



# A view from the trenches

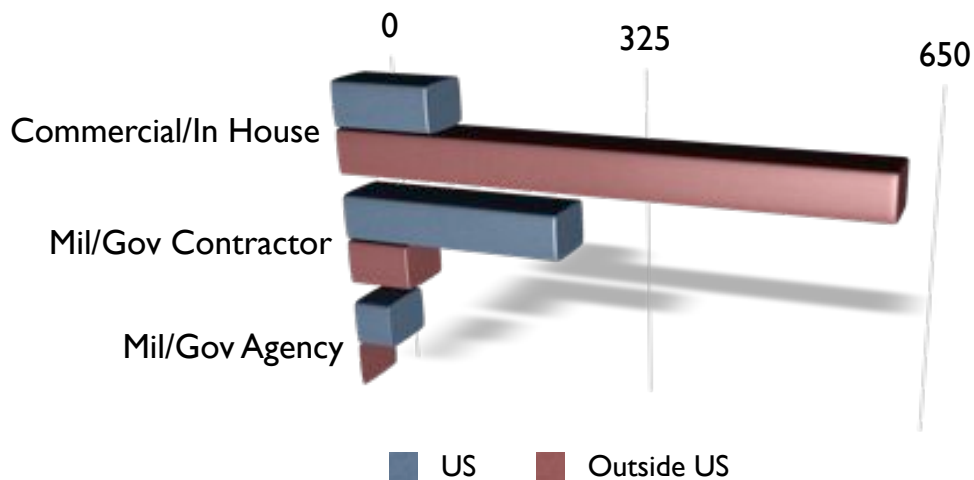
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## CMMI has arrived

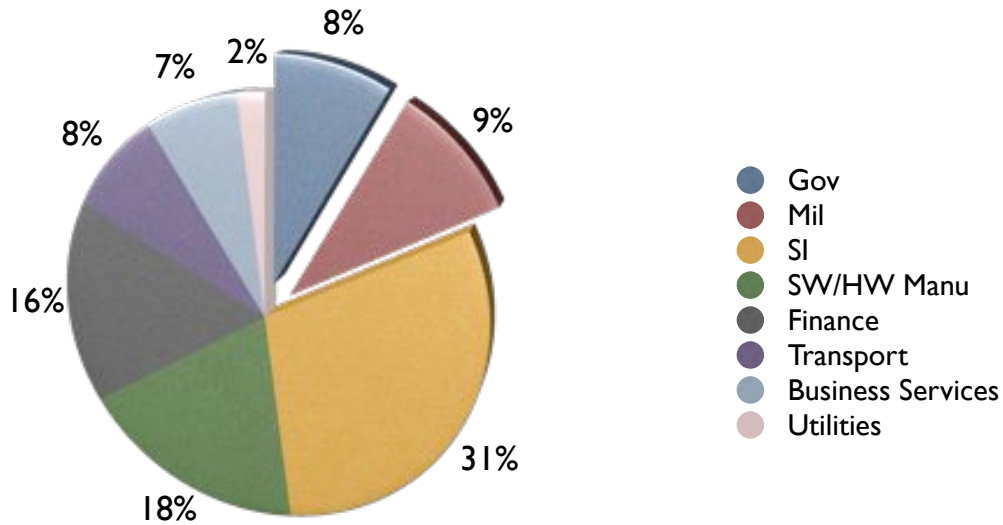


Based on 1264 appraisals Source: SEI CMMI v1.1 SCAMPI v1.1 Class A Appraisal Results 2005 End-Year Update

