



"COTS" IMPLEMENTATION

C4 & Intelligence Programs Directorate
DISN Program office

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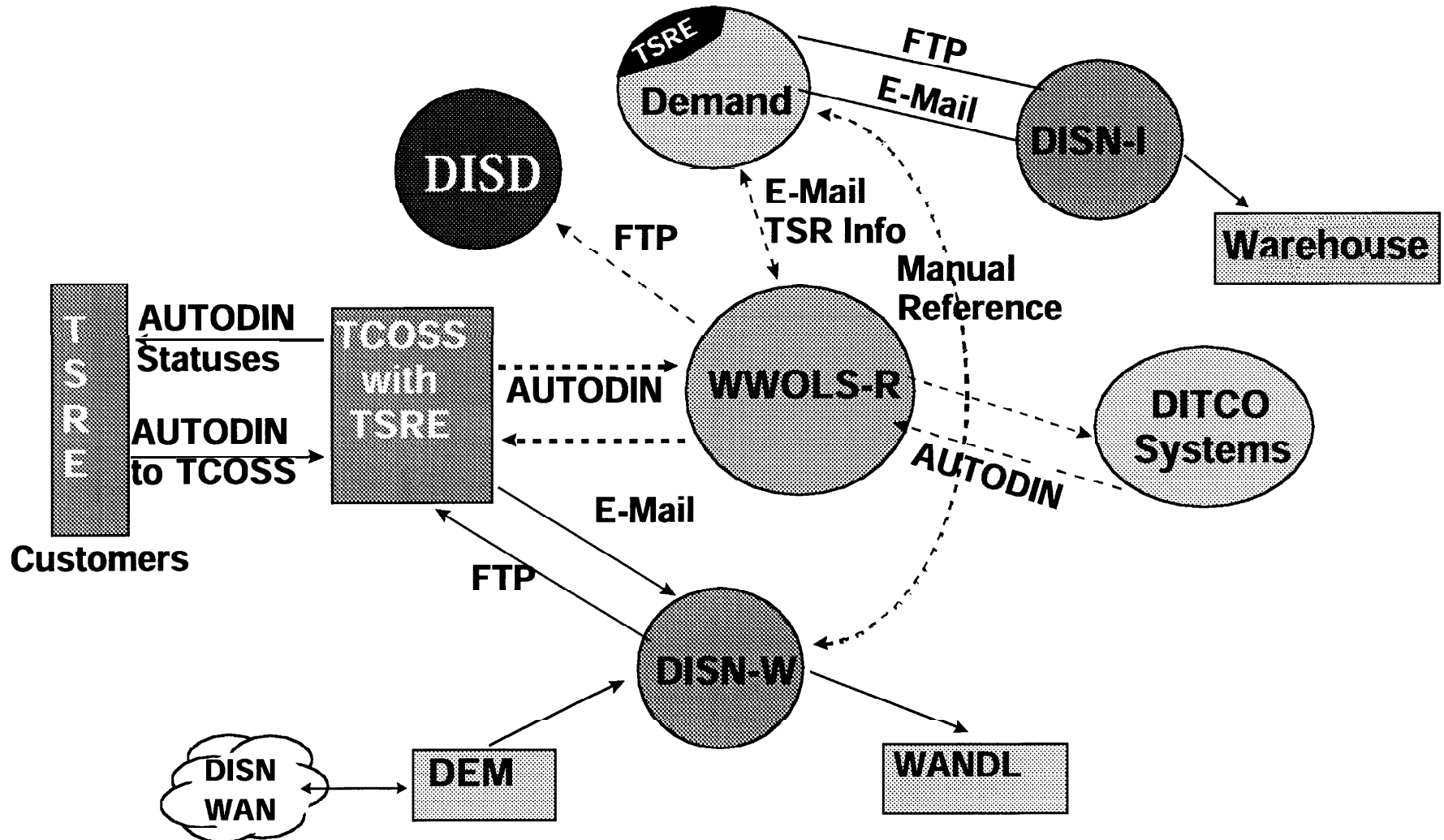
PROJECT OBJECTIVES

WORLD-CLASS PROVIDER OF SERVICES FOR DOD BY:

- **STREAMLINING INTERNAL PROCESSES**
- **ADOPTING *BEST COMMERCIAL PRACTICES* WHEREVER POSSIBLE**
- **INTEGRATING CUSTOMER ORDERS, INVENTORY, AND BILLING PROCESSES AND INFORMATION**
- **TERMINATING WWOLS-R, GETTING OFF AUTODIN**
- **CONSOLIDATING LEGACY SYSTEMS INTO *MONIES* AND *INMS***



