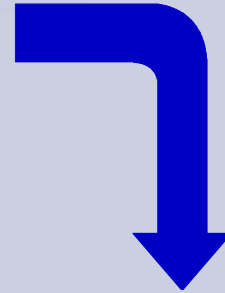
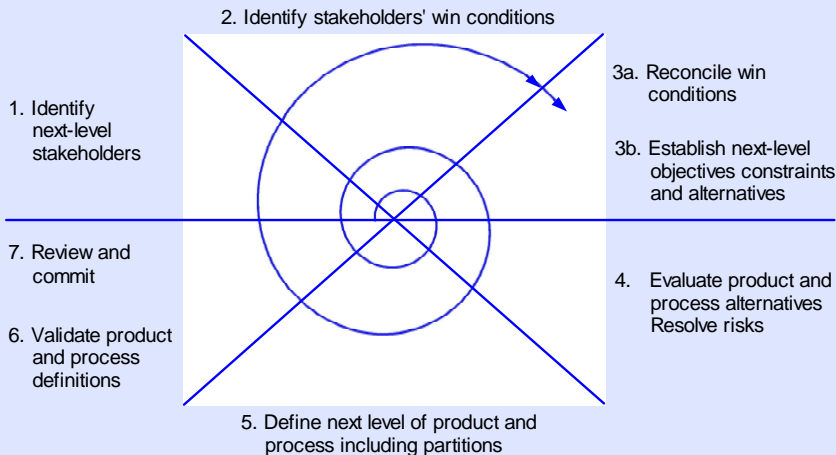


# System Development

Preferred Model: Modified Win Win Spiral Model (B. Boehm)



Your Service Provider for Success

## General

Customers ask for **APAC** support mostly if they enter new domains for which no mature internal processes have been established and proven or if an already running project is out of control. If APAC enters an already running project the steps described above have to be adapted accordingly.

**APAC** chooses "management on behalf of" a big customer if the project size is beyond **APAC's** financial scope. Nevertheless, **APAC** is willing to share profit and unlikely project-related loss with its customer up to a reasonable limit (e.g. 20% against an agreed baseline for a € 20 million project).

## Tender Phase

If you intend to bid for a tender and you are not sure whether you will have the necessary resources to meet the challenge should you win then you should involve **APAC** from the beginning. **APAC** can help you minimise the risk.

## Project Initialisation

If your proposal was successful **APAC** will support you in the contract negotiations and perform a professional project initialisation. At the same time, **APAC** can provide you with a management offer and the contract negotiations with **APAC** can start. **APAC** needs full management responsibility for financial sharing of project results.

## Project Set-up

**APAC** establishes the necessary project resources including available internal resources and subcontractors as appropriate.

## Requirements Engineering & System Development

**APAC** implements an adequate development model.

In most cases the Win Win Spiral Model is the most adequate one. The goal is to make all stakeholders and especially the end users join forces and support the project during its development.

**Acceptance Tests** for each increment are performed to reduce the risk in the end.

**Deployment** in the target environment starts with the final acceptance test to avoid surprises during the acceptance tests performed at the end customer to achieve approval.

## Customer's Approval

**APAC** is fully responsible for the achievement of this goal.

## Project Close-out

The final accounting with **APAC** is performed based on the project performance against the agreed baseline.

Usually **APAC's** payment consists of a fixed lump-sum payment and a variable part that is based on the project performance, which can reduce or increase the lump-sum payment.

## Project Handover

Project Handover can be performed after the end customer's approval or after the end of the warranty period depending on the contractual agreement.

## Service Provision Set-up

**APAC** also has the skills to set up service provision. Service Provision Set-up is usually performed simultaneously with the System Development Project.