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# Just look at the audience



Based on registered CMMI made Practical Attendees as at 17th April 2006

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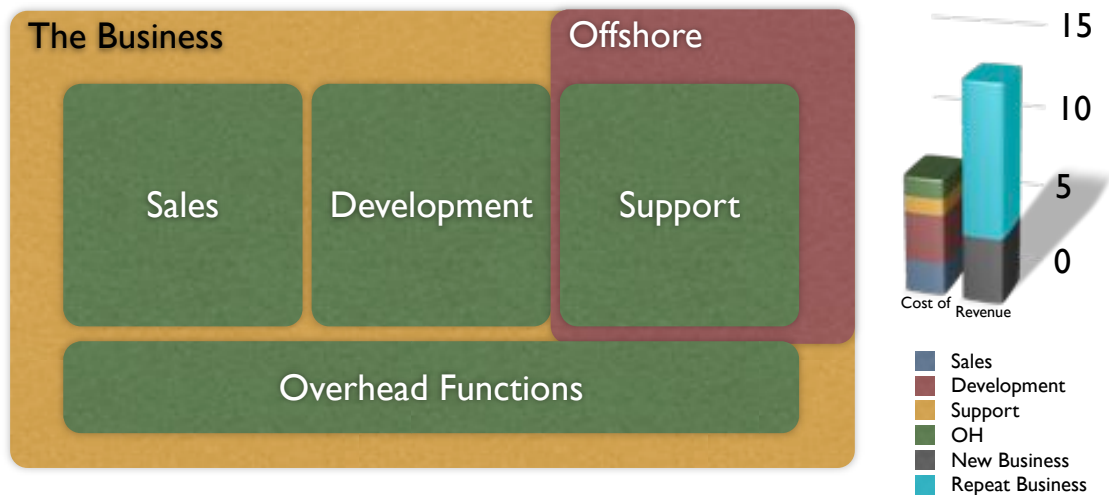
# The heat of competition is driving interest in CMMI



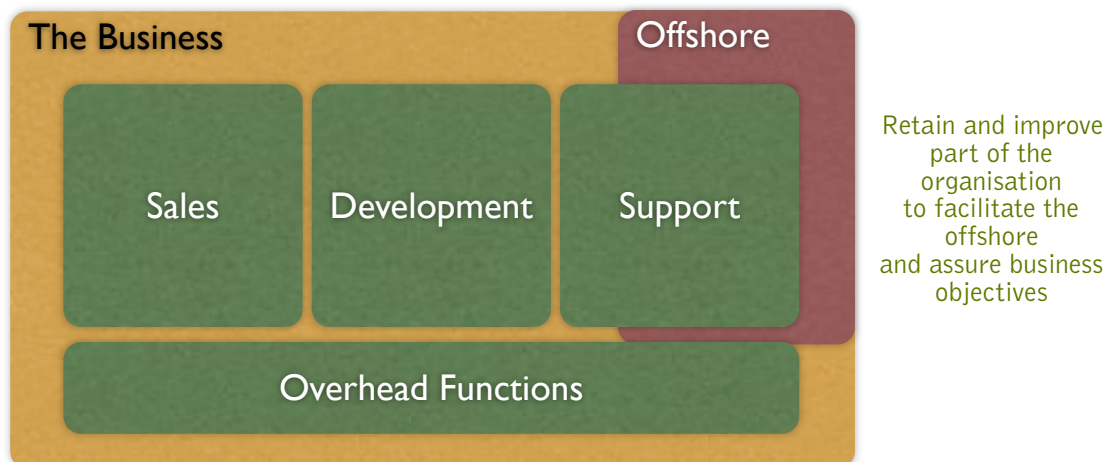
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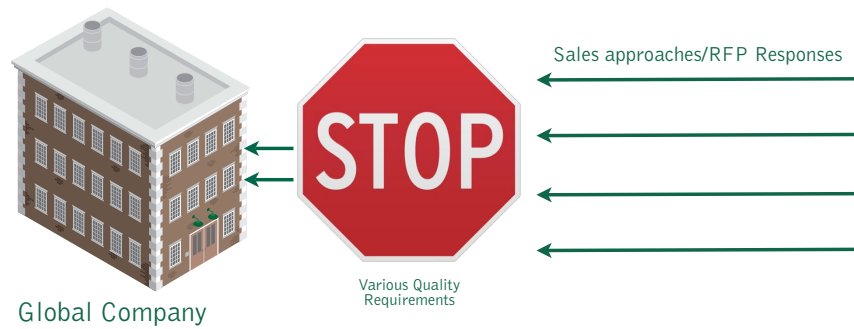
# There can be unexpected business risks in going offshore



