



"Scorpus"

An Innovation Case study

2-Dec-2006

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Director & CTO

Canarys Automations Ltd.

Canarys Backgrounder

Traditionally Software Services Company

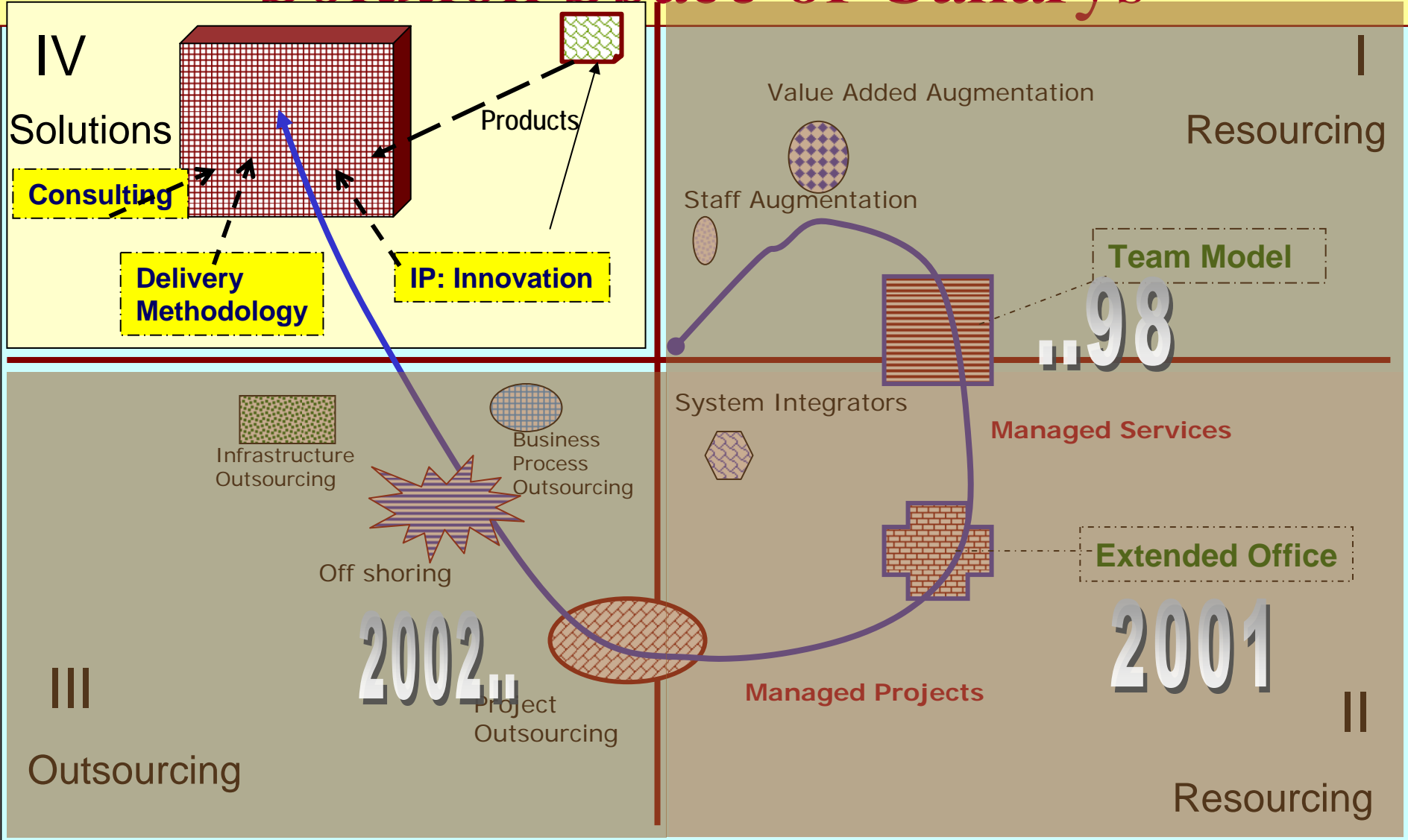
- Long term enterprise level engagement
 - Visibility of application LC womb-to-tomb
 - Over 800 person-years experience across 70+ applications.
 - Wanted Ourselves to be the “Change” that we wanted to see in the industry

