



SFA
Solution Acquisition Project
Management



Agenda

PROJECT MANAGEMENT

- **Solution Acquisition in the Solution Life Cycle (SLC)**
- **Solution Acquisition Planning (SAP) Analogy**
- **Project Management (PM) Analogy**
- **Project Management in the SLC?**
- **What is the PM Process?**
- **What are the Objectives of PM?**
- **Work Breakdown Structure Process**
- **Status Reporting Process**
- **Risk Management Process**
- **Issue Management Process**
- **What PM Tools are Available to SFA?**
- **What are the Benefits of PM?**
- **Review and Summary**



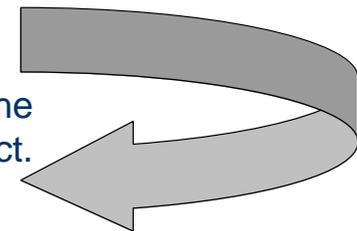
Solution Acquisition in the SLC

The SLC is a framework to guide a successful solution acquisition from business case to deployment and support. The outline for the SLC is illustrated below.

This framework provides SFA with repeatable processes that allow project management to reduce time, effort, and unnecessary steps by providing an outline to follow throughout the project.

Planning/ Managing	Acquisition Planning and Managing				
	Vision	Definition	Construction	Deployment	Support
Phases	Problem Assessment	System Requirements	Detailed Design	Deployed Solution	Production Services
Results	Solution Recommendation	Preliminary Design	Accepted Solution		

Solution Acquisition Project Management tracks the progress of the deliverables produced throughout the life of the project.



Solution Acquisition and the SLC

**Vision**

Definition

Construction

Deployment

Support



We begin with a Vision.

A business need has been identified that requires an assessment and solution recommendation. This is where Project Management begins.

A member of the SFA Management team is identified to oversee the Vision Phase processes and manage the solution effort from Vision to Support.

This SFA employee is the SFA Project Manager.



Solution Acquisition Planning (SAP) Analogy

In SAP the example of acquiring a house is used to explain project planning concepts...



You and the lead contractor agree on a plan that states:

- Who does the work?
- How long will it take?
- How much will it cost?
- Size, # of rooms, type of house
- Other high level requirements

Solution Acquisition Project Management Analogy



The house is under design and construction...

