



DISCON Specialists

EA Enabling Recipe

Package Selection

From the short list, each candidate package now has to be measured in context of the total vendor offering, typically the applied criteria are things like support guarantees, vendor reliability, product direction, upgrade procedures, etc. Obviously, the offering yielding the highest performance in this exercise is selected and negotiated for purchase. Of vital importance, however seldom performed, is the determination of severity of the package gap. A simple interface gap to a legacy investment could pose enormous development costs if for instance the technology to bridge the gap is not market-available. True to the old saying of a chain is as strong as its weakest link, the package gaps need qualification.

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1.) Package Evaluation

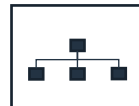
1.) Package Evaluation Result

- Function GAP
- Process GAP
- Semantic GAP
- Requirement Fulfilment

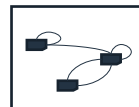
1.) Users, Architects & Analysts



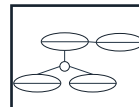
2.) Determine Package Severity



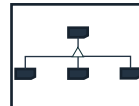
- GAP
- Definition & Solution
- Severity



- GAP
- Definition & Solution
- Severity



- GAP
- Definition & Solution
- Severity



- GAP
- Definition & Solution
- Severity

- The severity of the package gap must be determined and quantified.
- Packages can now be weighed not only i.t.o. the gap, but also the severity of gap.
- This is based on:
 - Strategy < solution >
 - Impact on business

Weights are assigned:
Apply the calculus mechanism defined in the criteria set

Selection Criteria

1. _____
2. _____
3. _____

4.) Package Evaluation Table

	Package A	Package B	Package C	Package D
1.	3		6	
2.				20
3.		10		
4.			30	
		50		
				40

Package Weight

- Sum of the rows indicates package suitability as a solution

3.) Vendor Offering

- GAP
- Evaluation result
- Vendor information as required by selection criteria

5.) Package Recommendation



Vendor 	Reports & Publications
Site Visits 	Demo's