Innovating into Productized Solution

- Through Focus on IP creation



Solution Space of Canarys





Invention / Innovation Balance

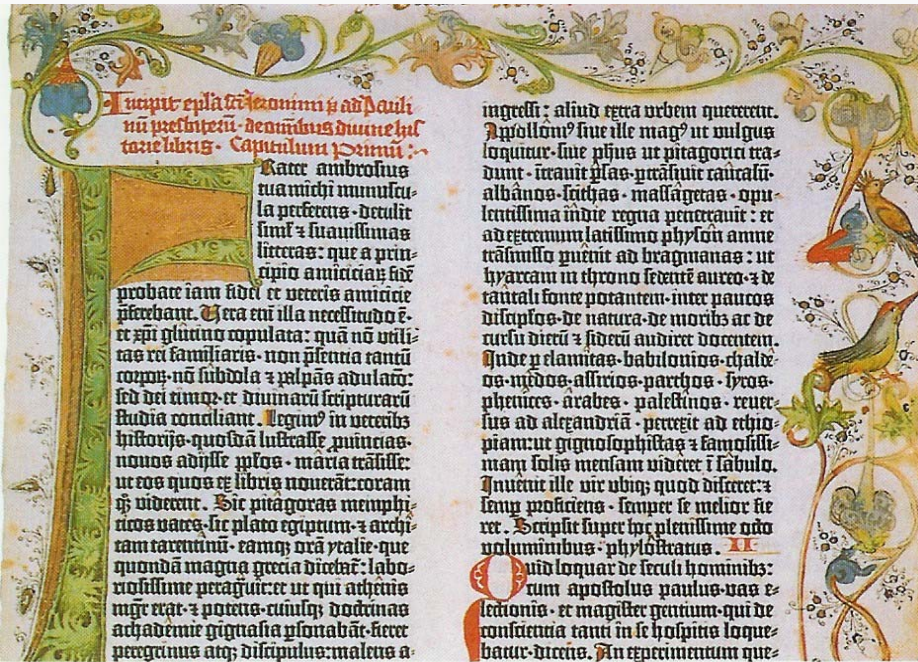
Which invention is considered as the

Most “**Influential Invention**”

that enabled human society to leap frog

the rate of economic development?

Most innovative invention : Printing Press!!!



THE GUTENBERG BIBLE *The first page of the 42 line Bible, printed at Mainz around 1453–5 by Johann Gutenberg and his partners Johann Fust and Peter Schöffer. It was so called because each column had 42 lines. The colour and decoration were added by hand, not printed.*

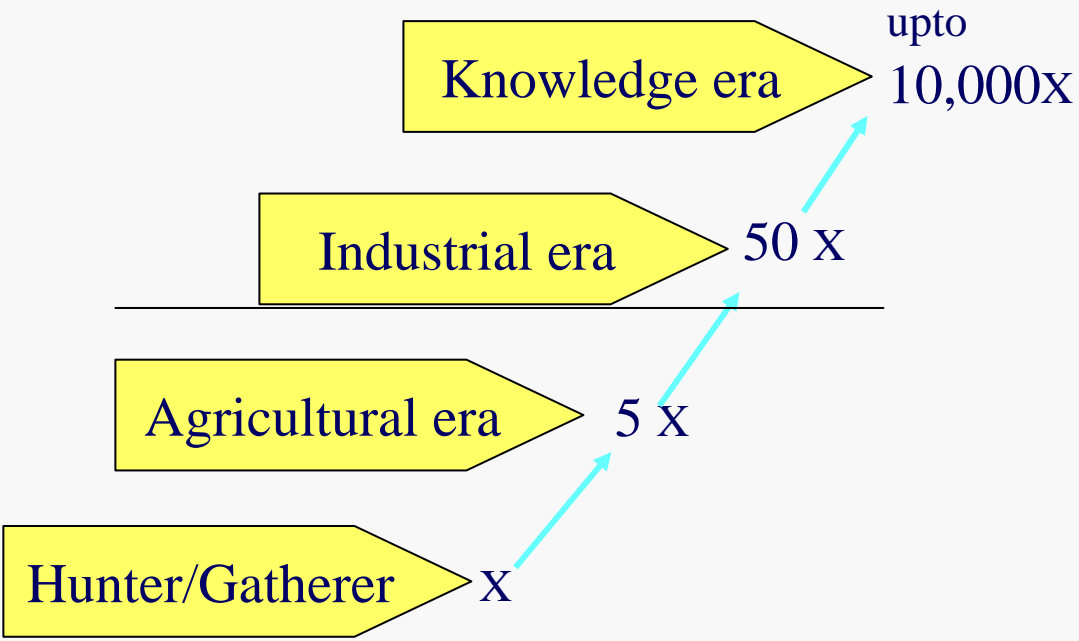
Result:
Influence of
knowledge
Domination of
Technology
Growth of wealth