# The right answer is often more complex



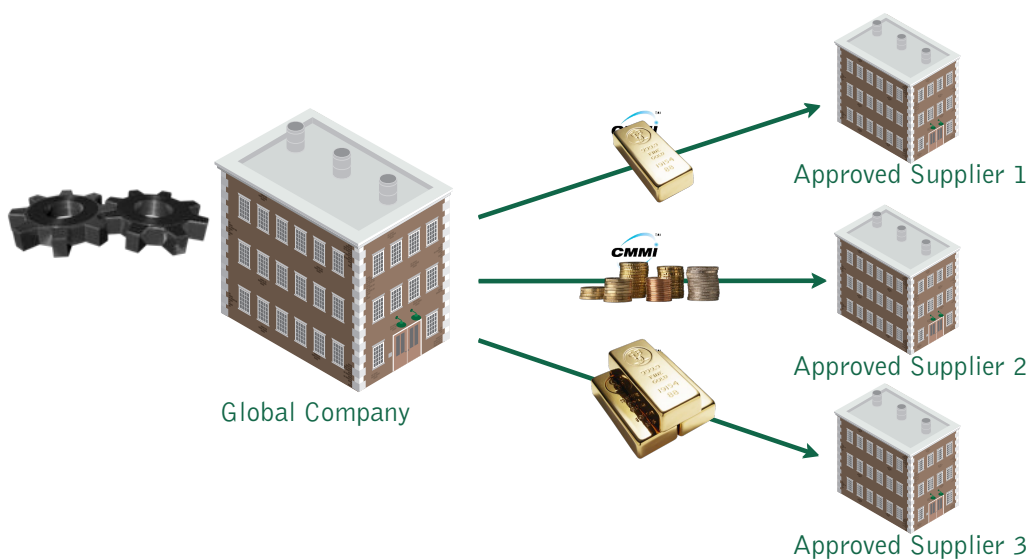
# CMMI is becoming a pre-filter in procurement of services and products



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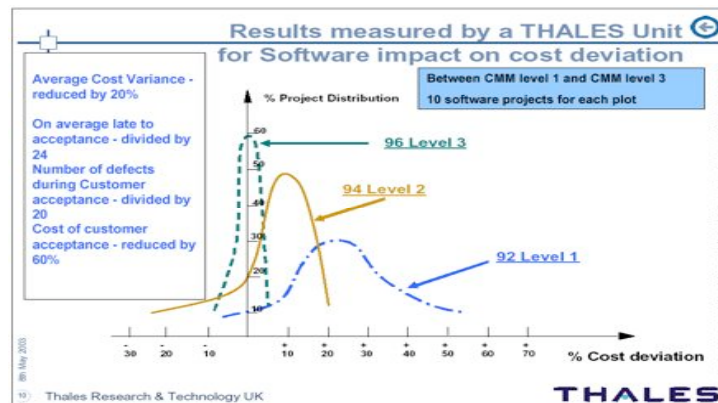
# CMMI is being used to scope contract placements



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# Consistency in delivery is THE benefit that Executives focus on



Getting Started with Process Improvement Using the CMMI®. Carol Marsh, Patrick Vigier. ESEPG 2003.

## Key indicators of DOOM

- "We don't need a baseline appraisal"
- "All we need to do is finish building our compliant process"
- "We will be at CMMI Maturity Level 3 by Christmas"
- "Our team in India is level 5 we will just use their processes"





# Key indicators of SUCCESS

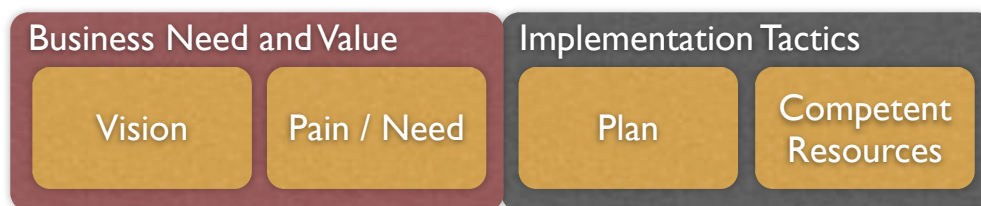
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## Having the key components of a successful change



