

BSG Leather Link Edge

How we do what we do



Make IT happen

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Focus



- On Customer business needs
- On Ease of maintenance
- Quality of end-user experience

Mission



- ✓ Ensure **more** by effective use of IT in *core business process*

“To enable companies, professionals and consumers of leather industry to be more effective through the use of IT
To generate value comparable to the best in industry for all stakeholders
To be a socially responsible corporate citizen”

LeatherLink

Vision



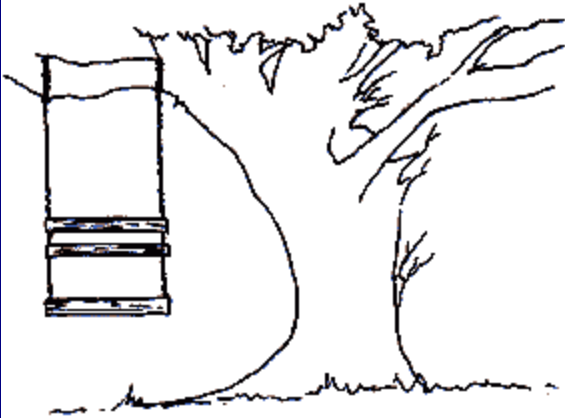
- ✓ To provide a networking platform for the global leather industry
- ✓ Seamless communication among tanners, manufacturers, brands and consumers
- ✓ Efficient, faster development and marketing of fashion designs each season
- ✓ Industry wired with the latest in information technology
- ✓ Complete Information Management Services for
 - ✓ Tanneries
 - ✓ Shoes, Garments, Goods Manufacturers
 - ✓ Retailers and Distributors
 - ✓ Designers
 - ✓ Consumers and other stakeholders of the industry

Strategy - Custom Built IT

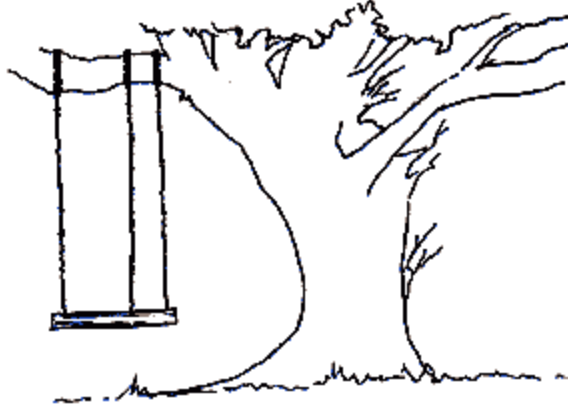


- ✓ To focus on business needs
- ✓ Focus on ALL stakeholders
- ✓ Follow structured Requirements Management process
- ✓ Project Management Process
- ✓ Ensuring Long term Maintainability
- ✓ Avoid last minute 'surprises'
- ✓ Continued participation in long term business growth

Story of the Swing



As sales requested it...



As the drawing office designed it...



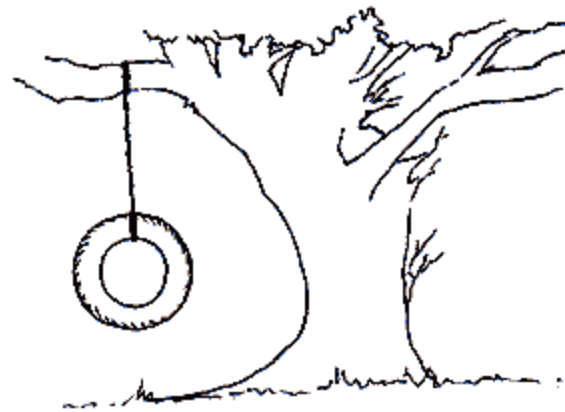
As the production engineers saw it...



As the service engineers installed it...

then...

Story of the Swing (contd.)

