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Participate in SEER for Software Beta Testing

We are excited to announce that beta testing for the latest version of SEER for Software is under way. Many new features and functions have been added to the latest beta version. A number of GUI updates and enhancements to facilitate one of our guiding principles that SEER must be easier to use than not to use.

- User Inputs: Have it your way!
- Simply estimate with just a few inputs with the new Project Assistant

- An application for providing users with a guided estimating experience. Use is optional, but recommended for novices.
 - Comprehensive estimates with details and substantiation
 - Support user's life cycle, sizing preferences, etc.

- Model updates, including:
 - Increased support for small projects
 - Numerous enhancements for estimating software maintenance
 - Greater flexibility and user control for labor allocations
 - Many others...

Please contact your Galorath representative to obtain a copy of the release notes to read the many new enhancements and features contained in this upcoming release. If you're interested in testing, please contact Kelly Timko at ktimko@galorath.com.

Participate in SEER CostIQ Beta Testing

We continue to improve CostIQ based on what we've learned during its beta release. If you've not yet been introduced to CostIQ, it is an application for creating a SEER cost estimate based on project requirements. This allows you to create the initial version of an estimate at a very early stage in the development process, based upon high level requirements.

CostIQ does this by applying a form of artificial intelligence called case-based reasoning to a database (called a case base) of similar projects, along with their costs and associated requirements. It uses your project's requirements, along with your inputs and work element selections, to produce an estimate based on corresponding elements in the case base. You can then tailor this estimate to more closely match the project.

If you would like to see a demonstration of this remarkable application, please contact your Galorath representative. If you're interested in testing, please contact Kelly Timko at ktimko@galorath.com.

SEER User Conference in the UK

This conference will provide an opportunity for those involved in project estimation and planning to share best practices and learn from networking with their peers. Join us for a User Conference filled with expert speakers, opportunities to learn from SEER customer experiences, innovative new strategies, and real world results. Speakers will include Dan Galorath, CEO of Galorath Incorporated, K. Potter from the University of Bristol, and Christelle Delcourt from the Euroclear IT Project Analysis Office (ITPAO), among others.

We really look forward to you joining us at Williams F1, where you will have the opportunity to meet the Galorath management team and visit the Williams F1 museum and take a "Help for Heroes" charity drive in an F1 simulator at this customer focused event. Donations will go to "Help for Heroes", an organization that supports Britain's wounded Servicemen and women.

Date

Wednesday, 19th May 2010

Location

The Williams F1 Conference Centre, Grove, Oxfordshire, UK

The home of the Williams Formula One racing team. <http://www.williamsf1.com/conference-centre>

To Register

Contact Kelly Timko at ktimko@galorath.com.

Stay tuned for the announcement details for the Fall SEER Users Conference in El Segundo, CA

SEER Survey participants benefit SEER for Software and The American Red Cross

To stay current, SEER applications rely on data provided by industry partners. If you have information to contribute on a completed software project, we'd like to hear from you!

We have created a survey to collect any information you may have:

<http://www.surveymonkey.com/s/FLGPPXH>

Users of our other applications (IT, H, MFG) also wanting to contribute data are encouraged to contact your Galorath representative.

Galorath Incorporated Goes for the Gold and is now a Gold Certified Microsoft Partner

Galorath Incorporated has achieved status as a Gold Certified Microsoft Partner. Furthermore, the SEER models have been certified to operate on Windows 7.

Recent Conference Appearances

GITEC

The Government Information Technology Executive Council (GITEC) is a council of Senior Level Government Executives organized to support the delivery of high quality and cost-effective Information Technology (IT) services to their customers. At the premier IT executive conference in March, Galorath Incorporated had a chance to meet with industry professionals and enhance their experience with estimating IT projects using the SEER-IT application. SEER for IT (SEER-IT) for estimating IT projects is the latest in a family of software estimation models developed by Galorath Incorporated. Designed for senior IT professionals, SEER-IT project estimation enables CIOs to significantly improve their success rates on complex IT projects based on the science of parametric modeling. Parametric/predictive modeling was developed to accurately assess what is known about a project and to model or simulate what is unknown, based on meaningful comparative data. SEER parametric modeling solutions improve success rates on IT projects. Based on sophisticated modeling technology, SEER for IT helps organizations objectively assess up-front project feasibility, optimize project costs and schedules, assess risks and probabilities, monitor project progress, and develop detailed project plans.

