

- » BOOST PERFORMANCE
- » REDUCE COST
- » INCREASE AGILITY
- » ENHANCE CRM
- » SHORTEN TIME TO MARKET
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- » ENSURE REGULATORY COMPLIANCE



CONSULTING > SOLUTIONS > OUTSOURCING

## Creating Business Advancement through Industrialization

Joost Jongert, Initiative leader SI Industrialization program

December 2007

# Content

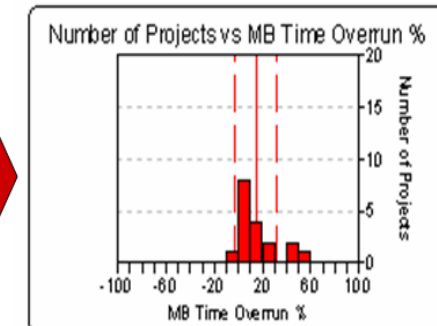
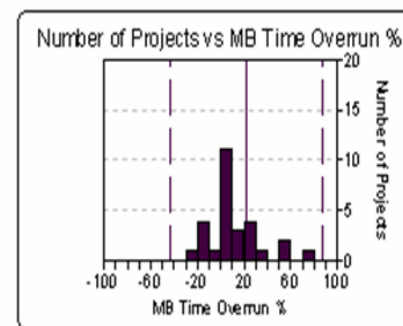
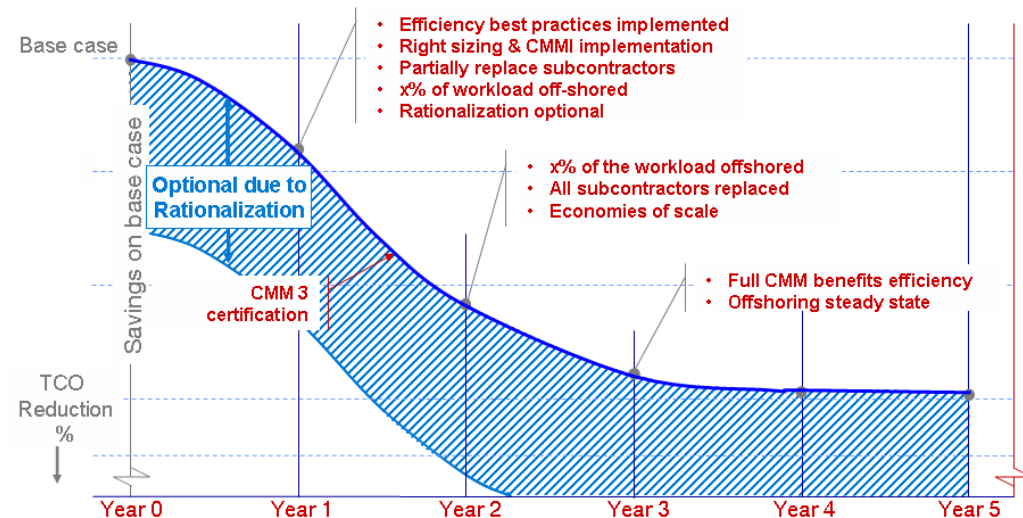


- » 1 | Drivers
- » 2 | Industrialization overview
- » 3 | Key Enablers
- » 4 | Conclusions

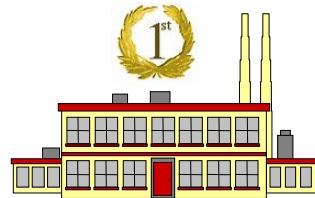
# Industrialization drivers



- » Declining margins:
  - » Enable “Ski-slope” offerings
- » Predictability issues:
  - » Reduce project losses
- » Competition:
  - » Advancing on similar issues