1438 Gutenberg, Germany Moveable types

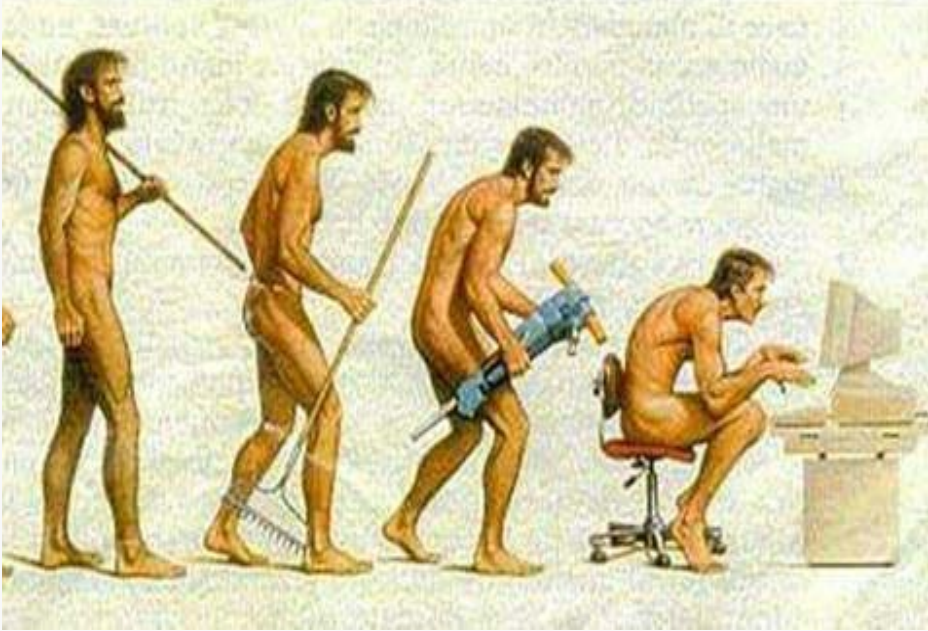
Knowledge Era: An Opportunity

Src: Peter Drucker
5 Stages of Civilization

Wisdom