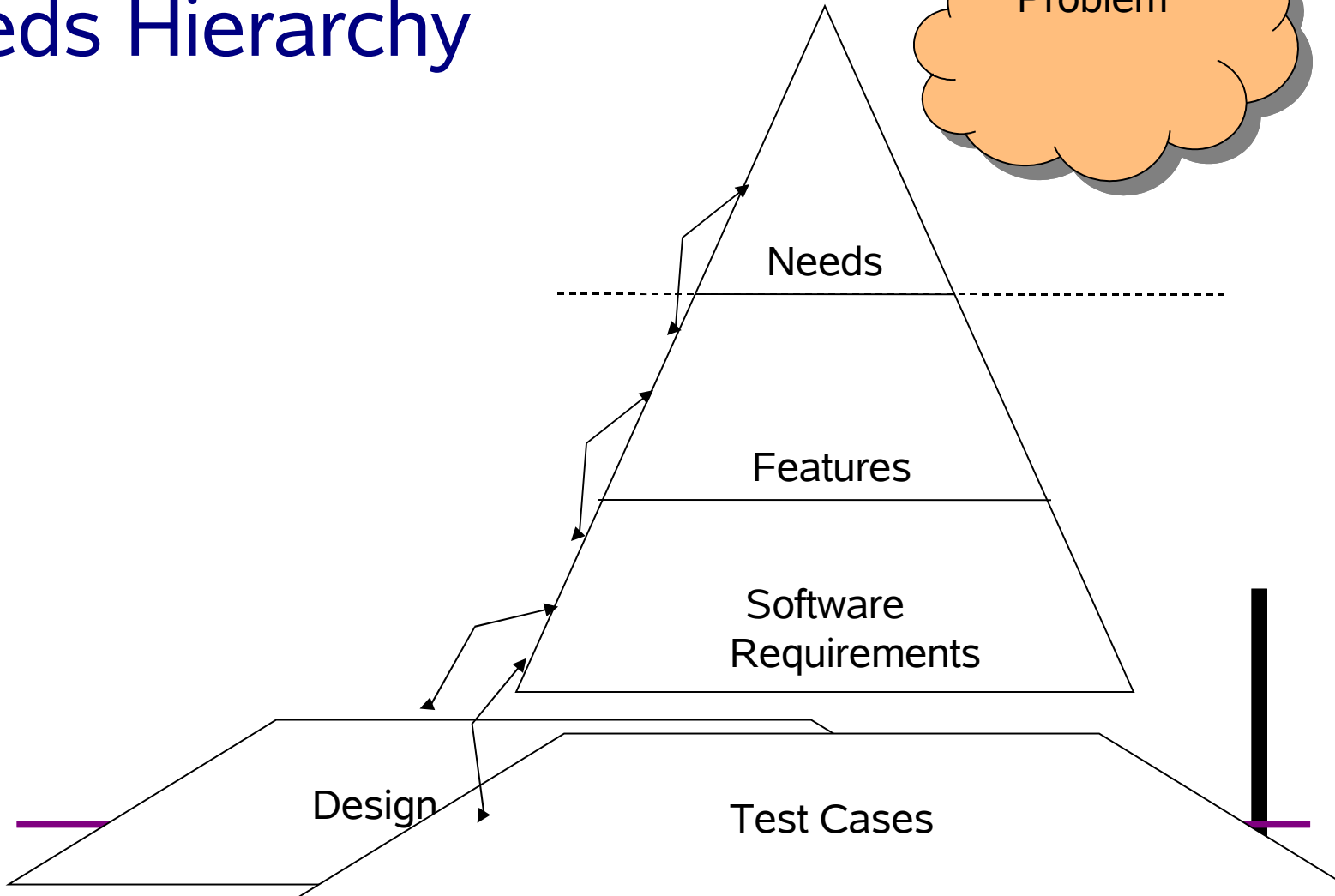
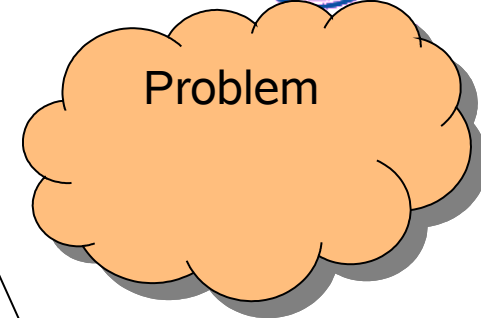


As the customer wanted it!

