



SOGETI

# RAPID ENGINEERING WITH AGILE RIGHTSHORE® DELIVERY (REWARD)

A cost-effective, 'out of the box' approach that combines

agile development with an optimised Rightshore® team



# REWARD

**Flexible, manageable and cost-effective**

REWARD is a flexible, cost-effective, ‘out of the box’ solution that combines agile development with an optimised distributed delivery model, and that provides local control and scalability. Supporting your development needs, this is a strategic service that enables businesses to reap the benefits of agile within a very short time frame.

## Making agile development a reality

The agile approach to software development promises cost-effective solutions, developed responsively, to accommodate changing requirements and user input. Agile is an increasingly popular alternative to traditional, formally structured development methodologies.

Sogeti uses agile methods as part of its Rapid Engineering With Agile Rightshore® Delivery solution. It combines:

- An optimised Rightshore team that provides the appropriate architecture, development, test, and project management skills.
- An on-site point of contact that is closely integrated with your team.
- Agile development with user stories, sprints, testing and a fortnightly release schedule.

Most of our current projects use Java or .NET but agile development is language-neutral. The result is a more flexible, manageable and cost-effective way to get software built for your business.



# THE REWARD DELIVERY FRAMEWORK

A different approach to development

Traditionally it hasn't always been easy to deliver quickly, with reduced costs, without impacting the quality of a project. REWARD aims to deliver all three through a different approach.



### Client

**Onsite**

- Product Owner
- Business User
- Development Manager
- Architect



### Communication Tools

- Web-Net Meetings
- Live Meeting
- Video Conferencing
- VoIP Calls
- Office Communicator
- E-Mail
- Weekly Status Report
- Daily Standup Meetings

**Project / Service Mgmt**

- Issue Tracking and Resolution
- Knowledge Coordination
- Change Request Management



### Tapping Global Talent

**Rightshore®**

- Business Analyst
- Development Lead
- DBA Lead
- Team Members
- Quality Assurance Team

**Distributed Delivery Framework**

REWARD differs from traditional development in a number of ways. It has been developed from many years of development experience - using Rapid Application methods, including SCRUM. However, it uniquely extends on these approaches, by fixing the cost and the duration of the agile sprints, and by optimising the balance and location of resources.

TRADITIONAL DEVELOPMENT	REWARD
<p><b>Time to transition:</b> Moving your team away from a traditional approach can take time. The transformation involves a mindset change, training or hiring new staff as well as a shift in involvement from product owners.</p>	<p><b>Plug and play:</b> With REWARD you can immediately deliver projects using best practice agile methods, and see significant value from the quick turnaround of both product owner and business requirements.</p>
<p><b>Specification:</b> Traditional approaches require detailed specifications before development work begins. However, not every project is that easily defined and there is a risk of expensive over-specification.</p>	<p><b>User stories:</b> In an agile project, developers and the client continuously collaborate to create 'user stories' which describe small, discrete chunks of desired functionality in terms that a user would understand.</p>
<p><b>Heroic individuals:</b> The traditional development model depends on individuals who can implement features, often working alone (even when normally part of a team).</p>	<p><b>Pair programming:</b> Just like airlines have two pilots in the cockpit to reduce mistakes, agile programming often sees two developers working together on the same piece of code.</p>
<p><b>Deterministic:</b> Traditional development measures input, tracks progress against a schedule and uses formal change control processes to deal with new requirements.</p>	<p><b>Responsive:</b> Agile programming assumes that needs and requirements will change and that users will give feedback on features once they start using them.</p>
<p><b>Sequential:</b> Traditional development approaches try to build the whole project before testing it, so that it is often not possible to see tangible progress for months at a time.</p>	<p><b>Iterative:</b> Agile development uses short 'sprints', typically of two weeks in which the team aims to complete one or more user stories, delivering usable functionality at each stage.</p>
<p><b>Change:</b> Changes to the requirements require evaluation and acceptance, which can take a considerable time, and which usually incurs additional cost, and frequently impacts the project duration.</p>	<p><b>Change:</b> Changes are included within the sprint backlogs, or, if necessary, within additional sprints, where the cost and time impact is known in advance.</p>