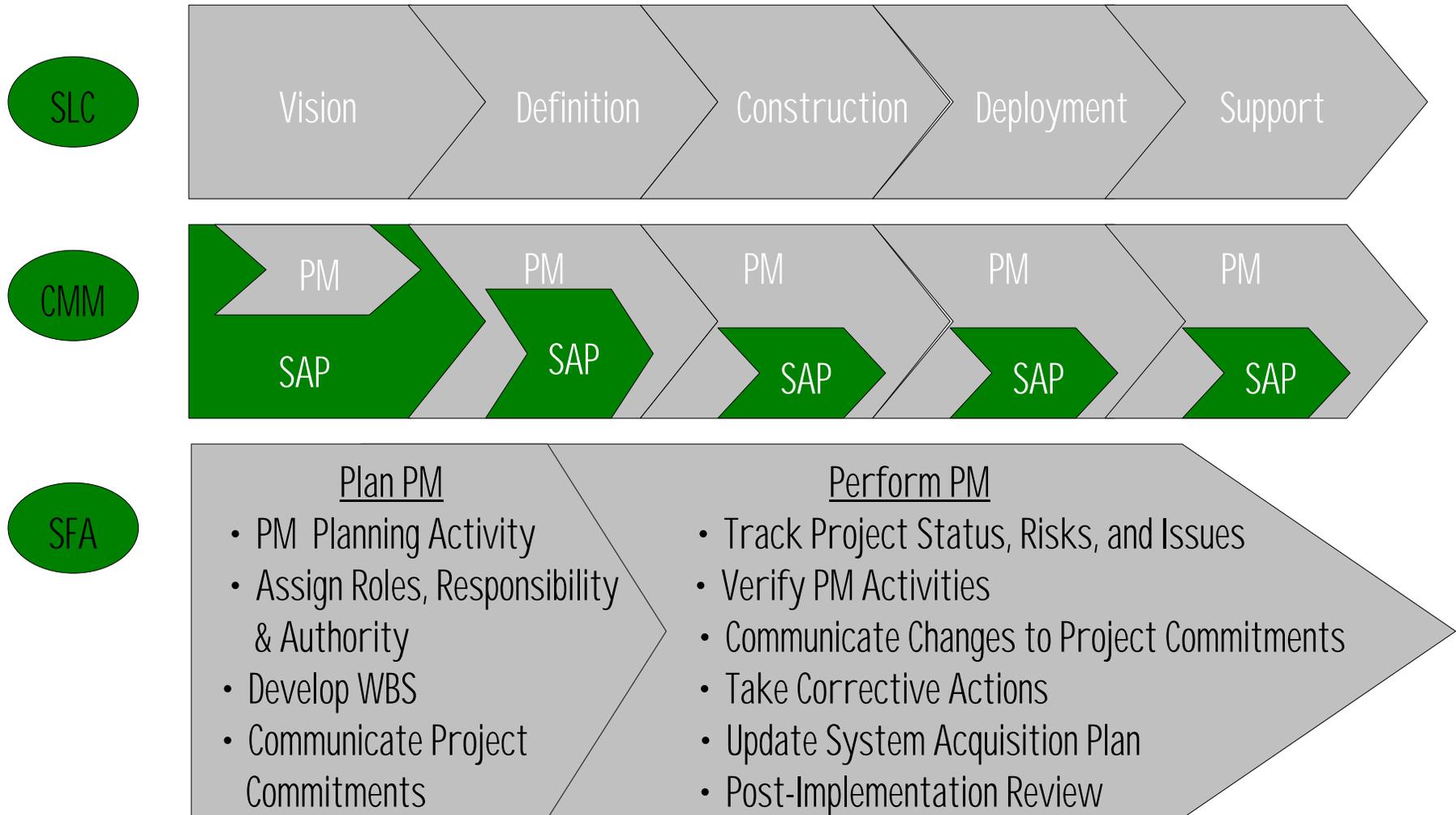


The **buyer** wants to track:

- Quality
- Risks and Issues
- Cost