SEPG 2010

Dan Galorath was one of the featured presenters at this year's SEPG in March, joining industry leading organizations who are putting CMMI, People CMM, TSP, PSP, Agile, Six Sigma, ITIL and ISO standards, and other process management methods together to perform at a higher level. His presentation on

["Establishing The ROI On Software Through Examination of Total Ownership Costs"](http://www.galorath.com/DirectContent/newsletter/sepg_2010_pres.pdf)

(www.galorath.com/DirectContent/newsletter/sepg_2010_pres.pdf) explained the complex topic of software economics and how a software system's purpose is to provide business value to the organization.

Upcoming Conferences & Tradeshows

Association of Proposal Management Professionals (APMP)

June 1-4, 2010 Orlando, FL

Dan Galorath (CEO, Galorath Incorporated) will be participating on a panel. The APMP Cost Analysis Task Force Panel discussion is entitled, "The Good, The Bad, The Ugly - Bid Process".

IBM's Innovate 2010

June 6-10, 2010 Orlando, FL

David DeWitt (Sr. Consultant, Galorath Incorporated) will be participating on a panel discussion on Estimation, Measurement and Project Control. They will discuss how formal estimation algorithms and historic data can guide your portfolio choices and the management of your projects throughout the lifecycle.

ISPA/SCEA

June 8-11, 2010 San Diego, CA

Dan Galorath will be presenting - discussing a variety of things, including metrics, effectiveness measurement, the real costs of a variety of undertakings, what is ITIL versus ISO 9000, the risk of IT projects, software project costing challenges and solutions, and lots more.

Bob Hunt (VP of Services, Galorath Incorporated) will also be giving a presentation entitled, "Estimating Issues Associated with Agile Development".

We will be exhibiting here as well.

Introducing the Information Systems Risk Management Consortium Charter

The consortium is the result of four of the industry's leaders (Capers Jones, Gary Gack, Leon Kappelman, and Dan Galorath) deciding to pool their expertise to assist the information systems industry. The process improvement results they've achieved with other diversified government and industry organizations and large distributed companies has convinced them that they can help you accelerate your strategic initiatives while improving tactical performance with measurable results within a 6 to 18 month calendar window. To read more, go to <http://www.galorath.com/wp/capers-jones-gary-gack-leon-kappleman-dan-galorath-team-up-to-improve-it.php> .

SEER Products are Now Windows 7 Compatible

We are proud to announce that many of the SEER applications are now Windows 7 Compatible, including:

- SEER Estimate by Comparison 3.1.8

- SEER for Hardware Integration to MS Project 1.0.21
- SEER for Hardware, Electronics & Systems (SEER-H) 7.1.45
- SEER for IT 1.1.10
- SEER for Manufacturing (SEER-MFG) 6.1.14
- SEER for Software (SEER-SEM) 7.3.13

These applications are not only supported by Windows 7, but have passed a set of tests that ensure a high level of quality for the application. This status represents the fact that we really stand behind our products. You can be confident that SEER Windows 7 compatible applications are reliable to use and have higher quality across the bar than similar applications.

Did You Know?

SEER for Software (SEER-SEM)

Did you know the flexible export feature in SEER can export as a customizable report? When you load a preexisting or customized template, you can export the information in the form of a custom report to be viewed inside the program. *TOOLS -> Flexible Export -> Options -> Output To -> Report*

Did you know you can increase loading time by configuring SEER-SEM to load without charts?

Upon opening a large project with multiple WBS elements you may notice it will take some time to load the entire project. In SEER-SEM, you can improve loading time by disabling the charts upon loading. Close the charts window and go to the options menu and do a save configuration. By doing so, this will load SEER-SEM without the charts. If you need to refer back to the charts you can always reactivate the charts by going to the choose available charts dialog and doing another save configuration

Did you know SEER-SEM comes with a repository based analysis feature called SEER Metrics Analysis & Benchmarking (SEER Metrics) that can be used to plot your SEER Historical Data, analyze trends, and show where your SEER-SEM estimate falls. SEER Metrics can be launched from within your SEER-SEM toolbar or in the same location as SEER-SEM under your Windows start menu.

Did you know you can create custom views in SEER-SEM? Views are a group of inputs, outputs and charts that allow you to create and view your SEER-SEM estimates in a more meaningful manner. Views can contain a maximum of 4 components. Views can be personalized and configured to display when a project file is opened.

Did you know you can send your SEER-SEM estimate without including the notes? To send your SEER-SEM estimate to someone without including the element or parameter notes, include only the .prj file.

SEER for Manufacturing (SEER-MFG)

Did you know that SEER-MFG Production Lots are computed for Rollups now? SEER-MFG now computes and reports production lots for the entire Project and Rollups, previously this report was only available for individual work elements. This is extremely useful when you want to analyze time and costs for making entire assemblies or subassemblies across production lots.