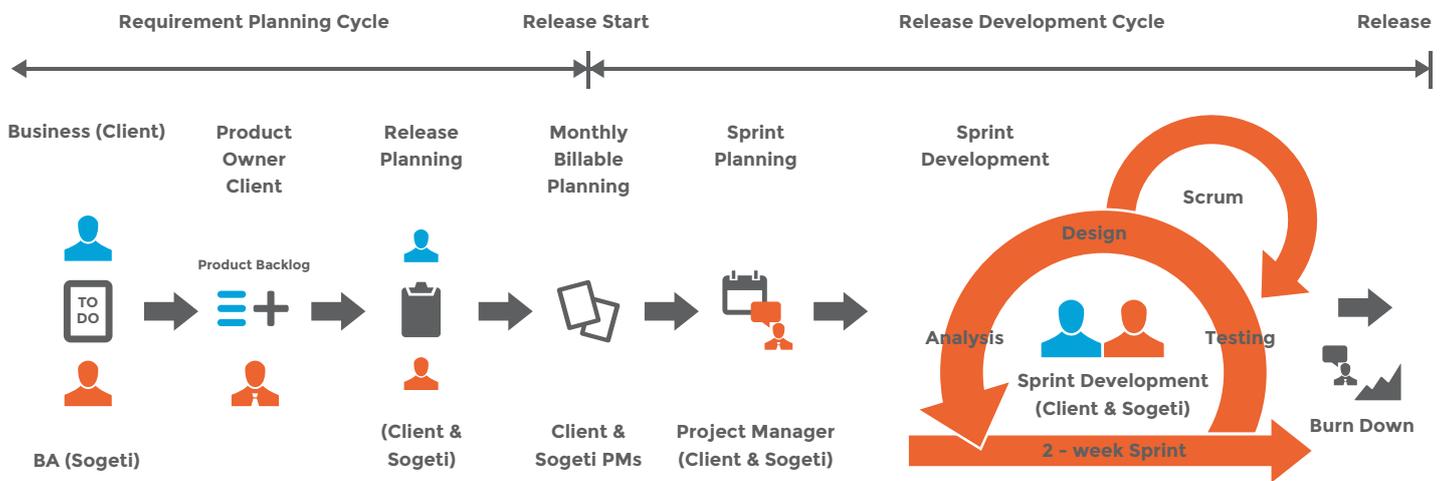
Most users spend 80% of their time using 20% of an application's features. The problem with traditional approaches to development is that they force clients to (over-) specify and implement the remaining 80% of the functionality before they see the application in use. This gold plating can be very expensive. There is little or no provision for flexibility apart from formal change control processes which adds cost, complexity and time to the project.

Agile development prioritises flexibility by delivering usable features fast and iterating quickly. It doesn't necessarily require the client to define every aspect of the project at the outset. The application evolves iteratively as the team implements usable, testable features.

If you are considering switching to an agile development approach or you are looking for a new way to manage development costs and relate them more effectively to delivered features or if you are looking to involve your users and stakeholders more closely in the development process, Sogeti's REWARD solution could be ideal.

# REWARD AND HOW IT WORKS

An out of the box Solution



## Tasks

- |  |   |   |   |   |  |   |
|--|---|---|---|---|--|---|
| <ul style="list-style-type: none"> <li>• Discuss with Business</li> <li>• Understand and Document</li> </ul> | <ul style="list-style-type: none"> <li>• Requirement Qualification</li> </ul> | <ul style="list-style-type: none"> <li>• Joint Planning</li> <li>• Resource Forecast</li> <li>• Agree on Billable Deliverables</li> <li>• Agree on Release Scope</li> </ul> | <ul style="list-style-type: none"> <li>• Determine Billable Deliverables</li> </ul> | <ul style="list-style-type: none"> <li>• Sprint Plan</li> </ul> | <ul style="list-style-type: none"> <li>• Design</li> <li>• Build</li> <li>• Progress Review</li> <li>• Test</li> </ul> | <ul style="list-style-type: none"> <li>• Bundle the Deliverables</li> </ul> |
|--|---|---|---|---|--|---|

## Deliverables

- |  |   |   |  |   |   |  |
|--|---|---|--|---|---|--|
| <ul style="list-style-type: none"> <li>• User Stories Requirements</li> <li>• Features</li> <li>• Definition of Done for User Stories, Sprints, Release</li> </ul> | <ul style="list-style-type: none"> <li>• Product Backlog</li> </ul> | <ul style="list-style-type: none"> <li>• Estimating via Story Points</li> <li>• Acceptance Criteria on User Stories</li> <li>• Ready-Ready stories</li> <li>• Test Plan/Strategy</li> </ul> | <ul style="list-style-type: none"> <li>• Invoice Plan</li> </ul> | <ul style="list-style-type: none"> <li>• Mutually Agreed Release Backlog</li> </ul> | <ul style="list-style-type: none"> <li>• Design Documents</li> <li>• Code</li> <li>• Test Results</li> <li>• Sprint Review</li> </ul> | <ul style="list-style-type: none"> <li>• Packaged Code</li> <li>• User Documents</li> <li>• Technical Transfer Document</li> </ul> |
|--|---|---|--|---|---|--|



# THE SOGETI APPROACH

## A three step process

REWARD uses Scrum methodology, with an optimally balanced Rightshore team to ensure close client contact and cost-effective development. A typical project has two initial steps and then a series of sprints to deliver the work.

