SEER Solutions: Estimation News from Galorath Incorporated

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SEER for Software 8.0.6 Release

Summary of Changes
Release notes outlining changes are included in the installation folder. In addition, a PDF version of the user guide and detailed reference are available in the Tools folder.

Project Assistant/Quick Launch
• Quickly create all or part of an estimate through a guided set of instructions

Analogy Based Estimating and Sizing
• Choose exactly which projects you want to use as analogies for calibrating your estimate or estimating size. The new analogy based estimating and sizing features take advantage of your project history that is recorded in the SEER Historical Database (SEER-HD).

Estimating Improvements
• Labor allocation inputs for each program WBS element
• Better schedule estimates for small projects with the new Minimum Staff option
• Detailed calibration factors
• New and updated knowledge bases

Making Estimates Easier
• Reorganized flexible export lists
• Parameter calculator
• Easy to use parameter and WBS controls
• Option to exclude a WBS element from rollups/totals
• Report and chart tabs making easier to locate your favorite format
• Find feature for finding parameters or WBS elements

Improved Maintenance Model
• The maintenance estimation model has been improved to allow for partial years, allows you to select what types of maintenance to include, and also considers latent defects in existing code.
• Several new charts showing maintenance estimates

Several other miscellaneous bug fixes and enhancements are detailed toward the end of the release notes.

Once you log on, go to the subscriptions page and click the URL for your SEER for Software product or feature and click the download button. After you have saved the file to your local computer, you may run it to extract the installation files. Once extracted, look in the SEER-SEM folder for setup.exe to install.

This is a major update and may be installed alongside SEER-SEM version 7.3. You may use your existing license file for this new version. Please contact support@galorath.com if you have any questions.

SEER for IT 2.0.10 Release

Summary of Changes
Release notes outlining changes are included in the installation folder. In addition, a PDF version of the SEER-IT release notes can be found in the Tools folder.

SEER Enterprise Database (SEER-DB) Support
• Archive estimates in a common repository and maintain a complete record of all estimate revisions.

Architecture/Design (COSYSMO) work element update
• Added parameters to specify and estimate reuse of size drivers (based on COSYSMO 2.0 academic model)

Purchased Hardware and Purchased Software work element update
• Added parameters to capture recurring costs during the Project phase (as opposed to Ongoing Support)
• Added the Annual Quantity Growth parameter to account for annual percentage growth (or shrinkage) of the quantity during the Ongoing Support phase

Performance Improvements
• Improved performance when using the Change Parameters in Multiple Elements feature
• Improved performance when working with projects that contain outgoing links

Other Miscellaneous Bug Fixes and Enhancements are detailed toward the end of the release notes.

Estimation Best Practices and Solutions Showcase in D.C.

Please join us for a complimentary Solutions Showcase seminar, highlighting estimating best practices and the most recent enhancements to the SEER® suite of application software. Learn about the latest products and capabilities, meet with Galorath representatives, network and share best practices with other SEER users. Continental breakfast and lunch will be provided. We are proud to have some guest

presenters, including Karen Richey, Sr. Cost Analyst form the US Government Accountability Office who will give a presentation entitled, "GAO Cost Estimating and Assessment Guide: Best Practices for Developing and Managing Cost Estimates". Also, Terry Vogt, Lead Associate at Booz Allen Hamilton will be giving a presentation on Leveraging SEER for Software in Agile, SOA, and Open Source Projects.

Leveraging sophisticated modeling technology and product-specific databases of industry and user-defined metrics, SEER solutions have been helping organizations better estimate, plan and control project costs, quality, time-to-market and risk for more than two decades. SEER by Galorath provides the most comprehensive, intuitive estimating software in the industry, supporting both “quick-and-dirty” preliminary analyses and finely detailed project plans.