CURRENT ENVIRONMENT



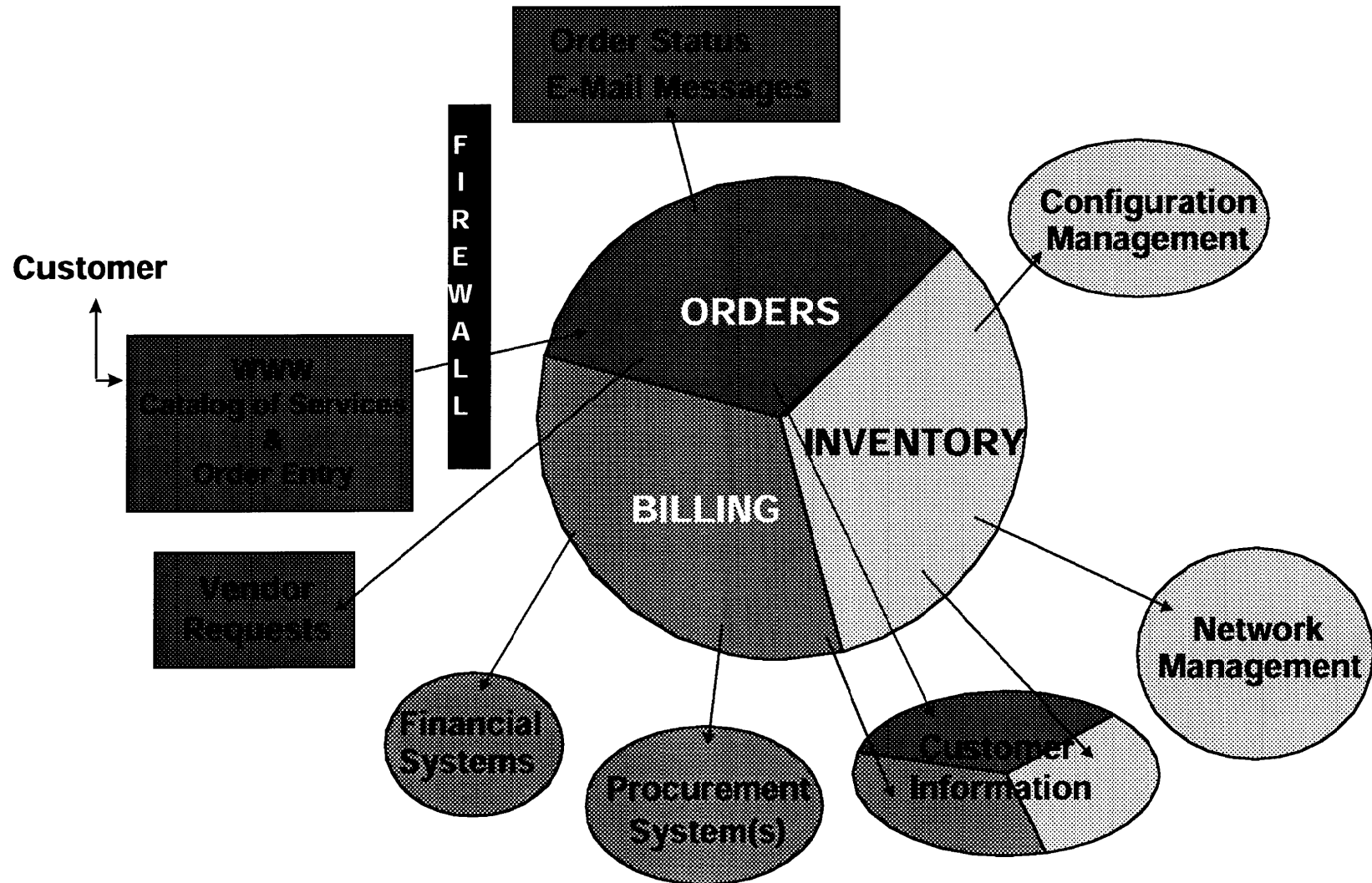


WHY A “COTS SOLUTION?”

- ◆ **Potential to Significantly Reduce Service Time to Customers**
- ◆ **Proven Industry Methodology**
- ◆ **Used by Major Telecommunication Customers**
- ◆ **Fastest Functional Improvement**
- ◆ **Standard Industry Interfaces**
- ◆ **Lowest Life-Cycle Cost**

