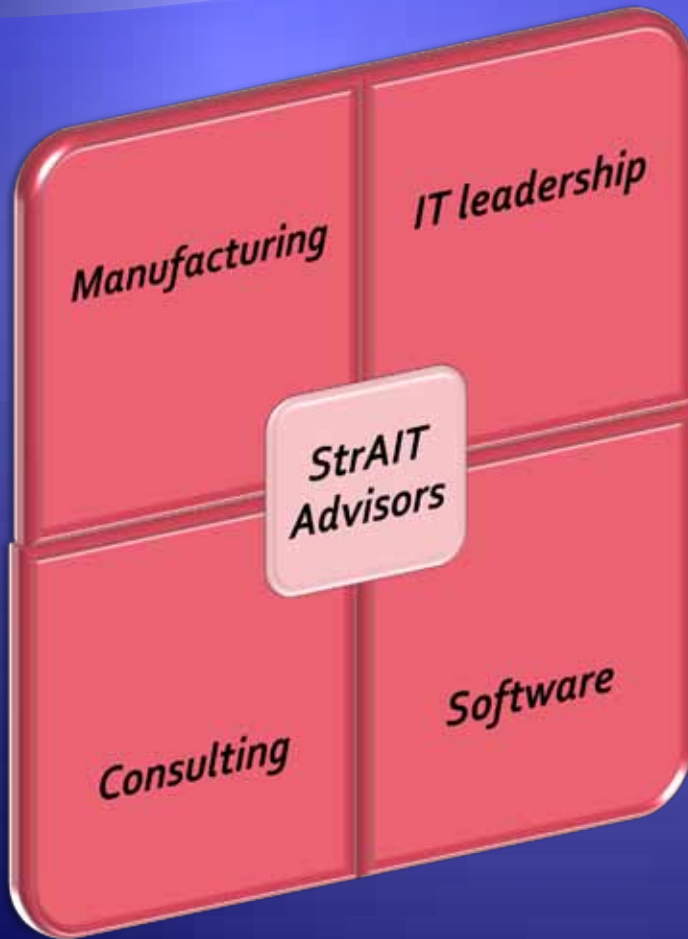
Consulting business



® We know:

- New clients will be skeptical of consultants
- A collaborative/coaching atmosphere is vital for project success
- Flexibility lowers costs
- Flexibility accelerates progress

Synergy



® We believe:

- Flexibility and adaptability are important
- Synergy is achieved when all client systems are aligned with the client's business goals.
- A structured methodology combined with project management is vital
- Excessive structure is bad
- Diversity and balance in skills and approach are good

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If you lead your company...

- ① Staff reductions alone are not a sustainable way to control costs and they erode your skills inventory
- ① Simplifying your business processes:
 - Saves serious money
 - Improves competitive positioning
 - Improves productive capacity

If you are the senior IT leader...

- ® Gartner surveys consistently place improving business processes as a CIO's #1 priority for the foreseeable future
- ® Aligning IT to the company's core business has become a basic requirement in most organizations
- ® The SLRSM methodology supports ITIL, Microsoft Operations Framework and COBIT

If you the senior financial leader...

- ① The SLRSM methodology with our web-based delivery system minimizes project costs
- ① The resulting cost reductions may not have the capital requirements of other cost savings projects
- ① Projects can be structured to be done in phases over multiple fiscal years.

If you are the senior operations leader...

- ® Business process improvement makes your workflow more reliable
- ® The SLRSM methodology with our web-based delivery system does not require a dedicated team to be effective
- ® Our SLRSM methodology compliments any continuous improvement practices you may already have in place

And the experts say...

- ® Gartner reports that enterprises can experience as much as a 20% cost saving in first year of BPM
 - Reported by ebizQ at <http://www.ebizq.net/news/11095.html?rss>
- ® Meta Group reports similar savings
 - Reported in a Landesk white paper at http://www.landesk.com/docs/whitepapers/wp_BPM_en-US.pdf
- ® And see more from Gartner at http://www.gartner.com/it/themes/economy/economy_100_action4.jsp

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Why are we different?