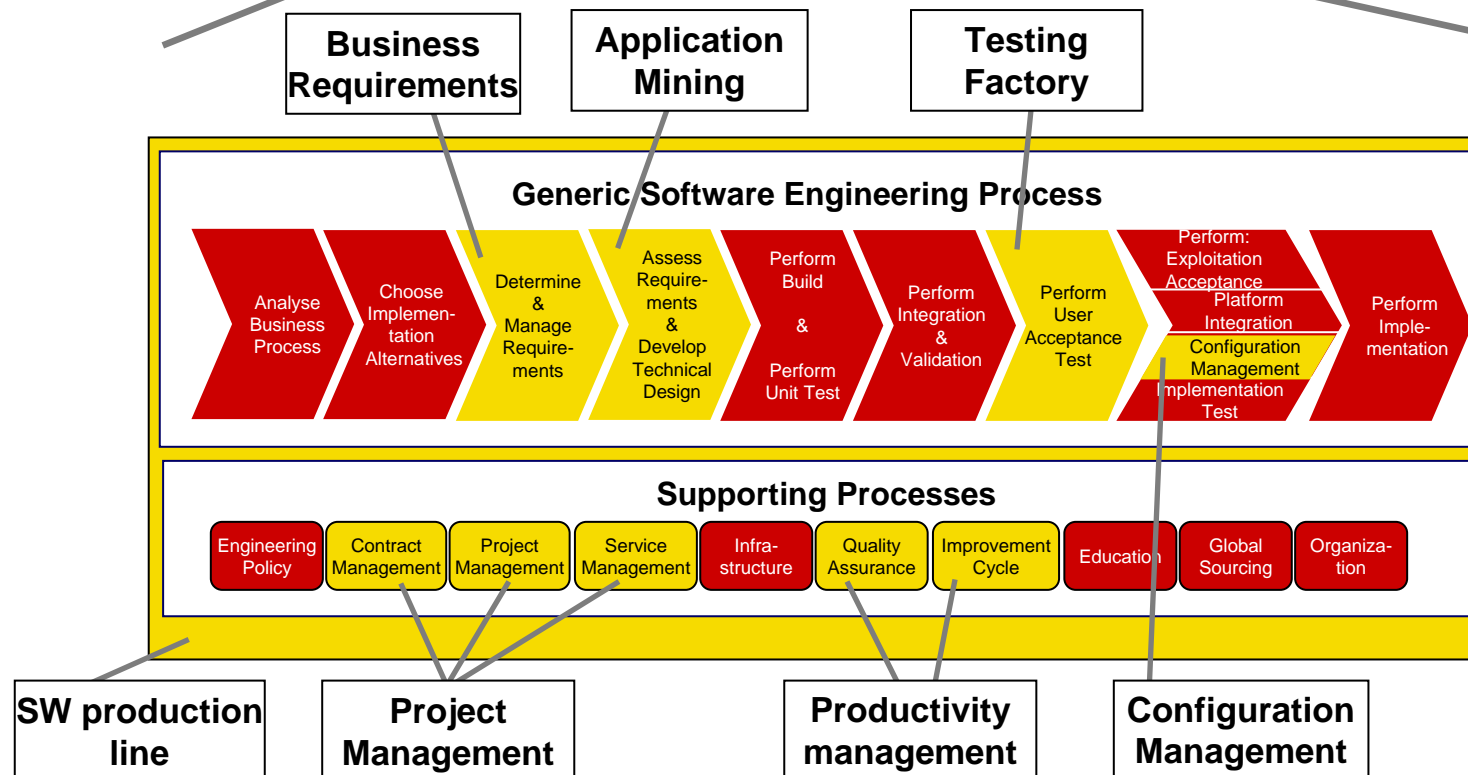


# SI Industrialization overview



Improve cost base through:

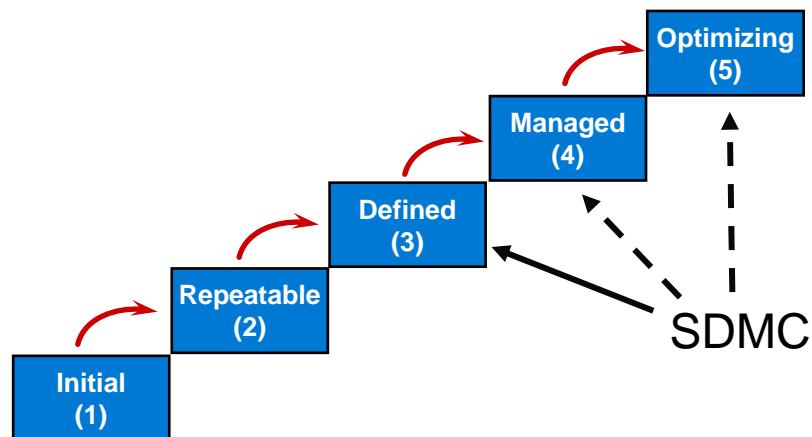
- » Standardization of processes & tools
- » Economies of scale & re-use
- » Reduce project slippage