- Schedule

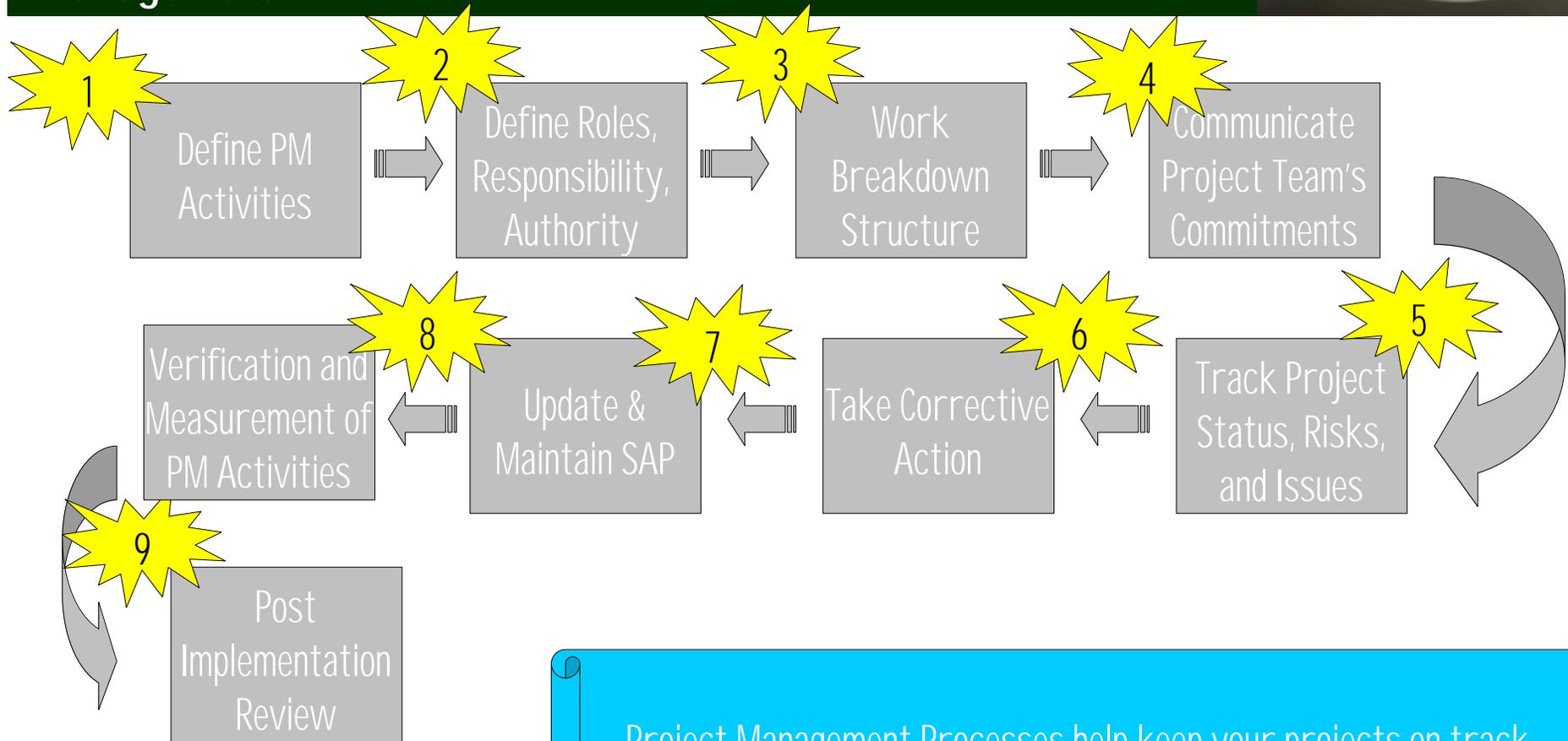
Solution Acquisition Project Management in the SLC