Did you know there's a new Labor2-0 machining database for the MFG 6.1 release? Some of the analytical models in SEER-MFG rely upon an external database of information; there are currently two databases available for machining operations (soon to be three). You can select the one which will be used with your project from the machining database list in the Project Parameters dialog box (Options / Set Project Parameters). The Labor2-0 machining database is based on feed and speed data, is more sensitive to machining small parts, and light, hard-to-machine materials such as titanium. Galorath

recommend using the most recent database in your estimates. Previous databases are maintained to support estimates from earlier product versions.

Did you know that you can now open a read only copy of an already open SEER-MFG file? During file open, a temporary 'lock' file is created in the same directory as the open file. The purpose of this file is to allow you or others to open a read only copy of an already open file. The lock file is deleted upon file close. By default it is hidden, so depending on your folder option view settings, you may not see the mfglock file. It uses the following syntax: `.\mfglock.[file name#]`. Where [file name] is the name of the currently open *.MFG file

SEER for Hardware, Electronics & Systems (SEER-H)

Did you know the SEER-H 7.1 license file (License_SEER-H.lic) will work just fine in SEER-H 7.0 if it gets renamed to License.dat?

Did you know that many new features have been added to SEER-H 7.1's TOOLS folder? A short cut to this TOOLS folder has also been added to the Windows Start Menu for easier access. Among all the new features added, a Calibration Entry Spreadsheet has been created to automate the calibration process. This feature not only inputs the calibration factors into the model; but it is also capable of creating new knowledge bases for future use. A copy of these new knowledge bases will also be created in the KBASES folder for easy sharing among multiple users.

Did you know that the Flexible Export dialog can be dragged outside of SEER-H window and be left open while estimates are being modified? You don't need to close the Flexible Export dialog if you are changing work elements or parameters.

Did you know the "Find" feature in SEER-H provides a quick way to locate a specific parameter in the parameter view. Ctrl+F would activate the "Find" dialog box?

1. **Did you know In SEER-H 7.1, the flow of Labor Hours in the Development phase can now be characterized month by month?** Several standard labor profiles are available and they can be reshaped by setting a left or right truncation.
2. **Did you know SEER-EOS** has been upgraded from a "space" only model and can now estimate electro-optical system used on missiles and aircrafts? To request a list of programs and mission categories used in this update, please contact your Galorath Representative.

SEER for IT

Did you know we have an Estimate by Comparison application that comes with all SEER products, that can be used to determine things like the number of required telecom lines for an IT project? You can put the size in as a least, likely or most range and SEER-IT will estimate the cost to setup and support those lines. It can be used to estimate any of the SEER-IT inputs such as voice ports, data ports, number of servers, etc. as well as the parameter value for ANY SEER parameter in ANY SEER model. The idea is that you put in metrics for some reference projects (you only need one or two) and you make comparisons to the new project that you are estimating. Estimate by Comparison has algorithms that combine the quantitative metrics data with the qualitative comparison data to estimate the metrics of a new project.

Did you know SEER-IT can estimate the cost to decommission an application, database or server? You generally think about using SEER-IT to estimate the cost of deploying new or upgraded IT systems. However, part of system updates often involve retiring older systems. To estimate the time and effort required to decommission, create a WBS element to represent the resource being retired and set the setup type to "decommission". This can be done for applications, middleware, databases, servers,

network equipment and even end user equipment. Remember, you don't need to include ongoing support for retired systems, so make sure the support duration is set to zero.

Did you know you don't need to close the flexible export screen to change estimation elements or parameters? If you have the flexible export screen open, you don't need to close it to change WBS elements or make changes to your estimates. This can save you keystrokes when you want to export data, change a parameter and then export again.

Did you know you can do Monte Carlo simulations at any WBS level? While it is not required, SEER-IT gives the option to do a Monte Carlo simulation to assess risk at the WBS element level in addition to the rollup level.

Did you know there is a Tools directory with all SEER models? You can explore what is contained there.

Discover our Developer's Blog

Want to get the latest information on what is going on with SEER products? Looking for tips and tricks? The blog includes helpful information on recent updates, product announcements, installation issues as well as ideas and insight on how to best use the SEER estimating models. We have been seeding our developers' blog with all sorts of useful information. Recent posts include:

- SEER-MFG 6.1.14 with SEER-Aero 3.1.13 is now officially released!
- ISBSG Dataset Updated
- SEER for Hardware 7.1.45 with SEER-EOS 2.1.37 is officially released

Check it out at: <http://www.galorath.com/index.php/services/support/>

Keep your topic suggestions coming!