Date: Tuesday, October 19, 2010

Location:
Booz Allen Hamilton
One Dulles Center
13200 Woodland Park Road
Herndon VA 20171 USA
Conference Room 2207

Preliminary Agenda

8:00-8:30am Continental Breakfast

8:30-8:45am Welcome by Brian Glauser, V.P. Business Development

8:45-9:30am Keynote: Estimating Best Practices by Dan Galorath, CEO

9:30-10:15am Leveraging SEER for Software in Agile, SOA, and Open Source Projects by Terry Vogt, Lead Associate, Booz
Allen Hamilton

10:15-11:15am GAO Cost Estimating and Assessment Guide: Best Practices for Developing and Managing Cost Estimates by Karen Richey, Sr. Cost Analyst, US Government Accountability Office

11:15-12:00pm Data Driven Estimating with SEER for Software by Bob Hunt, V.P. Professional Services

12:00-12:30pm Lunch

12:30-1:15pm What’s New in SEER for Software and SEER for IT

1:15-2:00pm What’s New in SEER for Hardware and SEER for Manufacturing

2:00-2:15pm Break

2:15-2:45pm Getting the Most From Your SEER Solutions: Training, Support, & Consulting by Bob Hunt, V.P. Professional Services

2:45-3:30pm Open discussions – Q&A with All

Registration:

Please register by Oct. 11
To register, please contact Kelly Timko at (310) 414-3222 x632, (ktimko@galorath.com)

Upcoming Conferences & Tradeshows

ACostE Conference

Oct. 6-7, 2010 - Coventry South, UK

We are pleased to announce that we will be exhibiting and presenting at the Association of Cost Engineers Conference - a two day Annual Conference entitled “Cost – The Bottom Line”, to be held at the Holiday Inn Coventry South, UK. This prestigious Conference is aimed at specialists in Cost Estimating, Cost/Schedule Control, Project Controllers and Project Managers & Programme Managers.
Visit our booth and hear David Simm's presentation entitled: "The Evolution of an Estimate". For more information about the conference, visit their link:
http://www.acoste.org.uk/template_content_F.php?page_id=481&track=Conference.

UK Software Metrics Association Conference

Oct. 14, 2010 - London

UKSMA's 21st Annual Conference will provide the opportunity to share experiences, ideas, case studies, and strategies for widening the relevance, appeal and benefit of measurement to the management of software development and maintenance. The theme of the conference this year, The Process of Software Measurement, is wide ranging to reflect the increasing diverse nature of software measurement and changes in the software development community. Ton Dekker, one of our Galorath International Consultants from the Netherlands, will be presenting at this conference in London. For more information, visit their link: http://www.uksma.co.uk/conference.asp.

IPM (Integrated Program Management) Conference

Nov. 8-10, 2010 - Bethesda, MD

At the Bethesda North Marriott Hotel & Conference Center, Bethesda, MD
The IPM Conference provides you a great opportunity to see products and services in government and industry in project management and performance measurement software, hardware, technical services and support! For additional information, visit the conference website at http://www.pmi-cpm.org/pages/events/IPM10/conf_program.html. Visit us at our booth!

Aerospace MP3

Nov. 9, 2010 - El Segundo, CA

The MP3 meeting in El Segundo, CA enables an exchange of information between the Air Force and the contractor community on ways to prevent problems and minimize schedule and cost impacts on space programs. Updates and changes within the materials community that can facilitate participation in Air Force space programs are also discussed. The meeting this year will highlight recent progress and lessons learned in the areas of bonding and joining of launch vehicle and spacecraft structures and adhesive materials. In addition to presentations, the meeting will again feature tabletop displays. These displays will provide attendees with the opportunity to directly interact with relevant vendors. For more information, visit their website at http://www.aero.org/conferences/mp3/index.html.

Recent Conference Appearances

IFPUG / ISMA Cinco in Sao Paulo, Brazil

September 14-15, IFPUG's International Software Measurement & Analysis Conference (ISMA) reached out to a new international destination - the city of São Paulo in Brazil! Brazil is home to the largest national population of Certified Function Point Specialists (CFPS) holders in the world. Attendees were able to take advantage of discovering innovative perspectives on function point counting and a variety of other pertinent subjects including project management and software estimation, explore the latest tools and services available in software measurement, and experience a variety of integrated topics through concurrent tracks. Dan Galorath presented, "Standardization Issues in Software Measurement and

Estimation"
(http://www.galorath.com/DirectContent/newsletter/isma_issues_in_sw_meas_est_galorath2010.pdf).