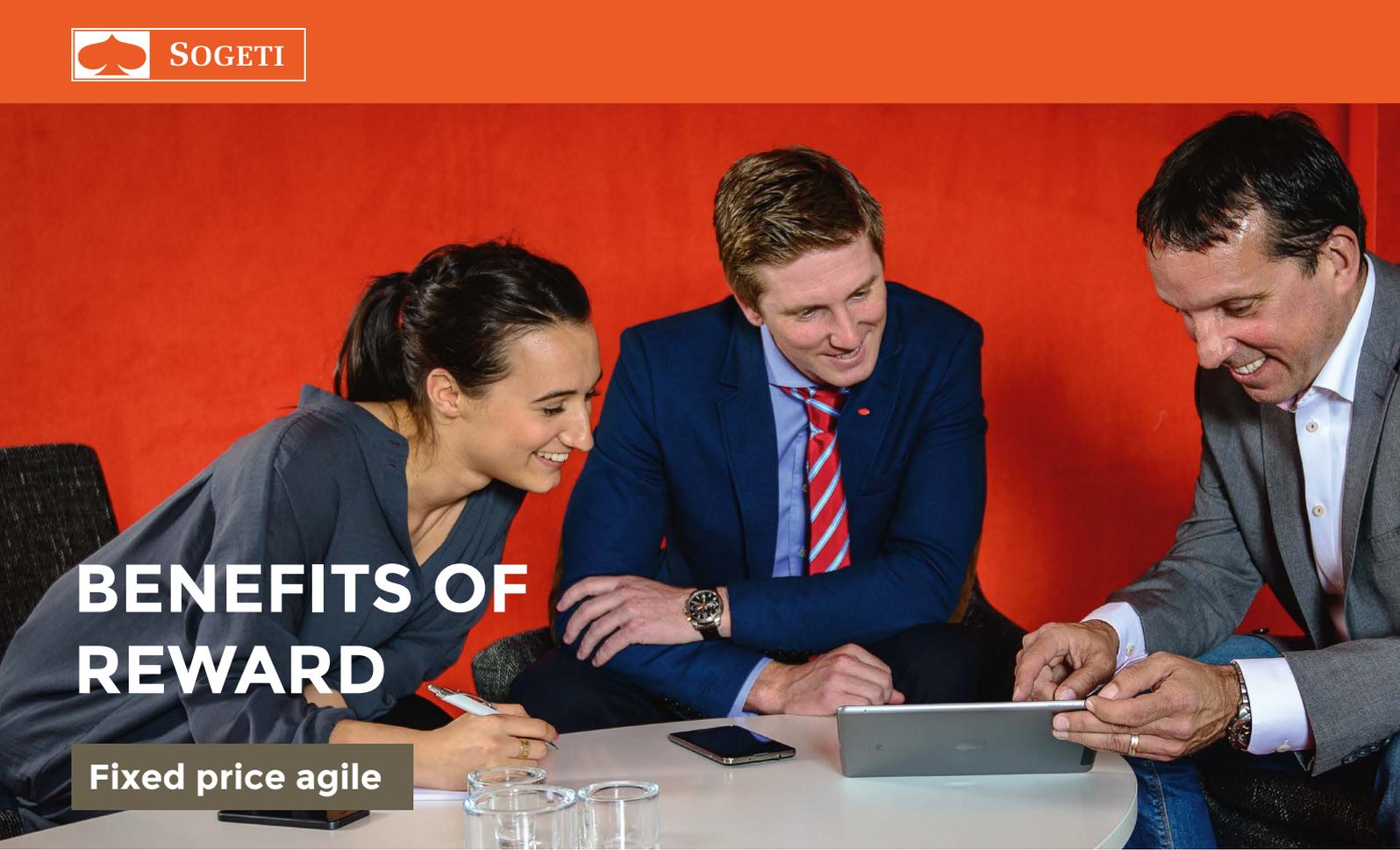
- **Initial workshop.** Used to capture the bulk of the required user stories. It typically takes two half-day workshops over the course of a week with a Sogeti team including a Scrum Master and one or two business analysts. The output is a fixed price quotation for the subsequent stages, based on the user stories that we capture and agree with the customer product owner.
- **Sprint Zero.** This first 'sprint' lets us set up the rest of the project and mobilise the team. It is usually shorter than later sprints, often one to two weeks, and we agree a fixed price based on the people involved, the software licenses and any other special equipment required.
- **Sprint One onwards.** Each sprint typically lasts two weeks. We charge the same fixed price for each sprint based on the team size, which is typically around seven people.