- ® Our business process simulation allows us to work through process scenarios quickly.
- ® We never require our clients to dedicate any personnel full time.
- ® Our speed and efficiency keep **our clients costs to a minimum**.
- ® Our web-based collaboration technology adds **flexibility** for the project team so they can spend more time on their jobs.
- ® Our approach **scales** to meet the project needs of our smallest clients or our largest international enterprise clients.

So cut to the chase...

- ① Broken or inefficient business processes raise costs.
- ① Many business process improvement projects don't lead to sustainable gains.
- ① Traditional business process improvement projects are large , complex and can only be executed in large organizations with large, dedicated teams.
- ① Mid-size companies have the same business process needs but need a different approach for their leaner staffs.

So how does the SLRSM methodology improve this?

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Skip to the Delivery system section

Goals for the new methodology

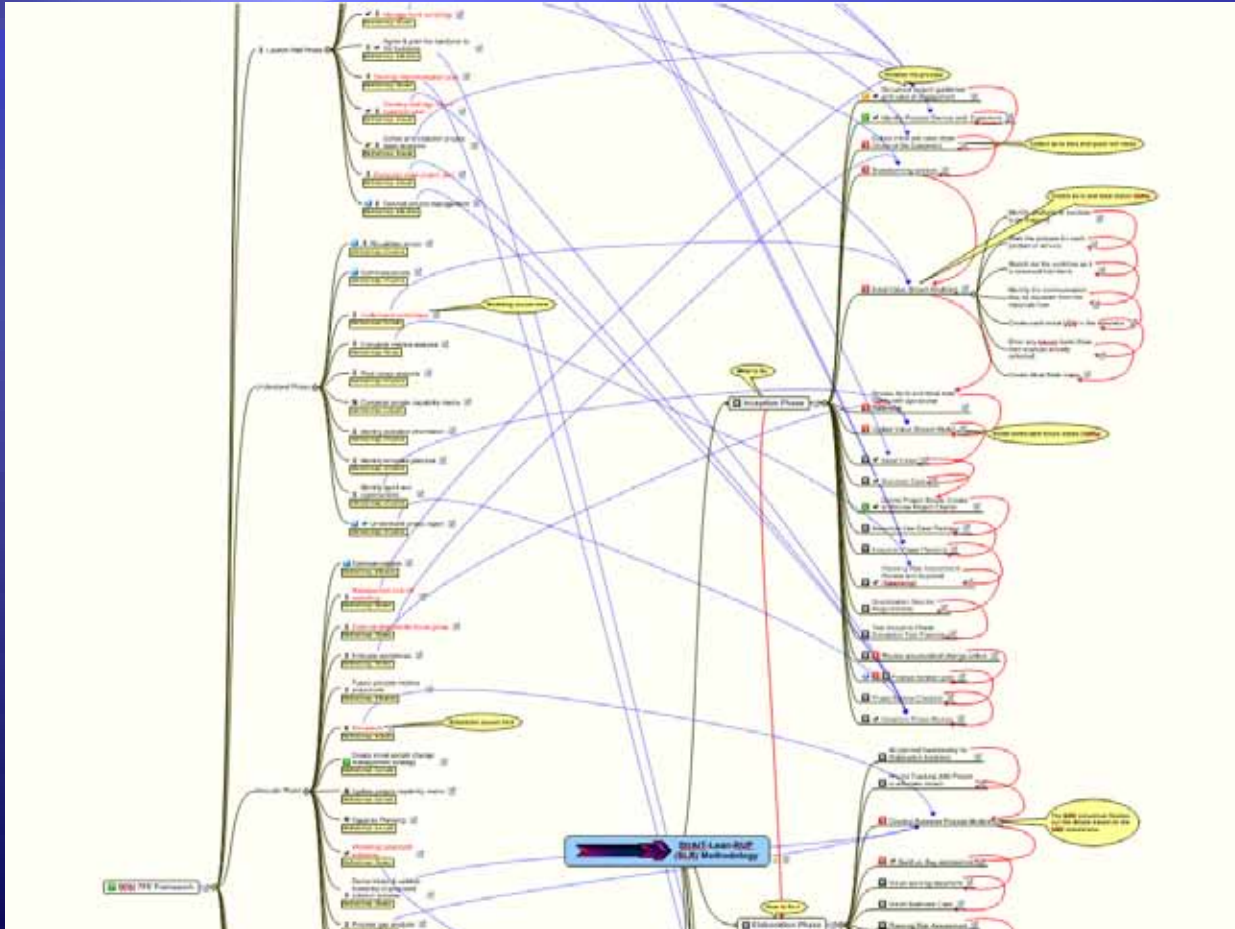
- ® Focus on executing moderately complex projects in an environment of highly constrained resources
- ® Use the best of proven methodologies
 - RUP for structure, communication and sustainability
 - Six Sigma for refinement and operations focus
 - Simulation for “what-if” analysis
- ® Make use of Internet technology for team collaboration
- ® Simplify wherever possible
- ® Use “back checking” as new methodology is developed

