

# Enabling Local SPI in a Multi-national Company

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**Abstract.** ABB has a long tradition of improving software processes and of applying CMM in SPI projects. This paper presents the structure and results of a company-wide SPI initiative called ASPI. The initiative aims to complement the existing local SPI projects by harmonizing processes, methods and tools to be used in R&D software development throughout ABB in a common framework. We give an overview of the structure of this framework and present in detail the common decision model for product development projects, which forms an important part of the framework. This model is generic and has to be tailored to the needs of local ABB R&D units. We conclude by discussing the experiences gained during introducing the decision model and give a brief outlook on the SPI activities planned in the future.

## 1 Introduction

Many companies in the software business have realized that substantial gains in the productivity of software development and in the quality of software products can only be achieved by improving the software process. Such improvements have turned out to be costly and bearing a high risk of failure, since the software process is a complex system of relationships among processes, technologies and people.

Results and experiences of industrial software process improvement (SPI) initiatives have been recently published. These initiatives have typically been part of large, company-wide process improvement programs. For instance Wohlwend [13] describes Schlumberger's and Komiya [6] presents NEC's SPI program.

ABB is a group of companies that operate in different countries and business areas. The companies are managed locally. As a consequence, smaller software process improvement initiatives have emerged independently at different ABB companies, with specific improvement objectives. The results and experiences of these improvement activities are discussed in detail in Lichter [8] and Welsch [12].

In this paper we present the structure and results of a company-wide SPI initiative called ASPI (ABB Software Process Initiative). This initiative is funded by the ABB research program "Industrial IT Architecture and Software Processes" and is carried out by consultants from ABB Corporate Research. The initiative aims at defining and setting up global software process elements and coordinating local SPI efforts.

The paper is organized as follows. Chapter 2 presents all elements of ASPI. Chapter 3 describes in detail the project control model, which is the core element of ASPI. In chapter 4 we introduce the ABB Gate Model. This model is part of the project control model and serves as an overall decision model. Chapter 5 presents how the Gate Model is introduced and implemented in local ABB R&D units. Chapter 6 summarizes our conclusions and gives an outlook on SPI activities planned in the future.

## 2 Overview of ASPI

To complement the existing local SPI activities, and gather global synergies (see Thomas [11]), ABB started in 1999 its company-wide SPI initiative ASPI. ASPI stresses business and project management issues and tries to link SPI activities to business goals (see Debou [3]).

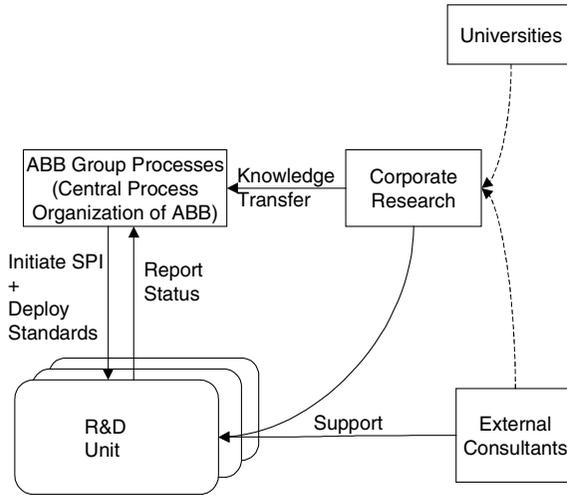
In particular, ASPI has been working intensively towards two goals:

1. Harmonize processes, methods and tools to be used in R&D software development throughout ABB in a common framework.
2. Create a culture of continuous self-improvement in the R&D software development units with the goal to work on an efficient and mature process level.