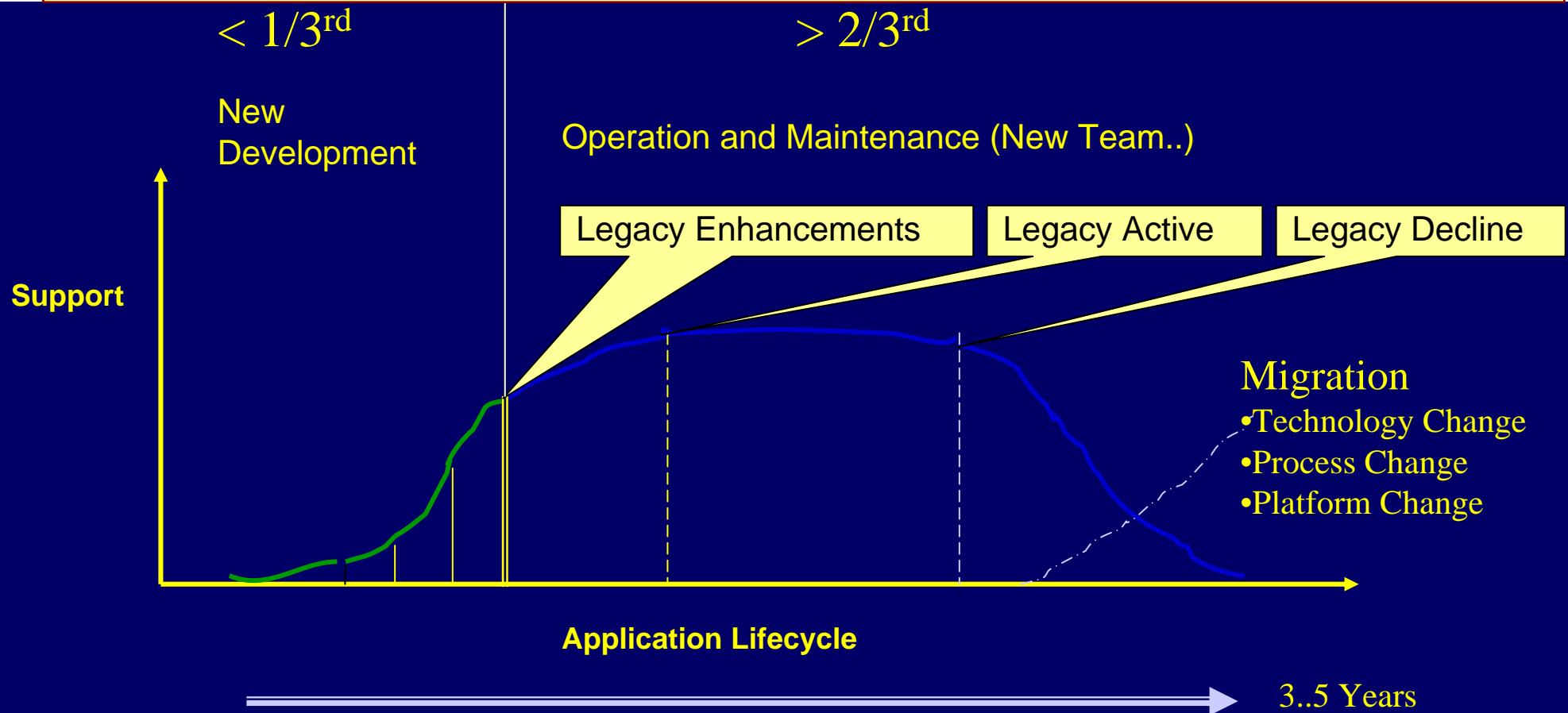


Hunter/ Gatherer	Farmer	Industrial Worker	Knowledge Worker
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Creating Wealth through Software Reuse