Identify Stakeholders Needs



✓ Needs Hierarchy

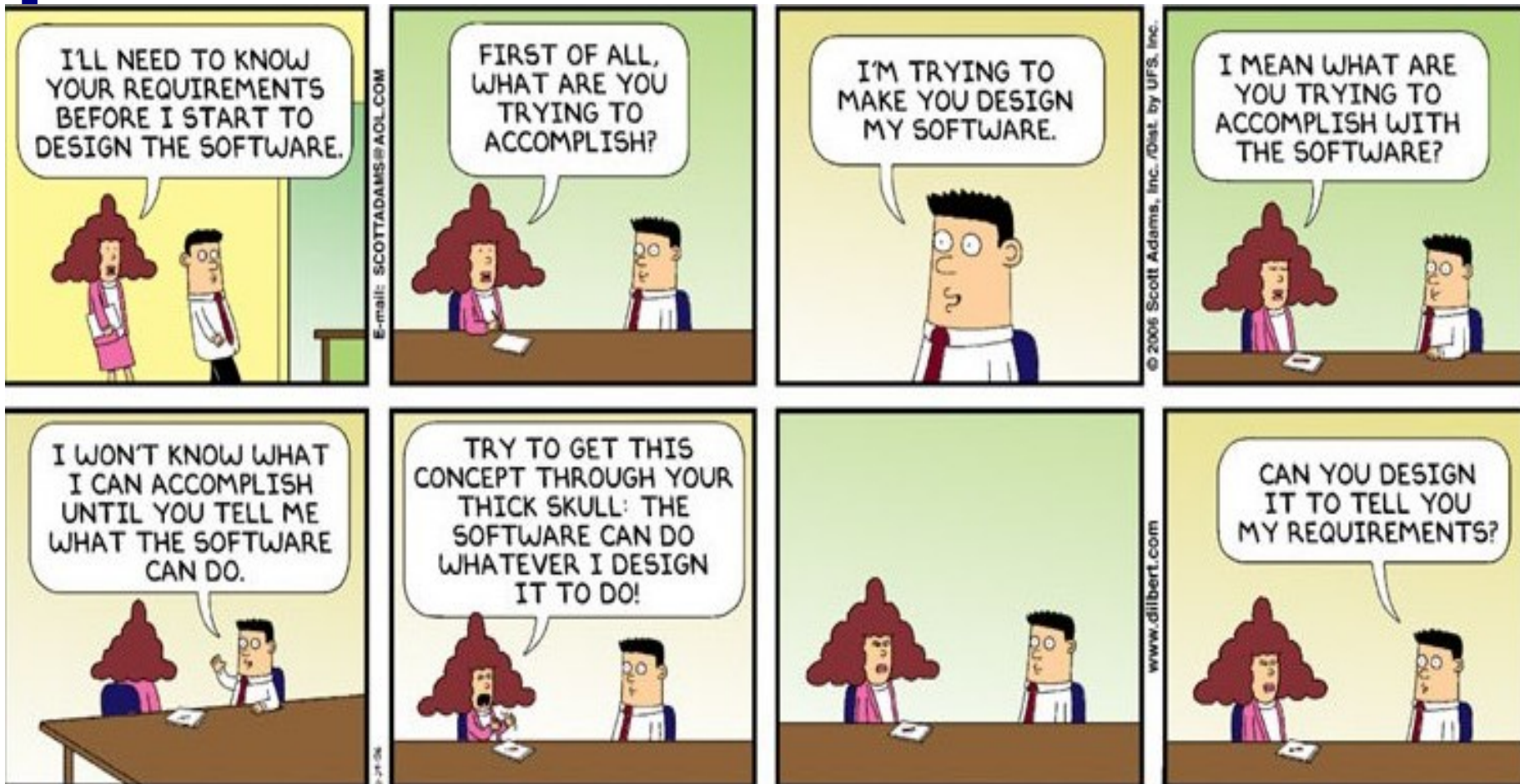


How we do



- ✓ Identify stakeholders Needs
- ✓ Elicit Requirements
- ✓ Organize and prioritize
- ✓ Specify Requirements
- ✓ Review and certification from customers
- ✓ Manage changes