### 2.1 Organization

ASPI was started as a research project by ABB's Corporate Research organization. To establish SPI as a permanent function in ABB, a unit in ABB's group-wide process organization has meanwhile been created to own the SPI activities. As shown in Figure 1, several organizations contribute to ASPI:

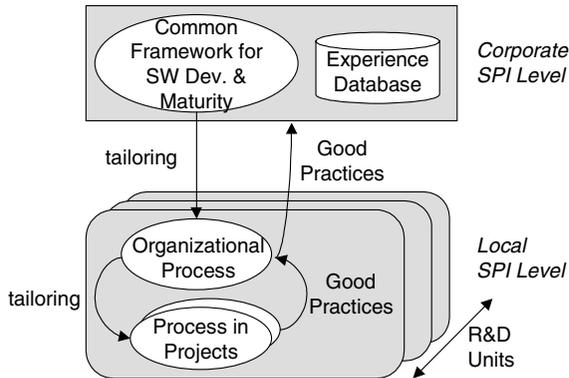
- **ABB Group Processes:** The ABB group has a central process organization called Group Processes, who owns all common ABB processes, e.g. for product development or business project execution. A unit in this organization has been established to centrally coordinate the different SPI projects. This unit initiates the local SPI activities by addressing local management and monitors the status of the SPI activities. It further ensures consistent application of the standards developed within ASPI.
- **Corporate Research:** After setting up the initiative, Corporate Research evaluates, packages, and transfers knowledge from external partners (universities, consultancy companies) to the process organization. Experts from Corporate Research further support business units in SPI projects.
- **R&D Units:** Selected R&D units are required to budget for SPI, create SPI plans, conduct improvement activities and report the status of the activities to the process organization. In return part of the external cost of the unit's SPI activities is covered by corporate fund of the ABB group.



**Fig. 1.** Organization of ASPI

## 2.2 A Common Framework for Software Development and Maturity

ASPI approaches the R&D units from both top-down through the ABB-wide common framework and bottom-up by supporting local SPI projects, as indicated in Figure 2.



**Fig. 2.** Company and local SPI levels

On the top-down side ASPI is providing a Common Framework for Software Development and Maturity, consisting of the following elements:

- A project control model: This model defines a common language and common procedures in the areas Project Decision Model, Project Management Model, and Development Model. It is covered in more detail in section 3.
- A model for execution of process improvement projects: This model is called the Improvement Engine. It is in spirit similar to the SEI Ideal model [9] and defines the phases of a CMM-based improvement cycle.
- A set of 4 common metrics: The Common Framework defines metrics for performance baselining, covering time, effort, quality and functionality.

The Common Framework establishes a common language throughout the company and provides common management procedures. Furthermore, it generates management commitment to SPI activities by providing a set of tools to support planning and tracking of such activities.

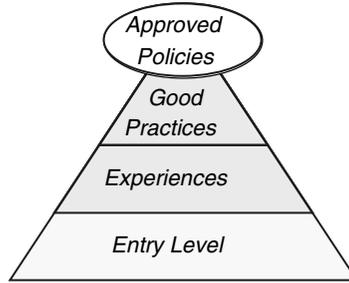
### 2.3 Experience Database

Another key element of ASPI is the experience database (EDB). The goal of the EDB is to facilitate sharing and reuse of experience. It therefore has a similar motivation as the experience factory [1]. However, ASPI had to construct the EDB with minimum administrative overhead and the goal of short payback time. Thus, we are targeting a lightweight approach to experience reuse, comparable to the environment described by Houdek [5].

In the EDB, experiences are represented using a structured template. Content is controlled by a small organization, called the experience control board (ECB). There are 4 levels of experiences with different requirements on elaboration and degree of reuse of the experience, as sketched in Figure 3. The levels are

- Entry level experiences: This is the most informal type of experience, e.g. an observation made in one R&D unit. It must contain contact information, experience description and lessons learnt. An example for this category is the description of a daily build process of one local R&D unit.
- Experiences: In this category a certain level of reuse is required. Based on the application of the experience success factors have to be given as part of the experience package. An example for this category is a code review seminar conducted and analyzed at different R&D units.
- Good Practices: On the next level, a proven experience can become a good practice. Good practices must contain a cost-benefit analysis and a guide for introducing the practice. The experience package must contain all necessary artifacts for applying the practice. An example for this category is a test process used consistently in different R&D units of a business area.
- Approved Policies: A good practice can become a mandatory process element upon decision by the process organization. An example for this category is the ABB Gate Model.