Foundation for a  
successful change

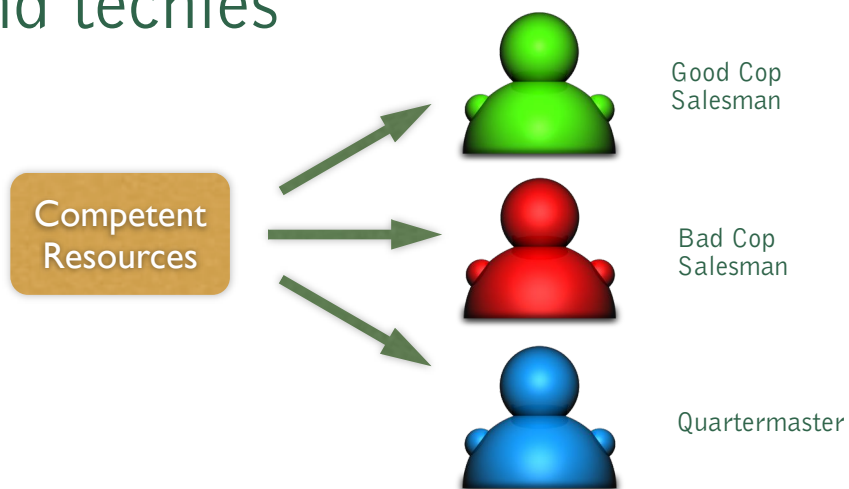
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# What if they are missing?

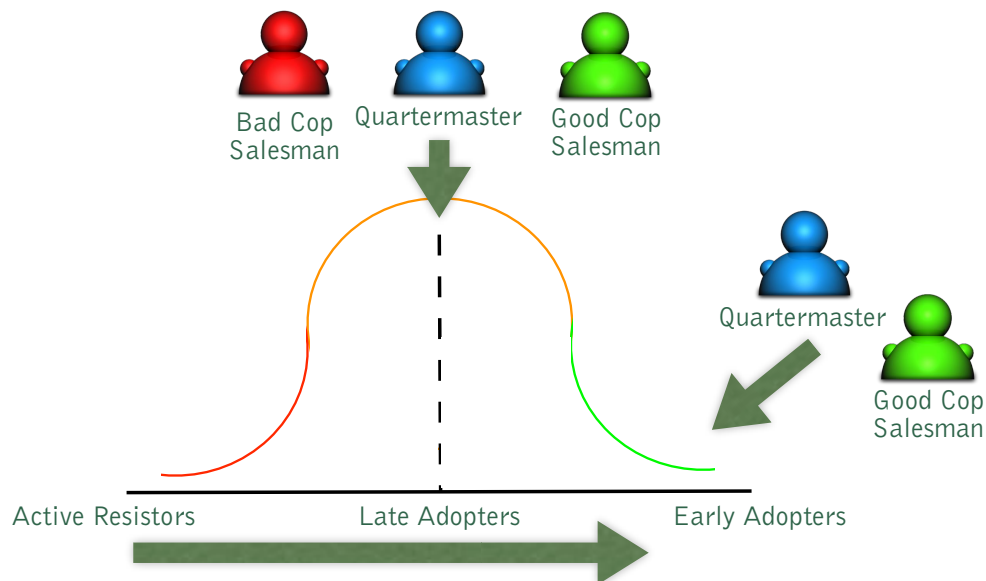


# Recognition that competent resources are more than managers and techies



NB - This is not a complete list of roles for PI

# And understanding how to use them



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## In Summary

- Outside of the US CMMI is "in the engine room" of commerce
- CMMI is used to defend against off-shoring
- CMMI is used to make a success of off-shoring
- CMMI is a qualifier
- CMMI can give you access to a larger market
- Don't "fall into" doing CMMI
- Don't underestimate the value of nice people, tough people and very resourceful people

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Any questions?

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