Manage Requirements



Organize and Prioritize Requirements

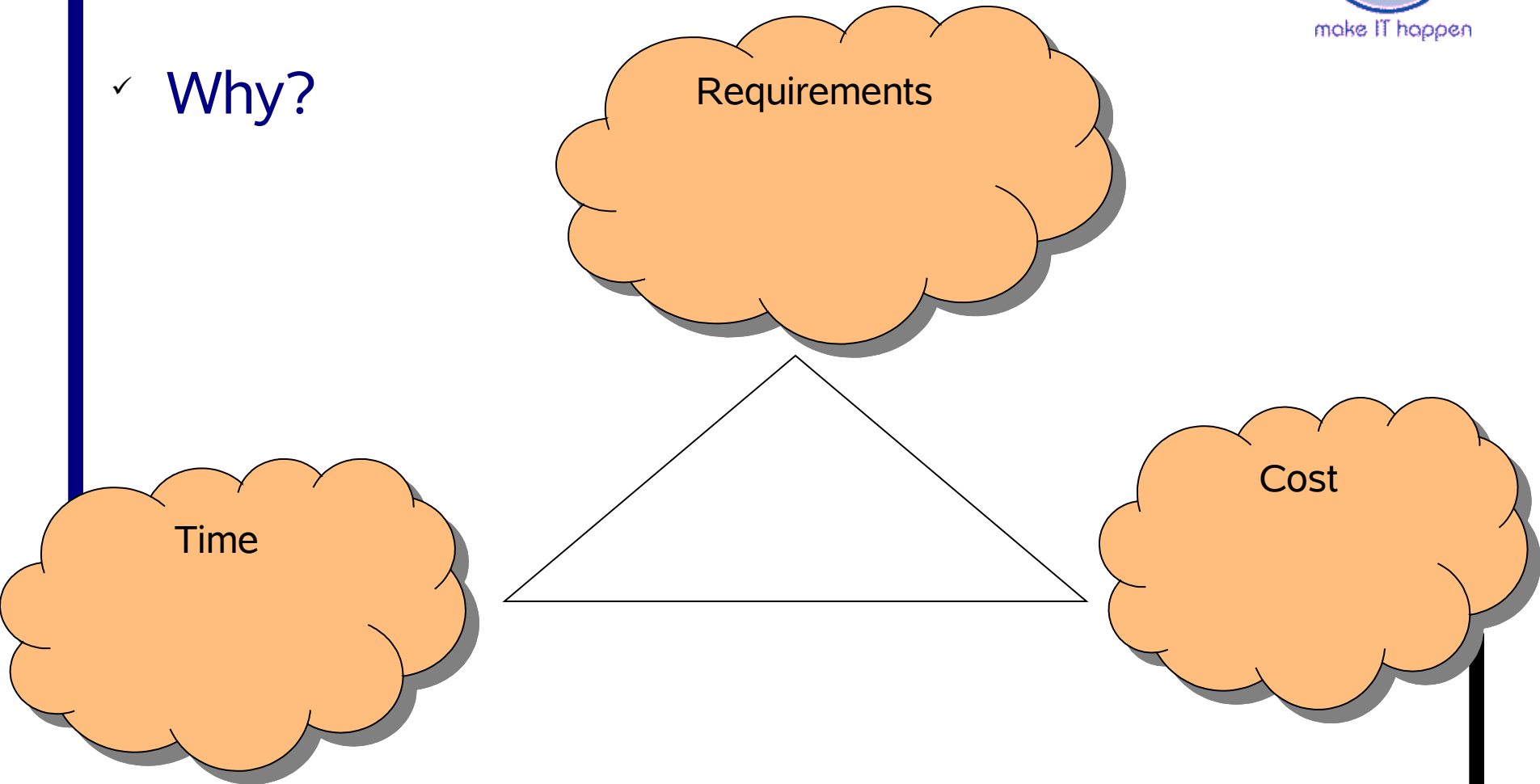


- ✓ Characteristics of Requirements
 - ✓ **FURPS** (Functionality, Usability, Reliability, Performance, Supportability)
 - ✓ **Verifiable**
 - ✓ **Importance**
 - ✓ **Traceable**
 - ✓ **Understandable**
 - ✓ **Stable** (complete, Correct, Consistent with other reqs., Unambiguous)
 - ✓ **Needs Effort**
 - ✓ **Contains risks**

Project Management



✓ Why?