So let's look at the building blocks...

It started with a mind map

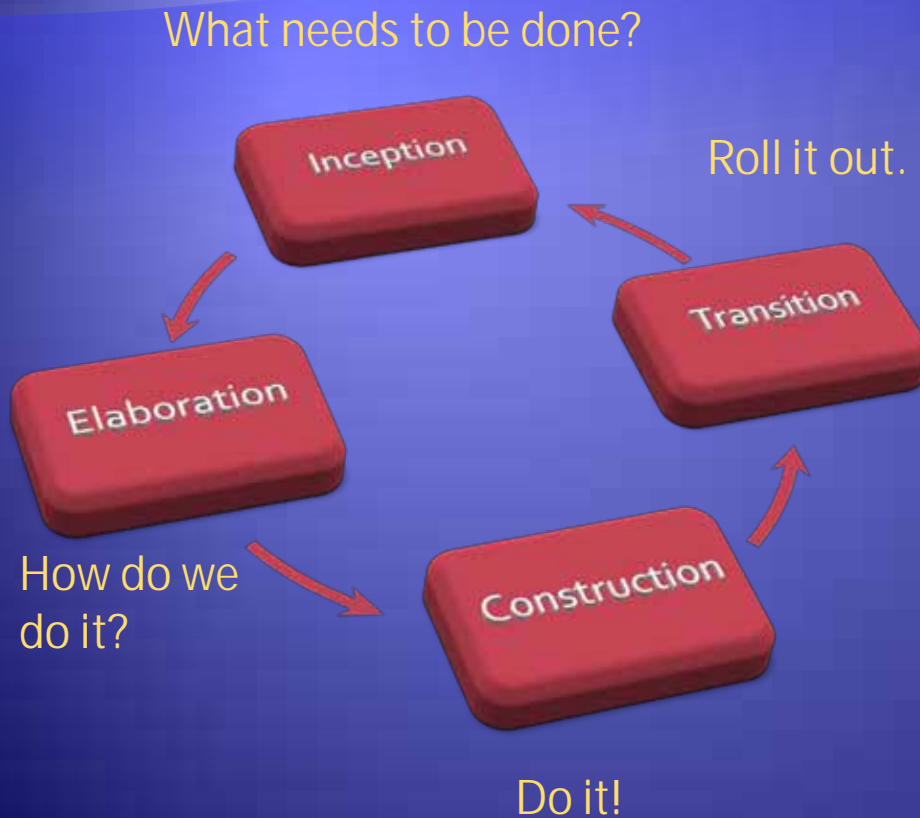
See more on mind mapping and this tool at:

www.mindjet.com/products/mindmanager/default.aspx



- ① Mind maps provide flexibility
- ① Merges unstructured information into a more structured format
- ① Allows each engagement to be fine tuned to the client's situation.