The classification of the experience into one of the levels is decided by the ECB after review.



**Fig. 3.** Levels of experience packages

The EDB is accessible for every ABB employee through a portal, which contains the common framework, the experiences, discussion groups, announcements, etc. The main intended users are however consultants and change agents. These users apply the experiences, when supporting SPI projects in the R&D units. They are able to select appropriate experiences based on the context factors in the experience packages.

The challenges in sustaining the EDB are (1) to keep the users interested in the EDB and (2) to ensure that new experiences are constantly added. The integration in a web site helps achieve (1). ASPI publishes additions to the Common Framework, announcements and edited articles regularly on the EDB web site. Challenge (2) is harder to address, since the ECB is too small to edit all experiences and the R&D units themselves need incentives for creating them. We solve this through the funding scheme of SPI projects. In the application for the corporate funding share, the consultant / change agent has to identify a candidate for an experience out of the project. At the end of the project, an experience has to be delivered to the ECB.

## 2.4 CMM-Based SPI Activities

The top-down approach is complemented by bottom up SPI activities within the different R&D units. ABB has a long tradition of the application of CMM in such SPI projects (see Welsch [12]). Over the years ABB has developed a toolbox of several types of CMM assessments:

- CBA IPI [4]: This „official“ CMU-SEI assessment type is applied by larger ABB R&D units, who have been investing in SPI for a longer period. The effort of this method is justified by its scientific accuracy. ABB works with CMU-SEI to educate internal assessors for this method.
- ABB Mini CMM Assessment: The first ABB Mini CMM Assessment method was created in 1993 based on the study of the CMM [10] and has been revised based on our experiences with the CBA IPI. It tries to generate comparable results with fewer assessors and less effort. While the redundancy in the assessment team (2 to 4 assessors) is not as high as in the CBA IPI, we maintain consistent results by strict requirements on education and experience of lead assessor and assessment team.

- **CMM Onboard:** Since 2000, ABB is also using the CMM Onboard process developed by Q-Labs AB. CMM Onboard is a process, which allows development projects to reach CMM level 2. In this process a graphical representation of the CMM level 2 in the form of a board is created and constantly updated during the improvement project. We have found this process useful especially for small R&D units, who are at the beginning of their SPI efforts.

Over the last years, restructurings and mergers have impacted many R&D units. While it is difficult to achieve high maturity levels in such a dynamic environment, the knowledge from CMM levels 2 and 3 is seen by most units as critical for establishing a dependable process culture.

### 3 The Project Control Model

The project control model for product development projects consists of four layers (see Figure 4). The product planning process forms the topmost layer of the model. It serves to systematically plan and manage the product portfolio.



**Fig. 4.** Layers of the project control model

In order to develop a product and to control the development progress, the project control model defines a Project Decision Model (called Gate Model), a Project Management Model as well as a Development Model.

#### 3.1 Project Decision Model

The ABB Gate Model is the common decision model for product development projects. The ABB Gate Model helps to make the project status visible and provide relevant data as the basis for business decisions. This is achieved through 7 defined decision points (called Gates G0 to G6) during the development project's lifetime. One additional check point (G7) after the project is used for checking the results of

the project and feeding back experiences to the organization. We present the Gate Model in more detail in section 4.

### 3.2 Project Management Model

The Project Management Model helps the project manager to run a project according to the ABB Gate Model and to provide the information required for the gate decisions. It introduces a common terminology for project management activities throughout ABB and establishes ABB-wide procedures for project steering.