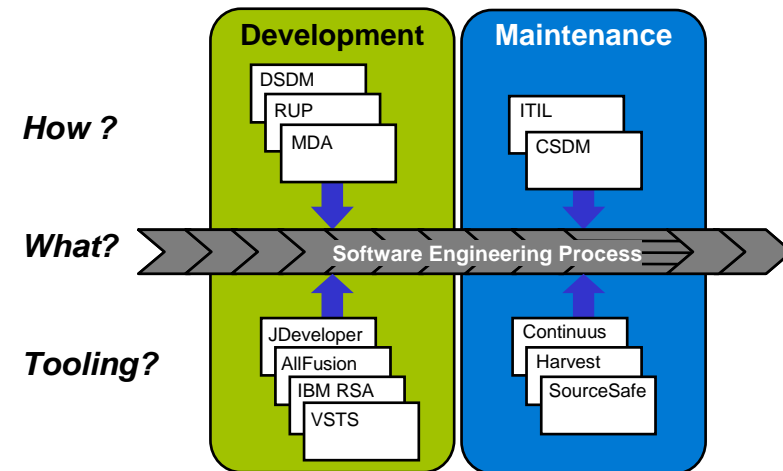
# Key enabler 1: SDMC

Software Development and Maintenance Center

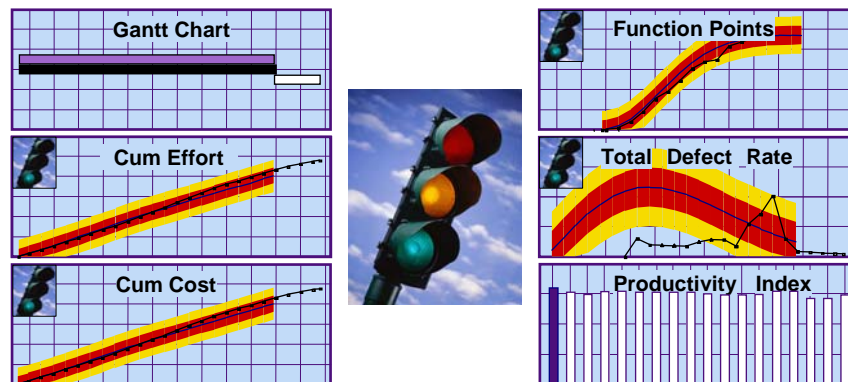
## Professionalism – CMM-i, IT Service CMM