Rational Unified Process (RUP) Phases



A proven technique used in software development. Developed by an IBM subsidiary. It is in widespread use today with commercial software companies. It provides a phased, **iterative** approach that insures good communications and a focus on business results.

- Software development focus
- Insures communication and agreement via phase review meetings.
- This is the place for "fresh eyes"

Iterations

To develop a complex system incrementally, learning from other, earlier iterations.

- ④ While RUP focuses on the development of commercial software, SLRSM does not.
- ④ SLRSM focuses on delivering functionality in multiple ways, such as
 - Reconfiguring existing software
 - New purchased software
 - Custom developed code
 - Outsourced services
- ④ SLRSM defines iterations based on the above groups

Six Sigma DMAIC Methodology

- Non-IT, operations statistics focus
- Proven cost reduction results
- Can require statistical specialists
- This is the place for "operations eyes"

A quality technique originating in discrete manufacturing. Its goal is to reduce variation in manufacturing processes, lowering costs by reducing rework. It can also be applied to service businesses.



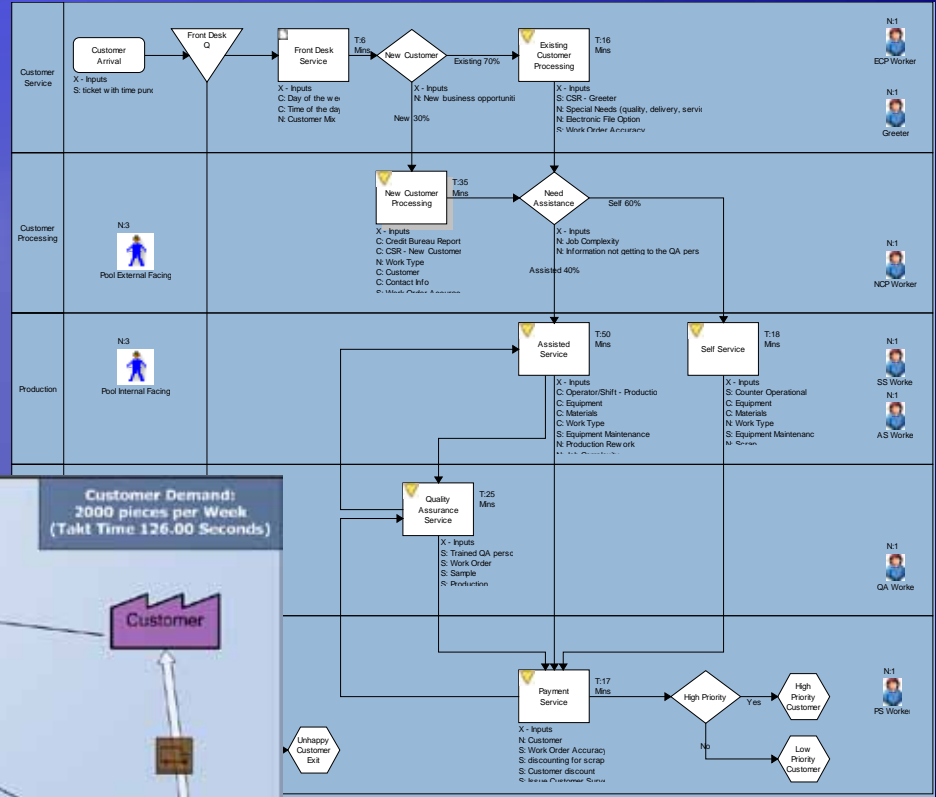
Business Process Simulation

Business Process Model (BPM)

Accelerated "what-if" investigations speed up opportunity identification.