### 3.3 Development Model

The development model refers to the actual software process of the R&D unit. Due to the great variety of businesses and products in the ABB group, there is not much potential for standardization on this level. However, the Common Framework provides guidance on how software development models with different lifecycles (sequential, incremental, and evolutionary) are used with the ABB Gate Model and the Project Management Model.

## 4 The ABB Gate Model

Decision models for product development projects have been discussed by Cooper [2]. They have paramount importance for most product-based enterprises, since they

- guarantee product quality and readiness of the different functions in the organization to launch a new product, and
- enable timely business decisions on project continuation or termination based on project status and market criteria.

### 4.1 Controlling Projects by Gates

A gate is a decision point in a project where those who are responsible for the outcome of the project evaluate the achieved results from a business point of view and determine whether to continue the project or not. A decision to continue may of course include alterations to the project such as changed scope or plan.

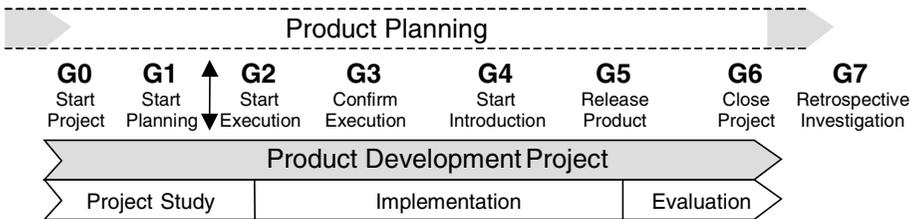
At each gate, the status as well as the business opportunities and risks for the project are discussed in a gate meeting. To keep the gate meetings focused on the business decisions, the ABB Gate Model includes a gate assessment before each Gate. Figure 5 depicts the Gate Model in the context of product development projects.

It is important to understand that the Gate Model works on the top level of the product development project. A product development project typically consists of different parallel activities executed by different functions in the organization:

- Marketing
- Sales

- Product Management
- Software Development
- Service
- Training
- Quality Management

In the Gate Model the progress and readiness of all these functions is checked and the feasibility of the project is assessed taking all these functions into account. Thus, the Gate Model is a decision model for the whole product development project, while a software development process is a technical model, which covers only the software development part.



**Fig. 5.** Gate Model for product development projects

As shown in Figure 5, a product development project is divided into three phases: the project study phase, the implementation phase and the evaluation phase. Gates are used to control the project during these phases.

The gates serve the following purposes:

- Gate 0: Start Project.  
Initiates the project study phase. The focus between G0 and G1 is on analysis of the requirements.
- Gate 1: Start Planning.  
Defines the scope of the project. The requirements agreed here will control the planning made between G1 and G2.
- Gate 2: Start Execution  
Marks the agreement on requirements, concept, and project plan. The focus from G2 to G3 is on specification of functions and architecture.
- Gate 3: Confirm Execution  
Confirmation that target dates can be met and that the project executes according to the project description and plan. After G3, the focus is on implementation.
- Gate 4: Start Introduction  
Release for acceptance testing. Focus is on validation, on preparation for the market introduction and on production preparations.
- Gate 5: Release Product  
Hand-over of the results to the line organization. G5 indicates also that the project activities should be finished and focus in the period to G6 is on finalizing any remaining issues.

- Gate 6: Close Project  
The project is terminated.
- Gate 7: Retrospective Investigation  
A follow-up of the project to check if the results are satisfactory, and to feed back experiences to the organization.

## 4.2 Staffing a Gate Oriented Decision Model

In order to apply the Gate Model in development projects, the corresponding activities (e.g. planning the gates, performing gate assessments) have to be carried out. For this end the Gate Model introduces the following roles.