Dan on Estimating Blog

Visit [Dan Galorath on Estimating \(http://www.galorath.com/wp/\)](http://www.galorath.com/wp/), our other must-read blog with something for everyone. Recent posts include:

- Variances In Personnel Can Change Productivity By a Factor of 10
- Estimating the Cost & Schedule of Packaged Software Deployments
- SEER-H Electro Optical Sensor Estimation Validation

Subscribe to both blogs and receive the latest posts directly via email.

Receive the blogs via an RSS feed. When you subscribe to the feed, it is added to your Common Feed List. Updated information from the feed is automatically downloaded to your computer and can be viewed in Internet Explorer and other programs.

Preview from the Development Lab

SEER for Software (SEER-SEM)

Galorath is working on the next release of SEER for Software or SEER-SEM. See the **Participate in SEER for Software Beta Testing** article above, or contact your Galorath representative for a copy of the release notes to read all of the wonderful new enhancements and features.

SEER for IT

SEER-IT 2.0 will be releasing soon. This release will include enterprise database support for storing and tracking estimate changes.

The COSYSMO based systems engineering model in SEER-IT now includes a reuse model so you can now describe system level requirements or interfaces as new, reusable, modified, deleted, adopted or managed. Purchased items now allow you to account for monthly costs during the project phase. You can also describe what the quantity means (e.g. GB, servers, data lines) through a user configurable unit of measure list. Ongoing support calculations will also account for quantity growth over the system life.

SEER for Manufacturing (SEER-MFG)

A new SEER-MFG 6.1 maintenance release is pending. This new version includes more major updates to machining operations. The updates are based upon on commonly used feeds and speeds. We've added additional inputs to Drill, Ream, and Tap operations and added four new operations: End Mill Slot Rough, Centerless Grind Rough, Cylindrical Grind Rough, and Single Point Thread Cutting. The new release also includes a new set of Financial Factor wrap rate parameters. With these parameters you can now include cost wrap rates to labor, material, tooling, other, purchased, and custom costs. Additionally you can now include profit with your SEER-MFG cost estimates. The Financial Factor parameters are available at the Project level, and all other element types except Rollups. Look for a release announcement in the next couple of weeks!

In the News

Read about Galorath in the news. See our most recent [Press Releases](http://www.galorath.com/index.php/news/) (<http://www.galorath.com/index.php/news/>).

SEER Workshops

Private Workshops

The majority of SEER training takes place at private workshops arranged at customer locations. If you would like to bring SEER training to your organization's location, please [contact us](mailto:info@galorath.com?subject=SEER%20Private%20Workshop%20Information) (info@galorath.com?subject=SEER Private Workshop Information) for details.

Public Workshops

SEER for Software (SEER-SEM) - Core

>>May 24, 2010 - May 26, 2010
El Segundo, CA

>>Sizing and Project Control
September 13, 2010 - September 17, 2010
Northern VA

>>September 27, 2010 - September 29, 2010
El Segundo

>>October 19, 2010 - October 21, 2010
Washington D.C. area (TBD)

>>November 16, 2010 - November 18, 2010

El Segundo, CA

SEER for Software (SEER-SEM) - Advanced

>>September 30, 2010 - October 01, 2010
El Segundo

SEER for Hardware, Electronics & Systems (SEER-H) - Core

>>June 14, 2010 - June 16, 2010
Northern VA

>>August 16, 2010 - August 18, 2010
El Segundo, CA

>>November 30, 2010 - December 02, 2010
El Segundo, CA

SEER for Hardware, Electronics & Systems (SEER-H) - Advanced

>>June 17, 2010 - June 18, 2010
Northern VA

>>August 19, 2010 - August 20, 2010
El Segundo, CA

SEER for IT - Core

>>July 27, 2010 - July 29, 2010
Washington D.C.

>>October 26, 2010 - October 28, 2010
Houston, TX

>>December 07, 2010 - December 09, 2010
El Segundo, CA

To register for a SEER public workshop, [click here](http://www.galorath.com/index.php/services/register-workshop/)
(<http://www.galorath.com/index.php/services/register-workshop/>).

Register for an upcoming SEER Webinar

Discover IT Project Critical Success Factors Through Better Estimation

May 25, 2010 at 8:30 am
(8:30am Pacific, 11:30am Eastern, 4:30pm London)

Be prepared. The span of knowledge required to complete a successful IT estimation is much greater than just being able to characterize the software development portion. The first step in an IT project is developing a viable estimate that forms the basis of an achievable plan. Some think only of software development when they refer to IT. But over 60% of the costs, beyond software development and

maintenance are IT infrastructure and IT services.