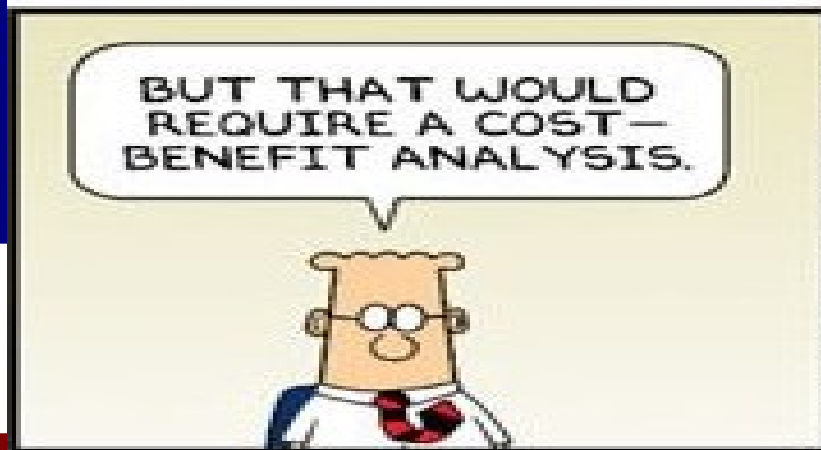
Project Management Process



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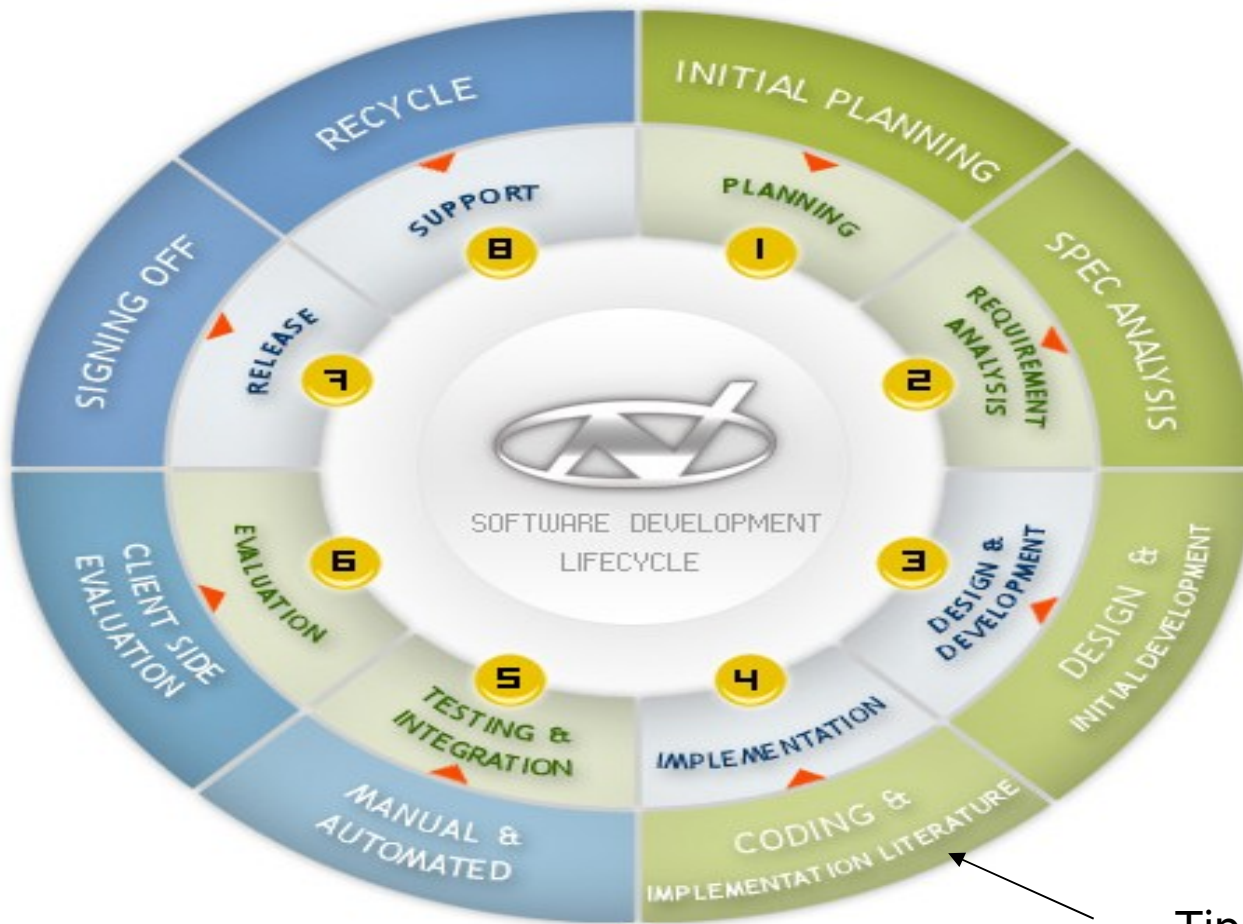


Project Management Process



- ✓ Plan
 - ✓ Requirements, Design, Development, Testing, Implementation, QA, Schedule
- ✓ Monitor
 - ✓ Metrics for Schedule, Quality and Cost
- ✓ Control
- ✓ Review - weekly
- ✓ Re-plan

Software Developmental Lifecycle



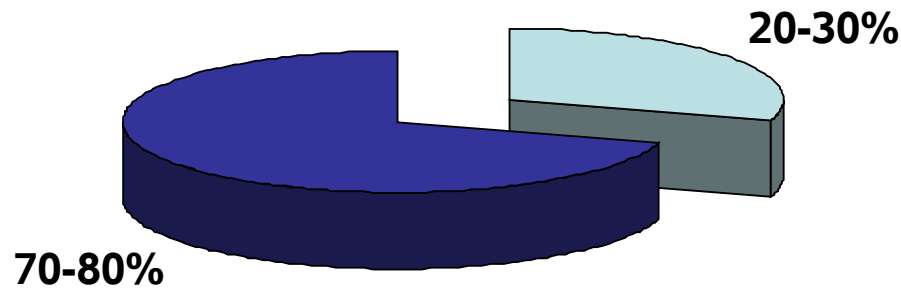
Tip of the iceberg

Software Maintainability



Why is it important?