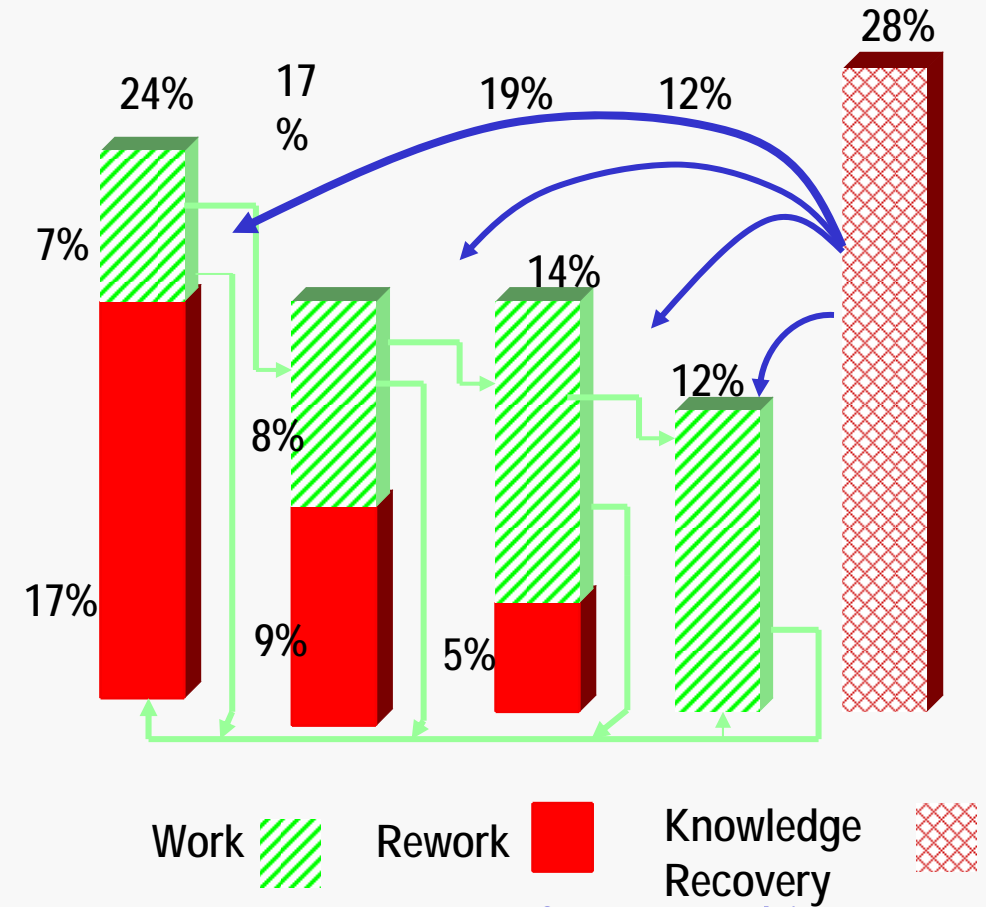
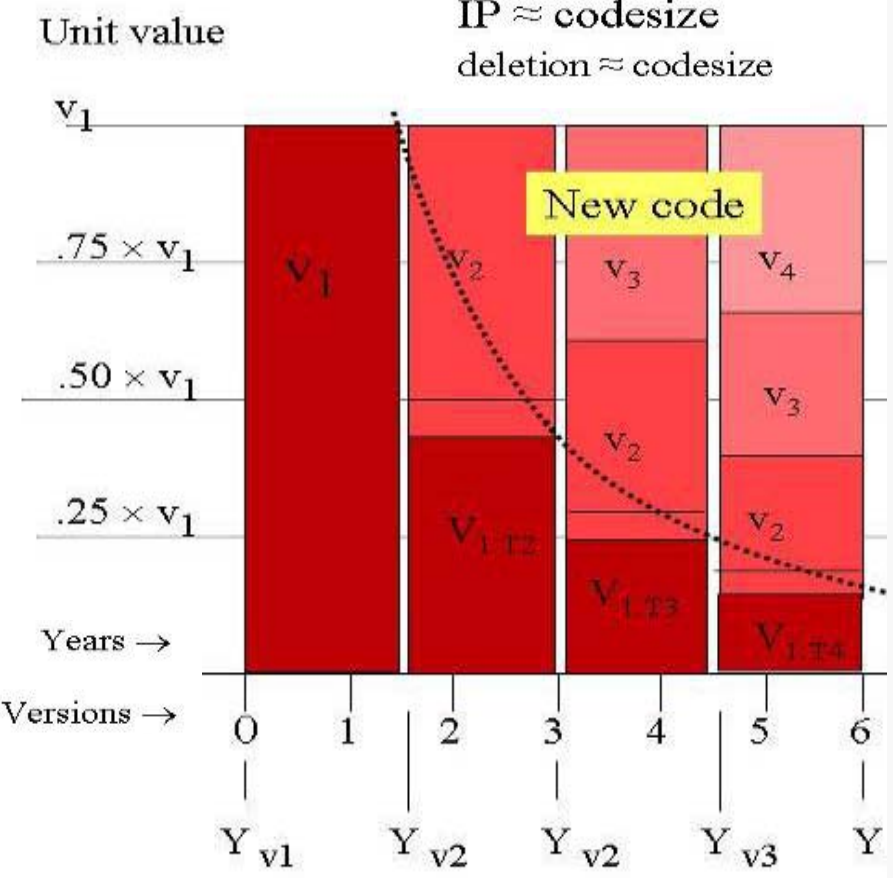
Application Development and Maintenance