PM





What is Solution Acquisition Project Management?



Project Management Processes help keep your projects on track.



What are the objectives of Solution Acquisition Project Management?

Project Management Activities are:

Planned, Organized, Controlled, Communicated

Throughout the solution acquisition you will measure and control:

Quality, Cost, Schedule, Risks and Issues

Problems discovered during solution acquisition are:

Managed, Controlled, Corrective Action taken

PM

What are SFA's Solution Acquisition Project Management Activities?



Communicating Project Commitments

Work Breakdown Structure (WBS)

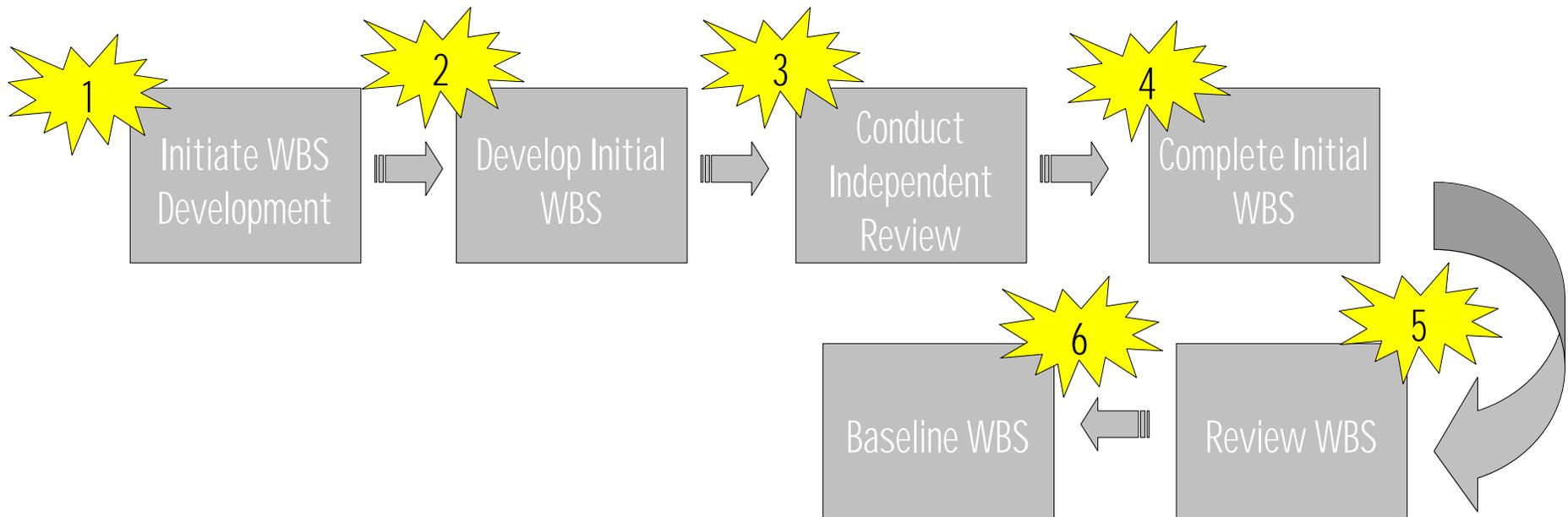
Issue and Risk Tracking

Status Reporting

Corrective Action



Solution Acquisition Work Breakdown Structure Process



Solution Acquisition Status Reporting Process

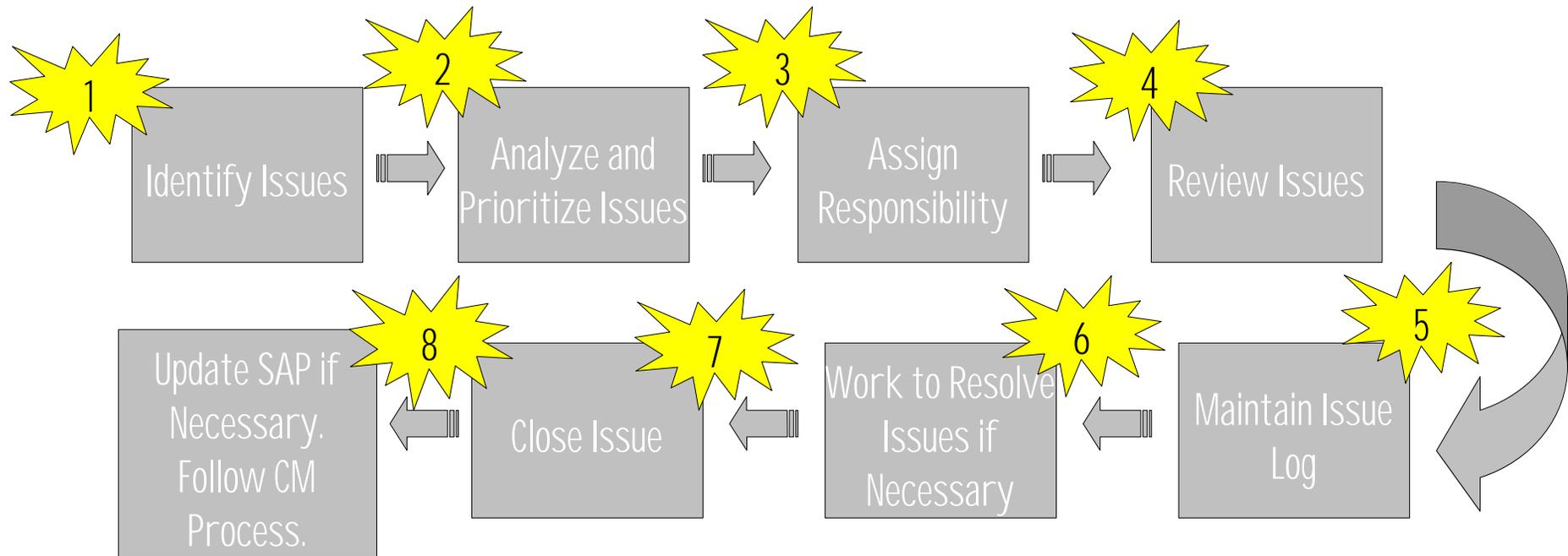


Solution Acquisition Risk Management Process



In general, risks are potential issues that may impact the successful completion of a project, and are not under the control of SFA .

Solution Acquisition Issue Management Process



An issue is an outstanding item that impacts or inhibits the progress of a project. Issues are different from risks in that they are a certainty and must be resolved quickly.

What are the Solution Acquisition Project Management Tools for SFA?



- **PM Process Guide**

 - Overall Process for PM Defined

- **PM Workbook and Procedures**

 - Status Meeting Agenda and Minutes

 - Risk Matrix

 - Issue Matrix

 - Corrective Action Items Log

 - Attendee and Contacts List





What are the benefits of Solution Acquisition Project Management?

Clearly Defined Roles

Streamlined Process

Disciplined Approach

Less Duplication of Effort

In Line with Clinger-Cohen

Review and Summary



PM Knowledge

- SLC and CMM
- PM Definition
- PM in the SLC
- Benefits of PM

- Questions?