- Project Sponsor  
The manager responsible for the development and maintenance for the affected product lines. The project sponsor should have the authority to start and stop the project, i.e. have influence on the product portfolio and the economical power to increase or decrease the funding of the project.
- Gate Assessor  
The gate assessor has the overall responsibility to report the status of the project that indicates whether the project is ready to pass a gate or not. The gate assessor is typically from QA, an external assessor or the project sponsor. It is important that the gate assessor is objective.
- Gate Meeting Participants  
The gate meeting participants appointed at G0 will have the responsibility to assist the Project Sponsor in evaluation of the project at the gate meetings. The participants at the G1 – G7 meetings should be the responsible managers for development, quality, sales, marketing, service and training as well as the project sponsor, product manager and the project manager. Each participant has the task to monitor the progress in the project with respect to his/her part of the organization.

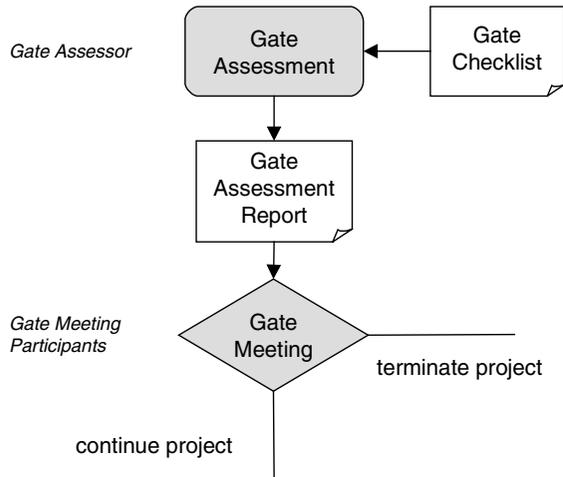
## 4.3 The Gate Assessment Process

The ABB Gate Model requires each project to perform gate assessments to prepare gate decisions. The gate assessment reviews the status of the project and prepares the relevant information for the gate meeting. In order to prepare the gate assessment report checklists containing the central aspects to be assessed are used. The aspects covered at each gate include the following business and technical aspects of the project:

- The *benefits aspect* covers the business aspects of the project, e.g. the benefits for the customer, benefits for ABB, profitability of the product, market situation, and competitor analysis.
- The *status aspect* covers the progress of the project (including the different subprojects) compared to plan.
- The *resource aspect* covers the availability of suitable resources for the project.
- The *technology aspect* covers the technical feasibility of the project.

The manager responsible for the affected products (the project sponsor) initiates the gate process in collaboration with the project manager. The first step is to perform an assessment and to prepare the gate decision material. The input to the assessment is documents prepared by the project and gate assessment checklists. The assessment is typically done over an extended period and involves the project manager and a gate assessor. The output from the assessment is signed checklists and an assessment report.

Based on the assessment report, the decision to continue (possibly with changes) or terminate the project is made at the gate meeting, as shown in Figure 6.



**Fig. 6.** Gate Assessment Process

## 5 Implementing the Gate Model

### 5.1 The Implementation Process

To get the most value of the Gate Model, every R&D unit has to incorporate it into its own processes. To implement the ABB Gate Model there are a number of concrete steps that should be performed. By experience these should be taken in the following order:

1. Sort out the structure in R&D management regarding how decisions are made and map the ABB Gate Model roles to the organization.
2. Decide what project types the ABB Gate Model should be applied to. Decide on a minimum project size, for which it makes sense to apply the Gate Model.
3. Make the gate checklists complete regarding extra checkpoints and document references.

4. Decide how metrics should be collected and reported.
5. Run a pilot project.
6. Decide on how the Gate Model should be rolled out and roll it out.

In order to support the R&D units to introduce and tailor the Gate Model a one-day training course is available. The course is intended for line managers and project managers. It explains the Gate Model and includes several exercises (including two simulated gate meetings) and discussions on how it fits in the software process culture of the R&D unit addressed. Typically, this course forms the starting event in the local gate model implementation process.