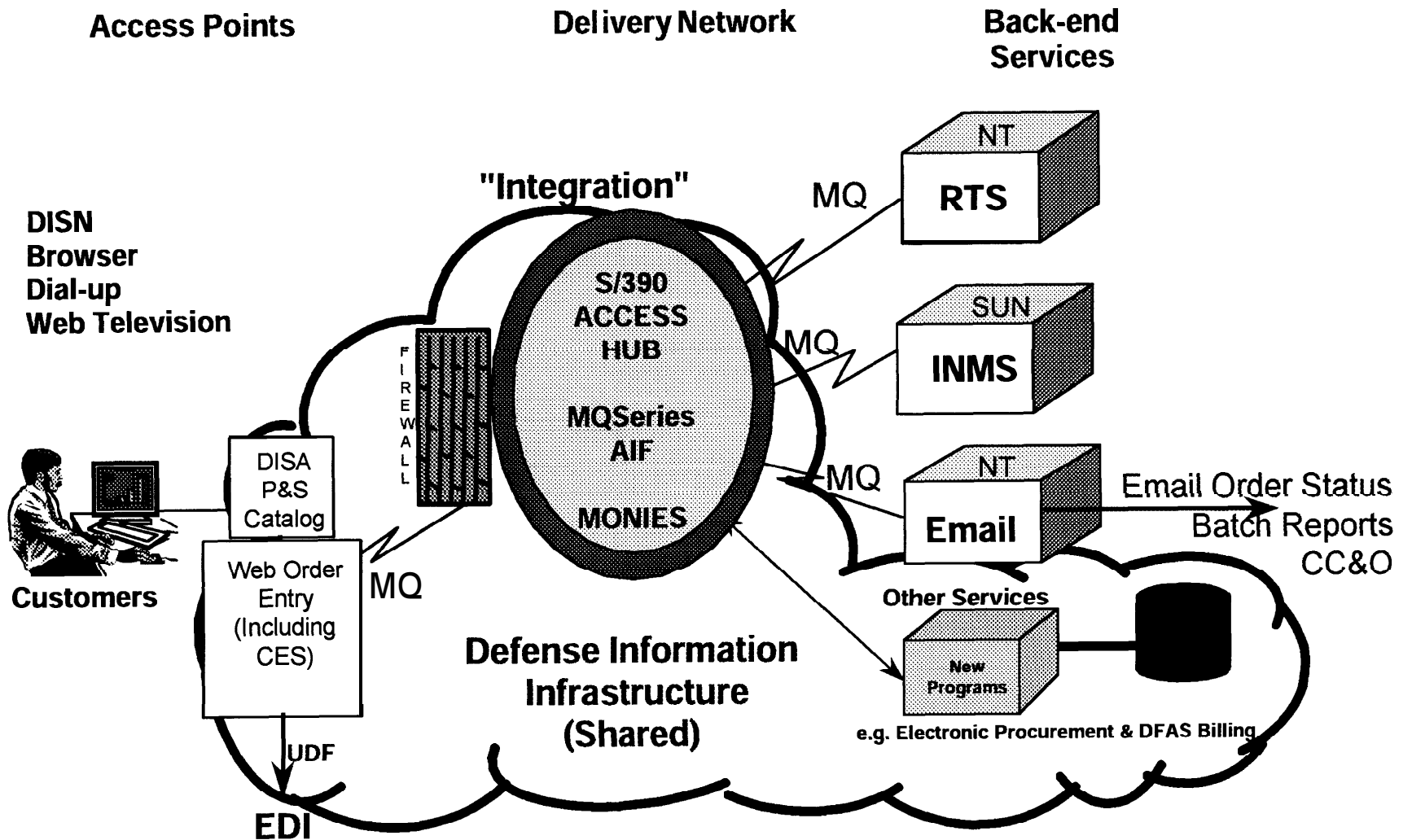


INTEGRATED ENVIRONMENT





TARGET ARCHITECTURE





THE GOOD NEWS AND THE BAD NEWS

- ◆ **Industry's Best Streamlined Business Processes Can Be Implemented Very Quickly**
- ◆ **Transition of Legacy Data and Termination of Legacy Systems Can Begin Almost Immediately**



STREAMLINED BUSINESS PROCESSES

- ◆ **Must Have Discipline to Accept the 90% Solution**
- ◆ **Must Document & Promulgate New Policies and Procedures Up-Front**
- ◆ **Must Convince Personnel to Abandon “Old Ways” in Favor of New Processes**



TRANSITION OF LEGACY DATA TERMINATION OF LEGACY SYSTEMS

- ◆ **Must Have Buy-In From Legacy System Owners**
- ◆ **Must Retrain "Legacy" Personnel in New Technology/Software**
- ◆ **Must Resist Requirements to Maintain Interfaces to Legacy Environment**
- ◆ **Must Understand Data Relationships to Optimize Conversion and Storage**



SUMMARY

COTS IMPLEMENTATION WILL SUCCEED IF YOU:

- ◆ **Have Unwavering and Visible Support from Top Management**
- ◆ **Include Progressive Thinkers from Functional Areas and Legacy Environments**
- ◆ **Establish and Enforce Strong Configuration Management From the Beginning**
- ◆ **Manage Expectations Throughout**