Software Life Cycle cost break-up



Acquisition Maintenance

Ensuring Maintainability



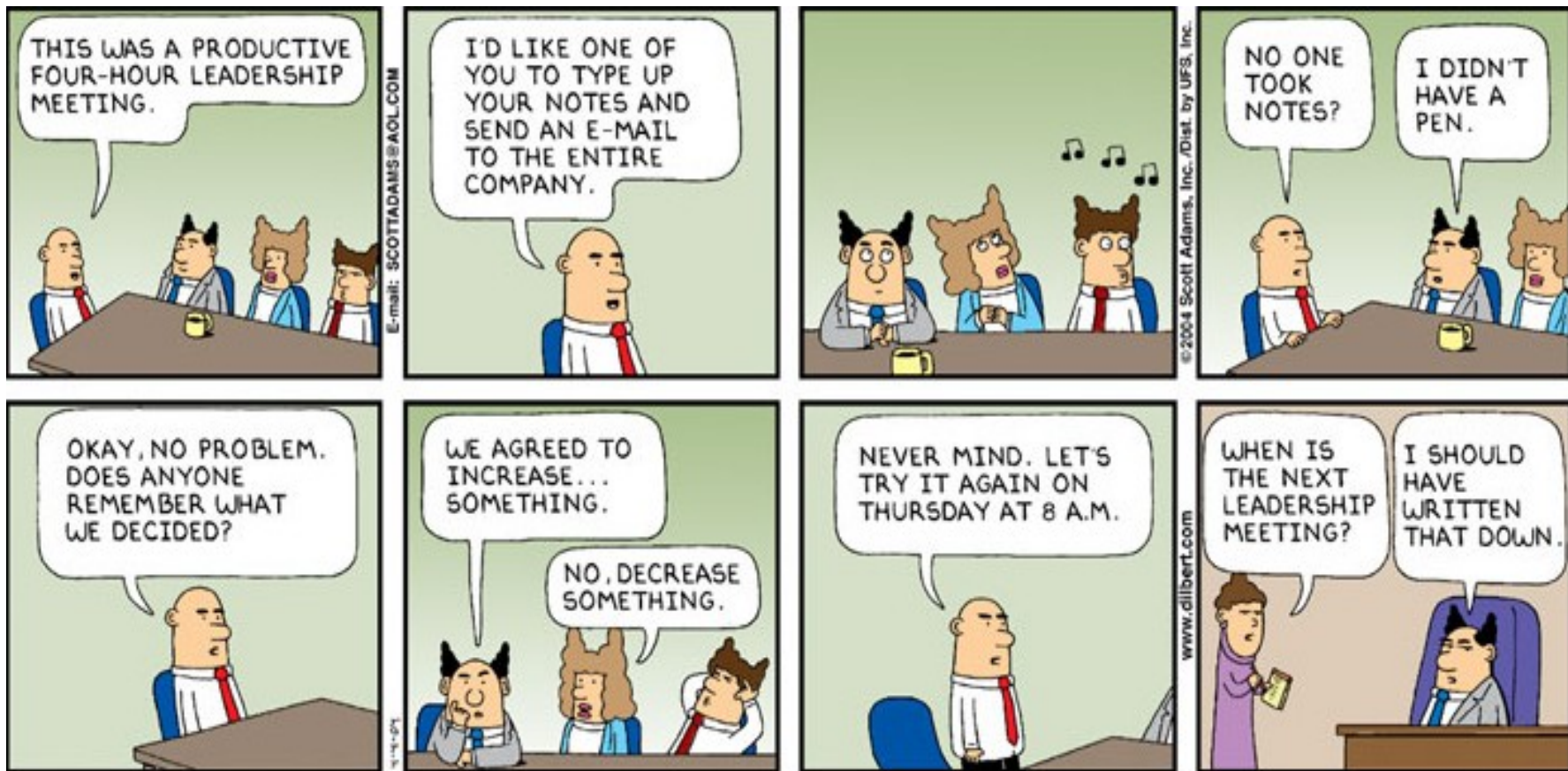
- ✓ Modular multi-tier architecture
- ✓ Focus on continued business partnering
- ✓ Robust Issue handling support process
- ✓ Open Source code

Results So far



- ✓ 100% realization of input value (Good Leather)
- ✓ Real time tracking of Production (V Srinivas & Co.)
- ✓ Integration of Operations of a Shoe factory across several locations
- ✓ Estimated pay-off 1:10 in first two years

Questions?



Request your involvement in



- Defining a common mission
- Requirements definition
- Review and sign-off
- Change management
- Issue resolution

And

- Discovering additional areas for decision making for business enhancement