## 5.2 Experiences

Since 1995, ABB's R&D units have been using locally developed decision models with gates. The ABB Gate Model as described above has been piloted since 1999 and officially rolled out throughout the company in March 2000. It is today used by 1200 software developers in ABB's critical R&D units. In these two years, we have discovered the following benefits over earlier ABB models and models from the literature:

- Common language. The mandatory elements of the Gate Model (numbering and names of the Gates, main items in the checklists) establish a common culture in the company. Everyone in the R&D units knows what "G2" means, and which main deliverables have to be prepared for that gate. This commonality enhances cooperation and gives better visibility of the status of critical product development projects.
- Clear separation between decision model and development model. The gate model is the interface between the development project and the product line organization. For the product organization, it is important to understand if they will make profit with the project result and if the progress of all parts of the project is sufficient. The Gate Model provides this information at critical points of the development project without burdening the gate meetings with the intricacies of the software process. This is particularly important for incremental development models, like the Rational Unified Process [7]. In an incremental project, there will be technically motivated internal iterations, which are not visible in the Gate Model. Other iterations will create a product that has to be maintained by the organization. These external deliveries are visible in the gate model, and a Gate 5 is required before the product becomes operational at a customer site.
- Business and quality focus. Early (local) versions of the ABB Gate Model interpreted the gates mostly from a quality assurance perspective and did not explicitly address the business perspective of the project. The gate meetings were often restricted to checking the existence and quality of documents and discussions of technical problems. These deficiencies have motivated the current gate process, which separates assessment from gate meeting, and leads to shorter, more focused gate meetings, and more conscious business-oriented go / no go decisions.

In the Gate Model introduction projects, we have further found the following critical success factors:

- Staffing of the sponsor role. Since the sponsor is ultimately responsible for the business decision, it is important that the sponsor is known and has the competency to make this decision. To identify the sponsor for a project is an important and non-trivial step in a large, matrix-structured company.
- Training Course. The one-day training course has proved essential. We have observed, that units, who have simply downloaded the Gate Model from the EDB without training have suffered from misinterpretations. Without training, the decision making process of the Gate Model can be misunderstood, or it can be mistaken as a sequential development model instead of a decision model.

## 6 Conclusions, Lessons Learned, and Outlook

In this paper we have presented ABB's approach to improving its software product development processes. While the focus of former SPI initiatives was to improve local processes as well as technological skills, ASPI is a company-wide initiative focusing on product and business driven improvements. Although ASPI is not completed, the following can be summarized:

Because ASPI is a top-level management driven program it is visible throughout the company and has been recognized as an important endeavor. This is in our opinion a prerequisite to develop and implement common processes in a multinational company. Moreover, this initiative has established the central coordination of local SPI activities in the ABB organization, which makes them sustainable.

We can identify two essential success factors of our initiative:

- First, there is a clear separation of common management processes that have to be applied at all units, and local technical processes that are under control of each unit. The common management processes establish a common language throughout the company and create a defined communication channel between line organization and project organization providing a better foundation for business-oriented decision making. The local units maintain the responsibility for their technical processes, including required interfaces to and tailoring of common processes.
- Second, the chosen SPI organization (ASPI, the ABB Group Processes responsible unit and the local SPI organization at the R&D units) guarantees that the common processes are introduced and used, that local SPI projects are conducted and that experiences and good practices are collected and analyzed.

Another important aspect of ASPI is that at first product and business oriented processes have been addressed (by means of the Gate Model). Thereby the product development management was involved right from the start in the process definition. This raises the awareness of the importance of software process improvement and the necessity to invest in SPI activities as well as the acceptance of the resulting common processes.

After the common Gate Model is defined, approved and introduced we are currently working on a common Project Management Model supporting project managers to run a project according to the ABB Gate Model and to provide the

information required for the gate decisions. It introduces a common terminology for project management activities throughout ABB and establishes company-wide procedures for project steering. The Project Management Model will be packaged with a toolbox for project managers, based on good practices from ABB R&D units and external sources.

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