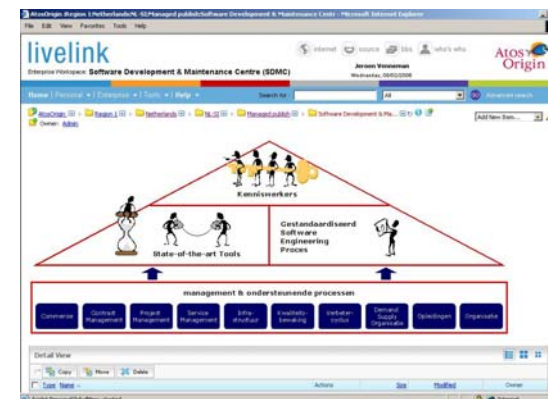
## Process standardization



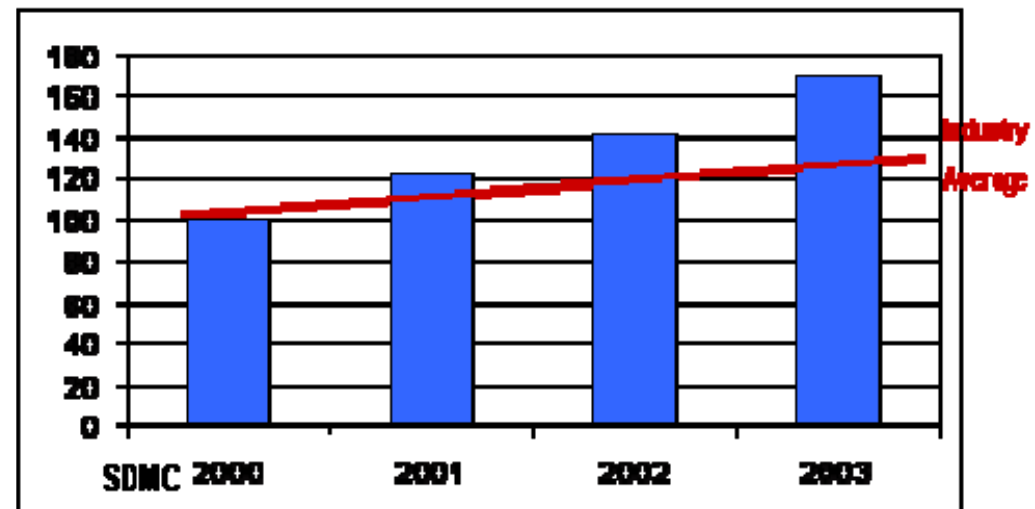
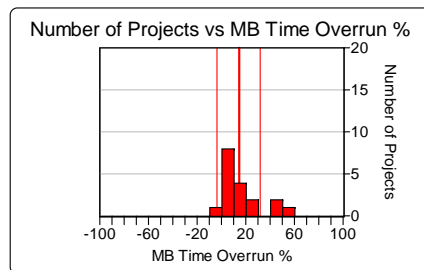
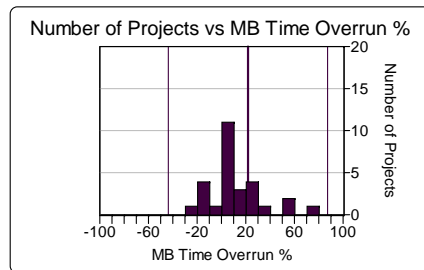
## Process control & metrics



