

Progress' Sourcing Alliance Program is designed to help you reduce the time and cost to develop and maintain your business applications.

HIGHLIGHTS

Finding skilled Progress resources can be a challenge to growing software organizations. The different options for resources—on-shore, near-shore, dual-shore or offshore—have additional risks. Progress Software's experience with global project teams can reduce this risk.

FEATURES AT-A-GLANCE

- Access to best practices and industry standards for successful distributed development
- Access to cost-effective distributed development resources
- Access to a development collaboration portal to help distributed resources work more effectively together

Sourcing Alliance Program

The Progress Sourcing Alliance is a global program that Progress Software has created to help our partners and customers find the Progress skilled resources they need to meet their application development challenges.

Components of the Sourcing Alliance Program

This program consists of three main components:

- Access to cost-effective, distributed resources through Progress Professional Services and our Services Partners for application development, application maintenance and application transformation services
- Access to our best practices and industry standards to help make your applications competitive
- Use of our development collaboration portal with application development and collaboration tools to help your team work efficiently in a distributed development environment

Why has Progress decided to invest in this program?

The demand for skilled Progress resources has been growing world-wide. For you to remain competitive, you need to find the right resources to meet your business demands. Progress Software can help you find the right resource solution to make you successful.

The supply of skilled resources has changed in recent years. Competitive companies are tapping into the global

marketplace to find the right resources without breaking the budget. Understanding all of the sourcing options available to you is a key part of a successful business strategy.

Progress Software wants to ensure that our partners and customers can benefit from the multiple options available without the project risks and problems that can occur when trying something new and different.

Progress Software has evaluated our experience with these variable sourcing models and reviewed our own out-sourced projects over the past 30 months to define the ideas, lessons learned, and best practices with this approach. In addition, we have worked with industry analysts to determine what other standards are being used successfully industry wide.

By taking advantage of our experience, you can gain access to the benefits of these sourcing options without the risk and overhead of doing it yourself from scratch.

How does the program work?

The Sourcing Alliance Program takes your unique sourcing strategy—the definition of how you have planned to fulfill your resource needs—and incorporates it into the planning of your specific development project. It will make use of the different sourcing options—on-site, near-shore, dual-shore and off-shore—to define a successful and cost effective project plan.

The most successful distributed projects use a dual-shore model. In this model, some work is performed by an on-site team while other work is performed by an off-site team.

A standard example of a dual-shore model would use a traditional application development lifecycle with the standard project phases—Analysis, Design, Construction, multiple levels of Testing, and Deployment. In a dual-shore model, only a portion of the work—specifically the work that can benefit the most from a structured and repeatable process—gets assigned to the off-site team. The key high-knowledge work - including the analysis, design, and deployment get retained by the on-site team.

After all, you want to retain your most valuable skills—your company's core competencies with your internal, on-site team.

Which projects are right?

Not all projects are ideally suited for using a global project approach. Suitable projects include those with large enough scale to justify the effort, have low complexity, and have well defined scope with well documented systems.

What can you achieve through the Sourcing Alliance Program?

First, the Sourcing Alliance Program has already handled the logistics of selection, contract management, getting started, and managing the sourcing partner relationship going forward. This frees you from having to invest the time and effort to learn how to effectively perform sourcing partner management while focusing on your priority—getting your application project done.

Second, we established the basic development and project management infrastructure through the global sourcing business portal. This is a web-based portal that provides you with access to the different development and project management controls you see listed here. These controls are the basic components of a successful project. Again, by providing the portal, you are freed from having to develop this infrastructure yourself.

Together, these allow you to:

- Decrease your Time-to-Market
- Fill skill gaps on your team
- Reduce Costs
- Better utilize company assets

This results in:

- Doing more with the less to achieve business plan and budget
- Providing staff agility and increased capacity
- Building competitive and innovative applications
- Increasing revenues and winning new business

How do you get started?

Progress Professional Services teams are available to help you take advantage of the Sourcing Alliance Program. They will help you to:

- Define the complexity of the project, including type of work to be performed, project scope, and resource levels needed to fulfill the project
- Review existing documentation to determine the knowledge that must be transferred to the project team
- Determine your IT Project maturity—including the core competencies, project management expertise, project disciplines, development standards in use, and your risk management expertise
- Review the organizational culture, including communication needs, change management, and commitment
- Review the sourcing strategy, including alignment with business and product plans

Please contact your local Progress sales representative for more information.

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