SEPG

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" (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.

Association of Proposal Management Professionals (APMP)

Dan Galorath participated on a panel. The APMP Cost Analysis Task Force Panel discussion was entitled, "The Good, The Bad, The Ugly - Bid Process".

IBM Innovate Conference

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

ISPA/SCEA

Not only did we exhibit at ISPA/SCEA, but Dan Galorath presented a discussion on 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, and software project costing challenges and solutions. You can view his presentation here (http://www.galorath.com/DirectContent/newsletter/ispa_galorath_on_estg_talk2010.pdf). Bob Hunt (VP of Services, Galorath Incorporated) also gave a presentation entitled, "Estimating Issues Associated with Agile Development" (www.galorath.com/DirectContent/newsletter/ispa_estg_issues_assoc_with_agile_dev_hunt2010.pdf), which was a Best Paper recipient.

Did You Know?

SEER for Software (SEER-SEM)

- **Did you know** SEER-SEM 8.0 has been released with many new features?
- **Did you know** that Views provide a highly interactive and customized navigation through estimates?
- **Did you know** that you can even customize the parameter list in a View window?
- **Did you know** we now have an integration with IBM's Focal Point portfolio management system?

SEER for IT

- **Did you know** you can use SEER-IT to estimate the cost of decommissioning hardware and software assets? While you may think of SEER-IT in the context of new systems, but you can

also account for the effort to decommission existing systems. This can be applied to both hardware assets such as servers and end user system as well as applications, databases and software services.

- **Did you know** you can control the precision of the numeric values that appear in the reports? If you go to Options/Set Project Parameters, you specify the number of decimal places of precision that are report for cost, hours, quantities, schedule and staff levels.

SEER for Manufacturing (SEER-MFG)

- **Did you know** that SEER-MFG has a new set of Financial Factor 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.

- **Did you know** there's a new Labor3-0 machining database for the MFG 6.1.18 release? This database provides additional input fields for the following operations: Drill, Ream, Tap, Surface Grind (Rough and Finish), Cylindrical Grind, and Centerless Grind. The new database uses updated algorithms to produce estimates based on commonly used feeds and feeds. It also controls a new set of default feeds and speeds for the following operations: Surface Skim (Rough and Finish), Profile (Rough & Finish), Pocket (Rough and Finish), T-Sections, Angled Faces, and Stinger Run Out.

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

- **Did you know** you may now get back to the default window layout if you go to Windows/ Arrange All or select Arrange All after a right click on any of the four windows.

- **Did you know** the Prototype Counter spreadsheet is a great tool that helps determine the prototype quantities for work elements. This spreadsheet is included in the TOOLS folder.

- **Did you know** the Input Worksheets provide great convenience and efficiency when collecting technical data for projects. These spreadsheets include parameter help and knowledge base help for work elements in SEER that could assist data providers in providing the information required. They can be found in your TOOLS folder.

- **Did you know** that we've built an integration for the Operations and Support model, which can automatically draw information external product object models? It also dramatically extends the functionality of the O&S model itself.

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/), 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)
Soon you will be able to import SEER-SEM projects right into the Historical Database. This will be useful, for example, when you want to save the results of project estimated using SEER-SEM and then follow through to actual completion. The effort and duration inputs made in Calibration/Design-To mode will be saved in the Historical Database, to become the project's recorded effort and duration. Once saved into the Historical Database, these project actuals are available for use in estimating future projects.

SEER for Hardware, Electronics & Systems (SEER-H)
Decimal precision within reports can be formatted up to four decimal points. The outputs that may be set are cost, hours, schedule, staff, quantity, weight, factors, rates, and percentages. Custom settings would be used for that same instance of SEER-H; default settings would be loaded once SEER-H is exited and reopened. Do Options/ Save Configuration to save the custom settings for future SEER-H sessions.