## Continuous improvement

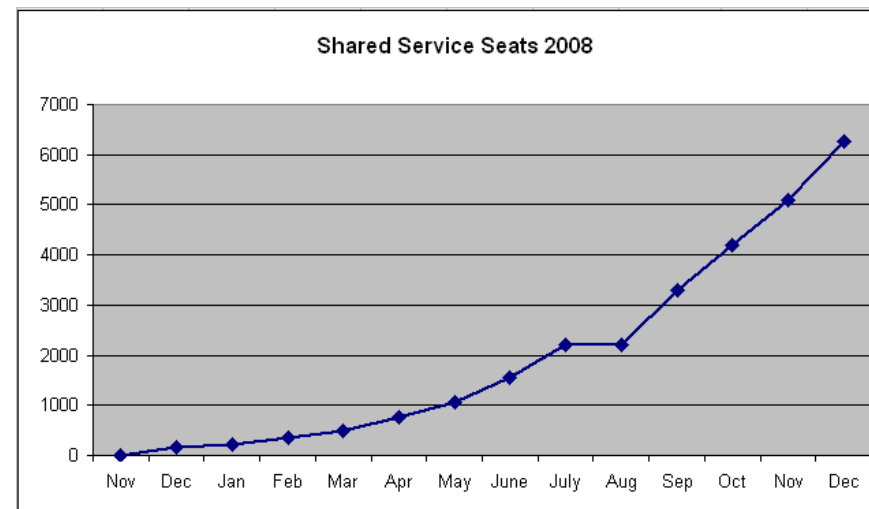
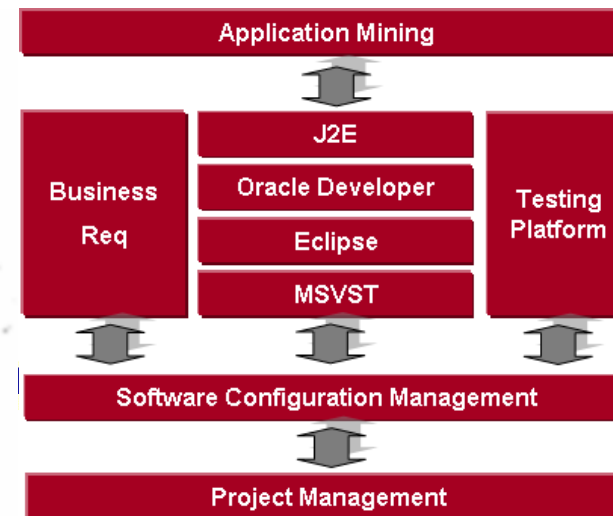
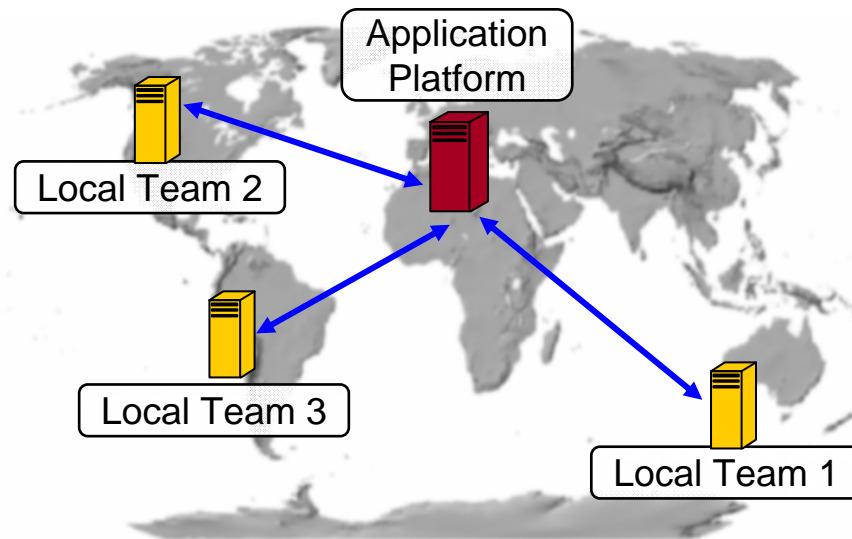


# Proven Results: Predictability and Productivity



SDMC Results	Reduction Cost Overrun	Reduction Time Overrun
SDMC improvement	+++	++

