“The Hidden Truths of Being a Successful Acquirer”

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Key Acquirer Roles*

- Business analysis/relationship management (incl. requirements)
- Contract development & supplier management
- Program ownership / project management
- Technical architecture, standards, security

Key Supplier Roles

- Application Design/Development
- System Maintenance
- Desktop / Service / Help Desk
- Hosting
- Data center / mainframe

* Based on Forrester, “Functions to Retain when Outsourcing” (July 2004)
Minimum Set of Acquirer Practices

Acquirer & Supplier Contractual Touch Points: Deliverables and Metrics
Initial CMMI for Acquisition: A Lean Model

- Solicitation & Supplier Agreement Development
- Acquisition Validation
- Acquisition Requirements Development
- Acquisition Management
- Acquisition Technical Solution
- Acquisition Verification
- Customer Facing
- Supplier Facing

Core Processes

Project Management
Tips for Success

“...three-years, and then align them with the monies available to continue to support technology. The acquisition strategy covers the acquisition approach, business considerations, supplier agreement types and support of the technology solutions. Each of these strategy elements offers a …”

Tip: Carefully calibrate strategic choices for the acquisition strategy