"Don't ask me again" option is added to infeasible input schedule warning message.

1. Date inputs are now editable anywhere in the field. However, SEER-H will not add '/' automatically like it used to.

Labor Hours are now reported in Rollup Risk Reports.

SEER for IT
A new SEER-IT 2.0 maintenance release is in the works. This new version includes several enhancements that were included in the recent SEER-SEM 8.0 release. Reports and charts can be opened in a standalone window allowing you to view multiple reports and charts at the same time. There is a new option to include or exclude notes when saving a project. Also when you create an element, you will see the Create/Modify Work Element dialog has been updated to include a guidance pane with context-sensitive HTML help and links. In addition to the enhancements, the maintenance release includes miscellaneous fixes reported by users.

SEER for Manufacturing (SEER-MFG)
New Machine Detail Dialogs - Many of SEER-MFG machining operations have an optional machine details dialog where additional parameter options are available. SEER provides common defaults for

machining operations; but, with machine details you can enter specific information pertinent to your machines and organization.

A new machine details dialog is currently under development with enhanced features. The operation feed rate is automatically updated based on other input data. Cutter tool data, such as teeth and diameter are read from a machine tool database which may be customized. Load and Unload and Setup information are read from user defined databases. Multiple parts per billet and Spindles may also be modeled through the new dialog.

The new machine details dialog will be available in the next major release; all existing machine details shall be updated using this new format. It shall also be implemented for High Speed Rough, High Speed Finish, Threading, Drill, Ream, and Tap operations.

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 (info@galorath.com?subject=SEER Private Workshop Information) for details.

Public Workshops

SEER for Software (SEER-SEM) - Core

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

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

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

SEER for IT - Core

>>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/).

Register for an upcoming SEER Webinar

Consolidating Data Centers: Estimating The Total Cost

October 05, 2010

IT organizations are under pressure to control costs. One popular approach is to consolidate multiple data centers into a single center.

Consolidation projects are beneficial because they:
-Provide the opportunity to boost performance through improved technology
-Reduce costs with energy efficient equipment and streamlined operations

While this seems like a win-win, such a project needs to be carefully planned and executed to ensure a smooth transition.

You need to consider more than just the cost of the new equipment for the data center consolidation, but also:
-The planning, migration and testing of the new systems
-Training and documentation of new procedures
-Accurately estimate the costs of shutting down the legacy data center to capture total costs associated with the project

This webinar will demonstrate how you can use SEER-IT to estimate data center consolidation projects. It will also include the estimation of what it will take to operate the new data center, so that well informed decisions can be made.

Managing IT Budget Portfolios using SEER-IT

October 12, 2010

SEER for IT (SEER-IT) successfully augments the SEER for Software (SEER-SEM) estimation model to include core IT system services. But SEER-IT can reach even further to capture an entire budget portfolio in order to effectively manage both parametric cost items as well as level of effort inputs in order to create a fully documented estimation repository providing an early and accurate assessment of costs, schedules, and risks for IT projects and their ongoing support.

This webinar will describe how SEER-IT can be used to support IT project estimation and portfolio management as well as lessons learned from working with the model.

SEER Advanced Topics Series: COSMIC Function Points An ISO Sizing Standard (Part 1)

October 26, 2010

Galorath is pleased to offer this two part webinar that introduces COSMIC functional sizing, contrasts COSMIC and IFPUG, and illustrates the use of COSMIC with SEER.

Size is a main driver of the effort and cost of for software development projects either for SEER or other effort / productivity purposes. Function Point Analysis (defined by an ISO standard) was one of the first working approaches to determine a consistent and repeatable software size. This approach, is widely used and is supported by International Function Point User Group (IFPUG).

COSMIC (Common Software Metrics International Consortium) is another ISO standard for functional software sizing. COSMIC was developed by a team of international software metrics specialists looking to develop a new functional sizing method that would offer an alternative to IFPUG FPA, sizing more easily and as accurately.