Some of the questions a complete plan must answer include:

- How many help desk people?
- How about the IT people that install or upgrade?
- What is data conversion going to take?

This webinar will show two methodology parts through:

- A formalized estimation structure that ensures that all essential elements of a project are captured
- A series of "scenarios" or mini-estimates that provide defaults to use as starting points for all critical estimation elements

Discover some of the factors essential to preparing such an estimate:

- Elements of the organization's infrastructure
- Deployment concepts
- Security issues
- And more

Stay on Track with Project Planning Budget Estimation for SOA Projects

June 08, 2010 at 8:30 am

(8:30am Pacific, 11:30am Eastern, 4:30pm London)

This Webinar will provide a discussion of effort and schedule estimation for SOA projects utilizing SEER for Software. The characteristics of SOA will be discussed to establish an understanding of issues which can impact the estimates. With the understanding of the characteristics of SOA we will consider project specific parameter settings for the SEER estimate. A project plan methodology will be introduced using the confidence based estimate to establish a confidence based plan.

- Concepts and differences for SOA and SAAS projects
- Concerns for planning both projects to develop SOA services and applications that will utilize SOA services.
- Establishing an effort (budget) and schedule estimate
- Developing a confidence based project plan for SOA and SAAS projects.

This Webinar is intended for individuals developing estimates, project plans, and managing projects implemented with a Service Orientated Architecture, including:

- Program Managers
- Project Leads
- Engineering Mangers
- Information Technology Analysts
- Technical Leads
- Systems Engineers

Estimate More with Less: Cost IQ

June 22, 2010 at 8:30 am

(8:30am Pacific, 11:30am Eastern, 4:30pm London)

Imagine being able to produce comprehensive estimates derived from just a few requirements... Now you can.

The CostIQ system has been designed to rapidly produce full projects in any SEER model, with little more needed from the user than a few requirements.

Learn:

- An in-depth introduction to the system
- Its use and configuration
- It's interface with the SEER applications set

Join us to learn how less is more with CostIQ.

See the whole list of webinars at <http://www.galorath.com/index.php/news/webinars/>.

Consult our Archived SEER Webinars

Have you missed a SEER Webinar, our no-cost, web-based briefings hosted by one of our SEER experts? We've added several recent Webinars to our online archives. To access them, you'll need to register for our [Corporate Library](http://www.galorath.com/index.php/library/) (<http://www.galorath.com/index.php/library/>). Here are just a few of the new Webinars you can view:

Discover Hardware Oriented Applications for SEER-IT

SEER-IT is a versatile application that enables you to estimate IT infrastructure deployment as well as operations. It is easy to see how SEER-IT can be used to estimate deployment and support of enterprise IT systems. However, SEER-IT can be very effective in estimating the deployment and operations of systems that use custom hardware interconnected by IT based technologies.

This presentation will show:

How SEER-IT can be used to estimate the deployment and operations of the IT based technologies prevalent in network centric systems (NCS).

How to estimate the required systems engineering needed to bring estimating

Where and when to use SEER-SEM, SEER-H and SEER-IT for different components of a NCS

Examples of a SEER-IT estimate for NCS and hardware oriented systems are included.

To view, visit: http://www.galorath.com/flash_presentations/hw_apps_for_seer_it/

What Would You Like to Estimate Today? SEER Estimate by Comparison

With SEER Estimate by Comparison, good estimates based on intuition are only a few comparisons away. By stepping through a series of intuitive comparisons to better-known items, SEER Estimate by Comparison provides a credible basis for accurately determining either quantitative or qualitative values for both SEER and non-SEER parameters.

In a portfolio analysis exercise, we will demonstrate how multiple software projects' sizes and value can be simultaneously estimated.

To view, visit: http://www.galorath.com/flash_presentations/est_compare/

IT Project Estimation with SEER

SEER for IT provides knowledge based parametric estimates for IT projects and their ongoing support efforts. SEER for IT was designed for IT professionals, enabling organizations to develop an early and accurate assessment of project costs, schedules, and risks as well as ongoing support.

SEER for IT helps you to estimate, analyze and evaluate your IT projects through the use of a

combination of parametric algorithms, industry knowledge bases, and your own data. SEER models are easy to use by both technical and non-technical people.

- Practical input drivers – intuitive / easy to understand
- Comprehensive results – detailed and high level
- Enterprise ready – scalable to any organization
- Adaptable – utilizes common project patterns
- Learning – incorporates cost history
- Risk driven – estimates capture uncertainty
- Open - easy to integrate/interface with other systems

To view, visit: http://www.galorath.com/flash_presentations/nasa_it_webinar/

Please forward this newsletter to your colleagues!



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