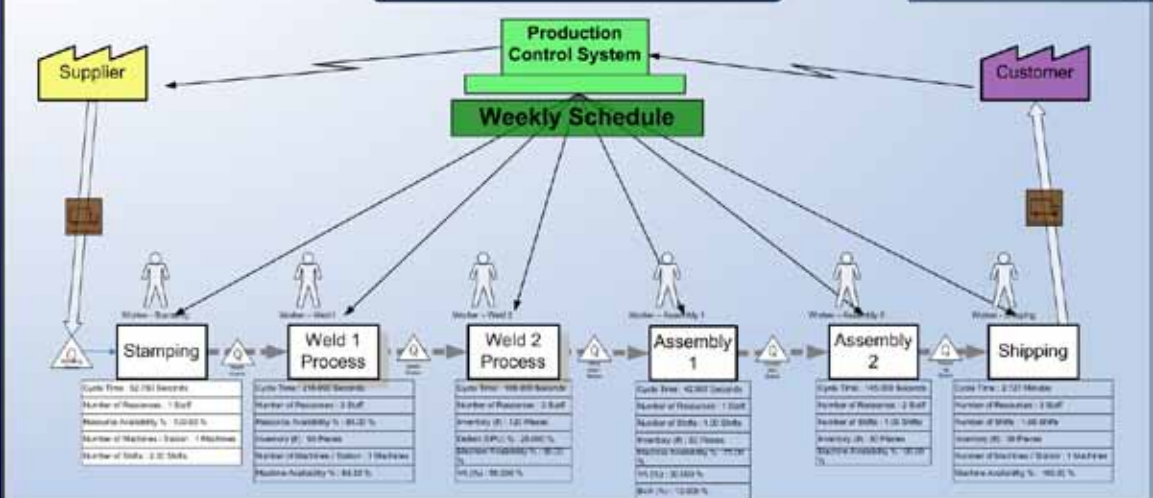


Value Stream Mapping (VSM)

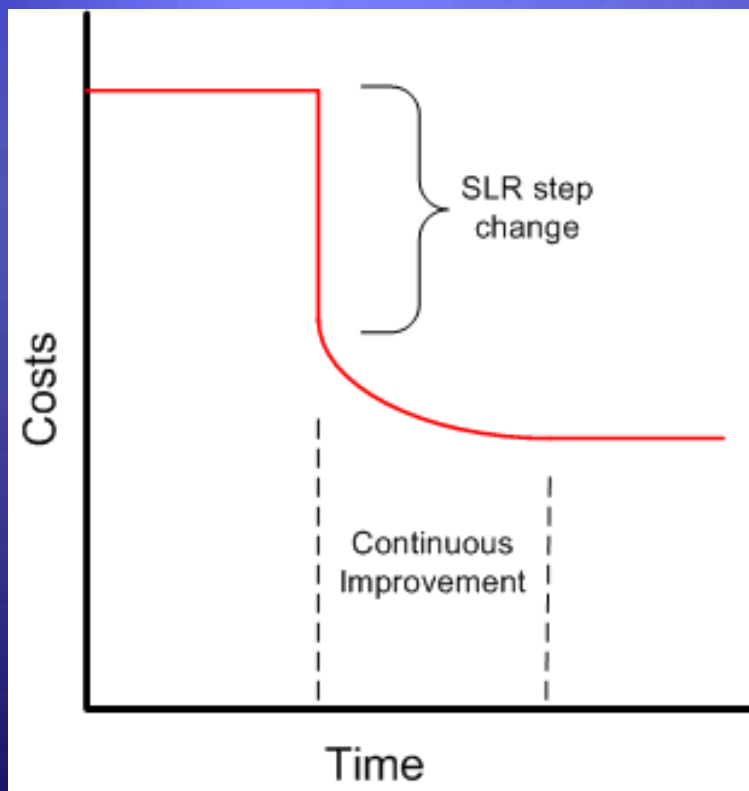


L-Bracket Production

Customer Demand: 2000 pieces per Week (Takt Time 126.00 Seconds)



Resulting savings curve form



- ④ The bulk of the savings are delivered from the SLR^{SM} phase
- ④ The continuous improvement “digestion phase” continues the cost reduction

What does the team look like?