## Key enabler 2: Shared Service Center

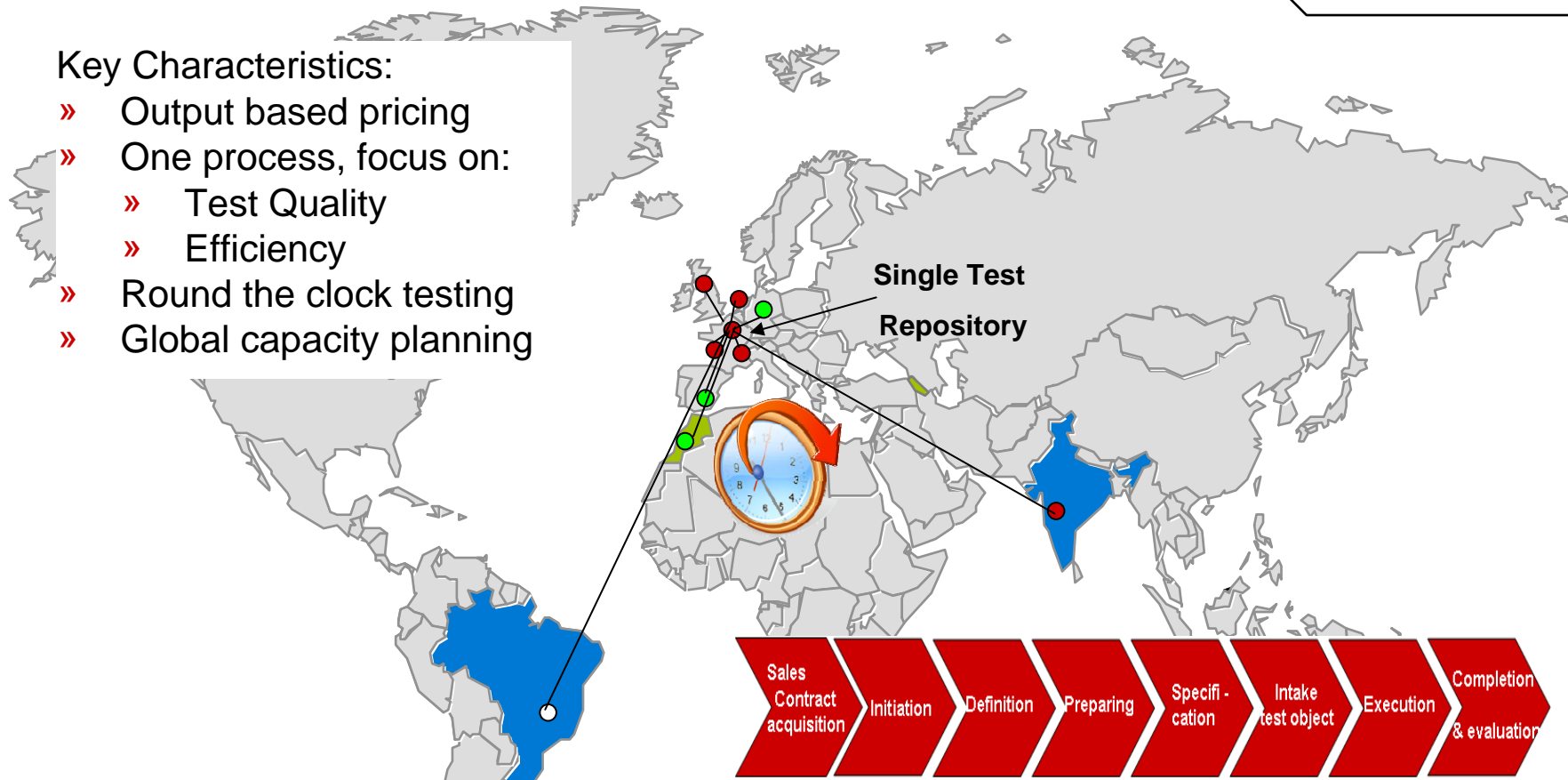


# Key enabler 3: Test Factory



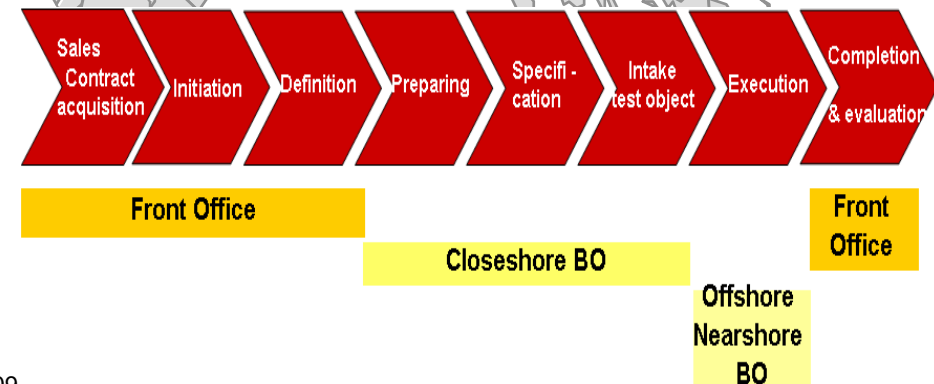
## Key Characteristics:

- » Output based pricing
- » One process, focus on:
  - » Test Quality
  - » Efficiency
- » Round the clock testing
- » Global capacity planning