COSMIC is being widely adopted in Europe and is applicable to project worldwide when an alternative to IFPUG function points is desired.

This webinar is one of Galorath's Advanced topics series and will be presented by Galorath's Ton Dekkers who is an expert in both IFPUG and COSMIC sizing.

Part 1 will address:
• The general concepts of COSMIC
• The conformity and differences between IFPUG Function Point Analysis and COSMIC
• The application of the method in business environments

Presenter: Ton Dekkers Director of Consulting, Galorath International Limited - Mr Dekkers is member of

COSMIC's International Advisory Committee and has been certified for COSMIC, IFPUG FPA and NESMA FPA. Currently he is President of NESMA and Past President of ISBSG. Ton is experienced in sizing, estimating, benchmarking, should cost analysis and much more and is based in the Netherlands.

SEER Advanced Topics Series: COSMIC Function Points An ISO Sizing Standard (Part 2)

October 28, 2010

Part 2 will address:
• The application of the method in a real-time environment
• Correlation between IFPUG Function Points and COSMIC Function Points
• The way COSMIC can be used in SEER for Software

See the whole list of webinars & register 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/). Here are just a few of the new Webinars you can view:

Making Sense of a Mess of Data

Organizations often use their own projects as a basis of estimation and for analogies along with industry trends and knowledge bases. However historical data can be messy! This webinar will discuss our experience delving into project records and culling information from them that is useful for estimating using SEER for Software (SEER-SEM.).

This webinar addresses:

- Where you can get usable information
- What are the sniff tests
- How you fill in the blanks
- What types of records are meaningful
- Normalizing data for use
- How SEER for Software can interact with your data

To view, visit: http://www.galorath.com/flash_presentations/makg_sense_data080310/

Reduce the Risk of Software Project Failures: Project Surveillance using SEER SEM

Too many software projects spiral out of control along the way, causing overruns or project failures. Traditional earned value metrics can help, analyzing effort versus progress. However, for software projects earned value alone is insufficient to discover problems while there is time to do something about them. Undiscovered defects and requirements growth both impact software projects, yet are often ignored. Using these metrics in combination with traditional earned value effort and progress metrics, and combining them with parametric analysis can yield a more robust project status and flag issues early when they are more likely recoverable.

This webinar presents this four-dimensional, parametric approach to project status using SEER for Software's Project Monitoring and Control Features

Project Monitoring & Control (PMC) provides:

- A method to accurately use earned value metrics to forecast project completion based on actual project performance to date
- How forecasted and actual defect insertion & removal rates interact with earned value
- Methods of forecasting and dealing with requirements growth during project execution
- A way to identify risk areas and potential management changes that will improve performance
- A method to select between alternative management actions to yield the best results

To view, visit: http://www.galorath.com/flash_presentations/ppmc_webinar_081010/

Hardware From Estimate To Plan: Construct a Plan Using Microsoft Project & SEER-H

Best practices suggest that estimates should become the basis of project plans. Yet building a plan from a hardware estimate manually can be a daunting task… Schedules, staffing, relationships: all of these are required for a viable plan. With SEER-H and its integration to Microsoft Projects, you can get all of this with a few clicks using your own processes and your own WBS.

SEER Integration to MS Project automatically constructs a complete project plan from any SEER for Hardware project estimate. This integration may be used "out-of-the-box" and is even more powerful when your processes are included with customized activity plans and labor categories.

This integration provides:

- A powerful solution for planning hardware development projects by exporting SEER for Hardware effort and schedule estimates directly into MS Project.
- The ability for users to construct a complete project plan, enabling them to anticipate almost every aspect of the lifecycle process with relatively limited input.
- Plans can be laid out faster and more efficiently than with traditional methodologies.
- Customized templates that can be defined that reflect an organization's specific manufacturing process.

To view, visit: http://www.galorath.com/flash_presentations/hclient091410/

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/

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