### *A typical team includes*

- **A Scrum Master and an on-site Scrum leader.**
- **A Rightshore team of developers and testers.**
- **If necessary, participation by specialists on an as required basis (for example DBAs and technical architects).**

This approach makes costs very transparent. The cost of each sprint is fixed in advance and clients are intimately involved in deciding what user stories the team works on, and in what order.

This makes client involvement in the development process essential. We use stand-up meetings, video and web conferencing to align the whole team and support the collaborative process.



# BENEFITS OF REWARD

## Fixed price agile

Sogeti combines extensive professional development experience with a disciplined, mature approach to agile development. The benefits are many, including:

- **Predictable fixed prices** - We agree the price per sprint in advance and you are closely involved in setting development priorities from the start to maximise your return on investment.
- **Cost-effective** - Using our Rightshore approach to do the majority of the development work reduces the overall cost while ensuring a high level of quality. We always design the team to suit you and the on and offshore mix is determined by you. However, the cost effectiveness of REWARD will be affected if a Rightshore model is not adopted.
- **Low risk** - We focus on collaboration and client engagement so you have continuous involvement in the development process, both in terms of deciding functionality and ensuring quality and fitness for purpose. As an 'out of the box' service - it is well defined and easily implemented for the widest range of customers.
- **Single point of contact** - Working directly with an on-site Scrum leader, you have complete visibility over the sprint backlog and prioritisation of user stories.
- **High quality** - Continuous testing contributes to a high level of quality. We also ensure that the core team is kept together throughout all the sprints, but we can also rotate specialists into the team as required.
- **Sogeti expertise** - We have 1000+ software engineers, all degree qualified, with extensive experience of Java, .NET and other programming languages, and with huge expertise in leading technology from Microsoft and IBM.
- **Flexibility** - REWARD is highly responsive to user feedback and changes in specification. You can reprioritise stories for upcoming sprints or add additional fixed price sprints, as required.



# BENEFITS OF WORKING WITH SOGETI

**A wealth of experience in high-quality delivery**

Our REWARD service builds on Sogeti's tradition of delivering high-quality, business-critical systems. We have long specialised in application management, infrastructure and software testing. In fact, Sogeti has been ranked number one for outsourced testing and we also won Testing Innovator of the Year at the 2013 European Software Testing Awards.

By drawing on experience across many platforms, applications and devices, as well as partnerships with industry-leading technology vendors, we help our clients to deliver high quality complex projects, on time and on budget.

Our consultants have a wealth of experience with different software development methodologies and this helps us pick the right approach for each project and apply it in a highly professional way.

It is this collective experience that has enabled Sogeti to develop what we believe to be the best methodology to produce deliverable code in the shortest timeframe, at a fixed price, in a flexible way - through the REWARD service.

In addition to REWARD, Sogeti offers a range of tailored agile solutions to meet the needs of our clients. These include: agile adoption workshops, agile roadmap workshops, agile testing, agile consultancy and agile training courses.



### *By The Numbers*

- 20,000 professionals
- 15 countries
- 100 locations in Europe, the US and India
- 1,000+ software engineers
- 14,500 application specialists
- 12,000 test professionals

## How the service is perceived by our customers

*“The Sogeti REWARD service allows us to increase the level of delivery of additional projects by using their rapid agile application development service. As an end-to-end solution it takes you through analysis of requirements, development of the product, to testing and post-release support. Being able to work with an extended team of high performing individuals, means that I can preserve the standards and processes that are needed for us to support delivered applications in the future.*

*It means I do not have to compromise on quality in order to deliver the best service possible to my customers. It also means I can offer an increased level of capability to my customers by taking advantage of the scale that Sogeti provides.”*

**Jamie Browning,**

Software Development Manager.

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## About Sogeti

Sogeti is a leading provider of local, professional technology services and a global Microsoft Alliance Partner. We specialise in Application, Infrastructure and Engineering Services, offering cutting-edge solutions around Application Development, Testing, Mobile, cloud, and BI and Analytics, combining world class methodologies and our global delivery model, Rightshore®. Sogeti brings together more than 20,000 professionals in 15 countries and has a strong local presence in over 100 locations in Europe, USA and India. Sogeti is a wholly-owned subsidiary of Cap Gemini S.A., listed on the Paris Stock Exchange.

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