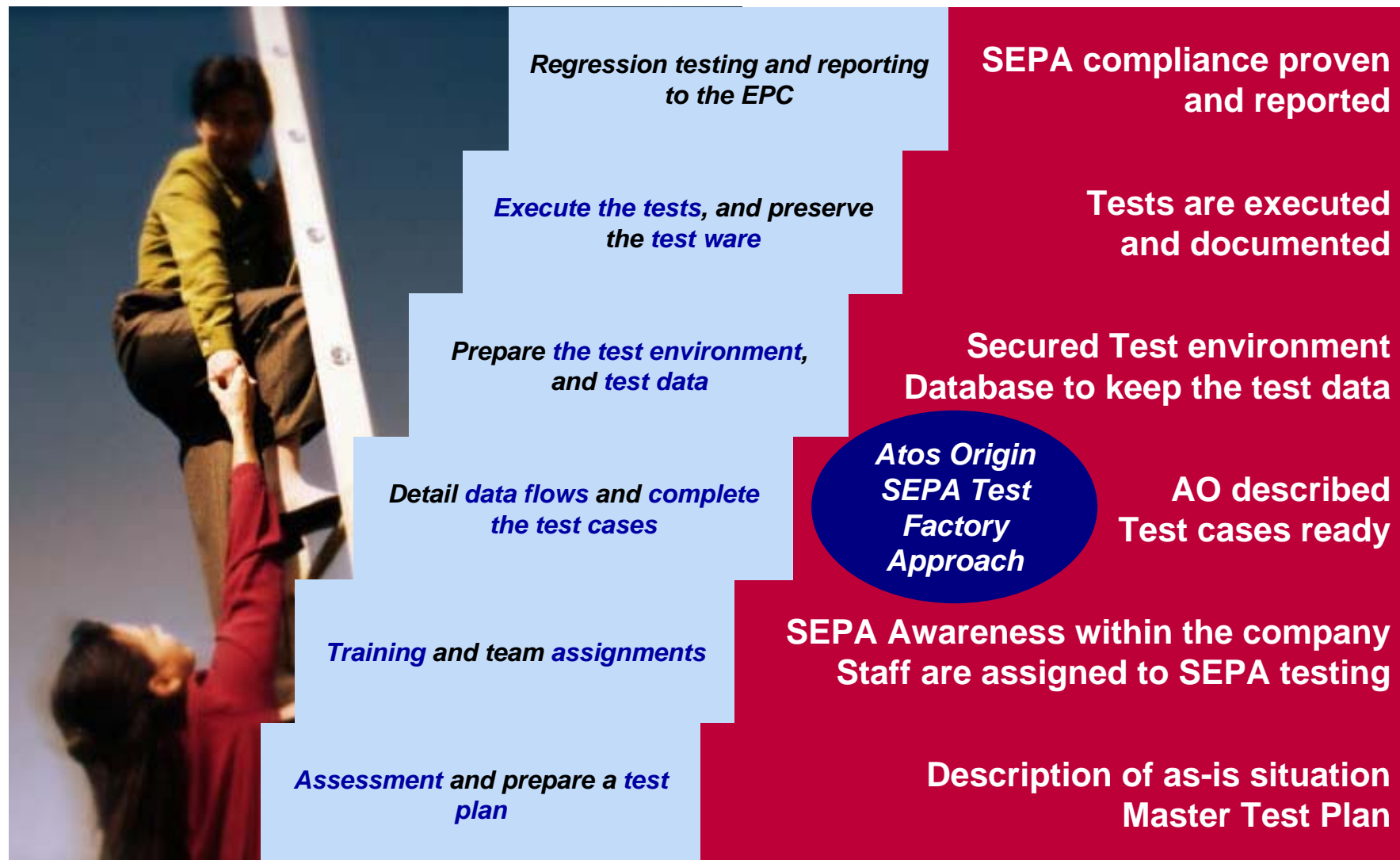
Ramp up	2007	2008	2009
FTE	100	350	1000

● 2007 ● 2008 ○ 2009



# Atos Origin SEPA Test Factory

Atos Origin Stepwise Support to SEPA compliance



# Summary



- » Industrialization establishes the delivery platform that underpins our strategy
- » The industrialization program provides cost reduction, quality improvement and predictability
- » Process & tooling standardization is a key enabler for our flexible global delivery model

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