<u>Member</u>	<u>Availability</u>	<u>Location</u>
Client team, core	75% during project schedule.	Various
Client team, extended	25-50% during project schedule.	Various
StrAIT Advisors	100% initially; down to as needed during project schedule.	Various
Others	As needed; time varies; may require separate collaboration space.	Various

Now it's about execution

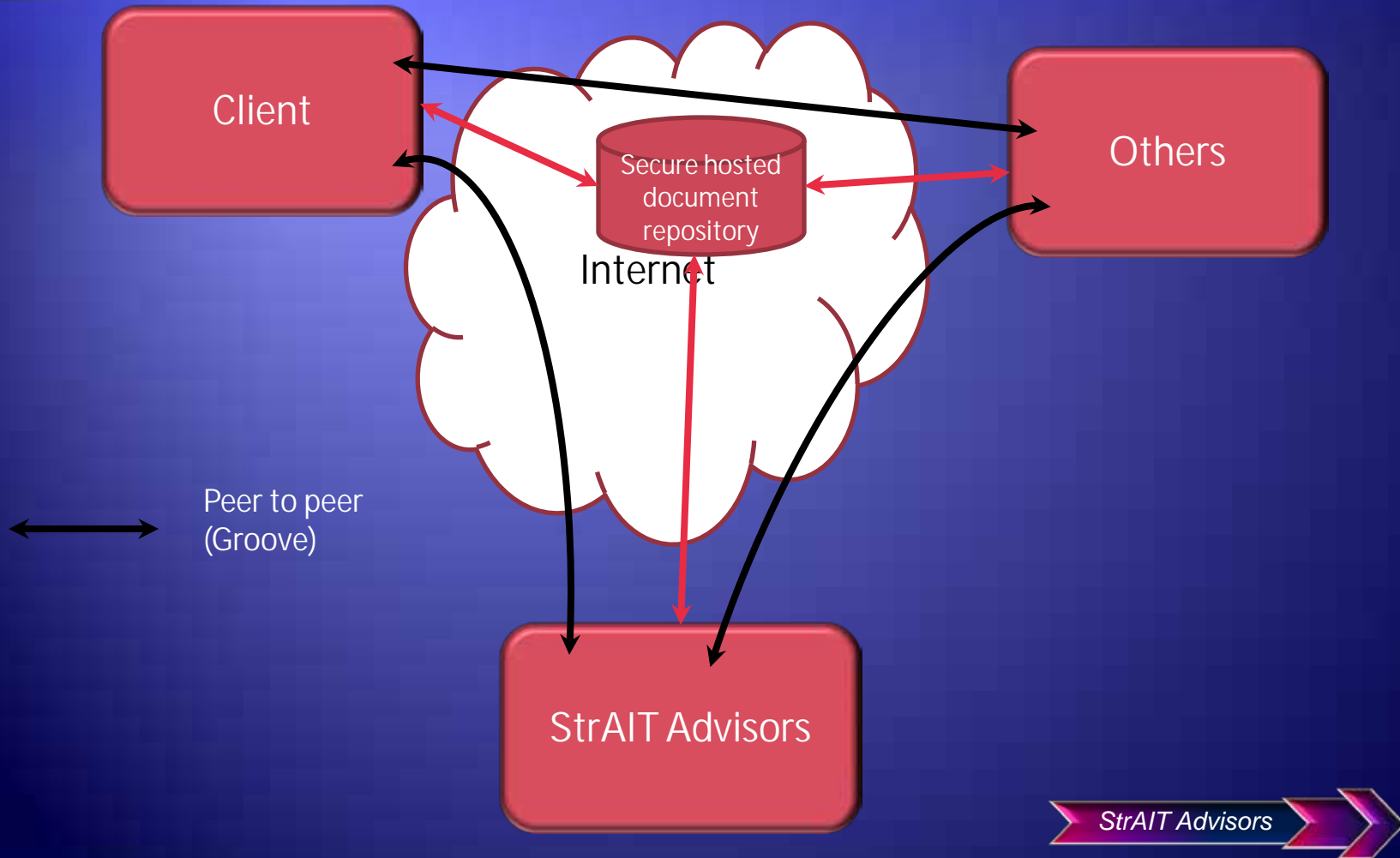
What attributes should the delivery environment have?

- Client privacy
- Adequate structure to manage progress
- Collaboration features
- Document version control
- Transparent to client IT infrastructure
- As simple as possible, i.e., minimum tools
- High flexibility and adaptability

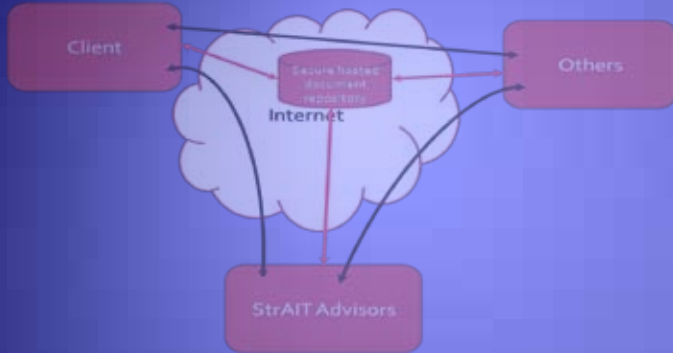
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Delivery system architecture (typical)



Peer-to-peer collaboration

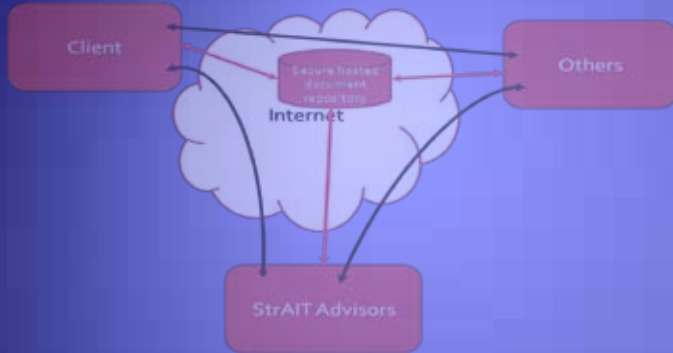


Groove is a Microsoft tool for peer-to-peer collaboration initiated on an ad-hoc basis.

<http://office.microsoft.com/en-us/groove/default.aspx>

- Ⓡ Goal is to minimize risk and IT footprint
- Ⓡ Must provide secure exchange of sensitive information
- Ⓡ Must be adaptable to client requirements
- Ⓡ Must not require persistent connection to the Internet
- Ⓡ Must support multiple, independent collaboration groups.

Secure document repository



The StrAIT Advisors portal uses hosted SharePoint in a secure data center.

<http://sharepoint.microsoft.com/Pages/Default.aspx>

- Ⓡ As work is completed documents are archived to the document repository.
- Ⓡ The repository provides version control for key documents.
- Ⓡ Client can choose to use either the StrAIT Advisors portal or their own.

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In conclusion...

- ① The SLRSM methodology is based on a **practical** blend of established, proven methodologies, avoiding the “if all you have is a hammer, everything looks like a nail” problem
- ① Engagement **costs** will be **lower** than traditional business process improvement projects
- ① Delivery system delivers **flexibility** in the use of client’s resources
- ① Use of value stream and business process simulation accelerates project schedule

Thank you for your time

Any questions?

This presentation and other resources are available
[here](#).