Enterprise Testing Consumes 30% of IT budget

Software Under Maintenance

Assumptions:
IP \approx codesize
deletion \approx codesize

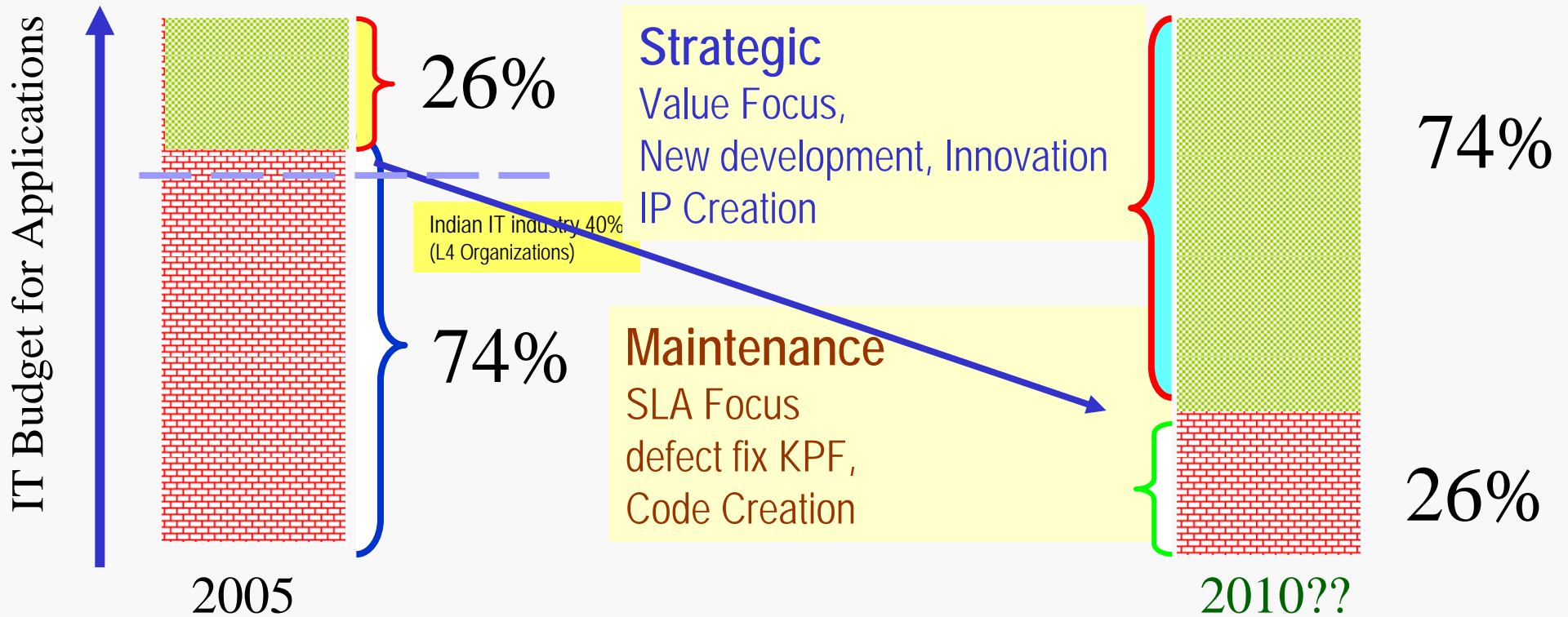


Entropy: Software
Growth Diminishes IP

Upto 50% wasted in
knowledge Recovery

GOAL: Strategic Inversion

Average Lifespan of application 5.7 Years



Src: Gartner

How do we meet these challenges



– Reuse,

- What?: Knowledge, Where? Higher level, How? Models, Patterns, Increased Abstraction, Product line

– Reduce,

- What? Rework, Where? Application Maintenance and Development (80:20), How? (Knowledge Recovery(50 %))

– Recycle,

- What? Best Practices, Where? Across the enterprise and beyond, How? through Qualified Artifacts

– Regenerate

- What? New application variants, Where? New Marketplace How? Variation through defined Variation points

– Renew

- What? Evolve through next functionality

The 5R's → Holy Grail of “Reuse” :

www.scorpus.co.in

Reuse practice implementation inhibitors

- Inadequate focus and systems
 - for Collaborative, empowered Knowledge creation, Maintenance
- Knowledge Silos in organization,
 - Lack of understanding of IP usage
- Big Bang approach to create knowledge assets.
 - Inadequate methods to systematically Identify, Validate, Create and Manage and deprecate reusable knowledge assets
- No visibility on ROI of assets
 - Valuation of IP

Scorpus – Reuse solution

<p>Reuse Implementation (Iterative, Phase 0, Phase 1 Consulting, Mentoring)</p>
<p>CRuX Methodology (Identify, value, Qualify, Governance, Reuse policy, gating)</p>
<p>Product line (Harvester, Discovery, Repository, E-SQA, Portal, Usage & Feedback)</p>

S + CORPUS = SCORPUS

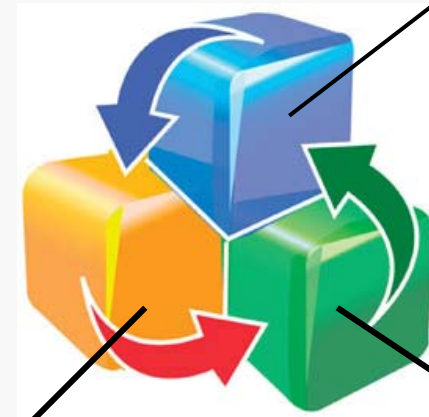
S = Software

C = Corpus

Not Just code,
200 other artifacts

Body of knowledge,
Fund deposited..

Software Assets
As the basis of reuse



Cyclic Nature Of Reuse
(Derived from Recycle)

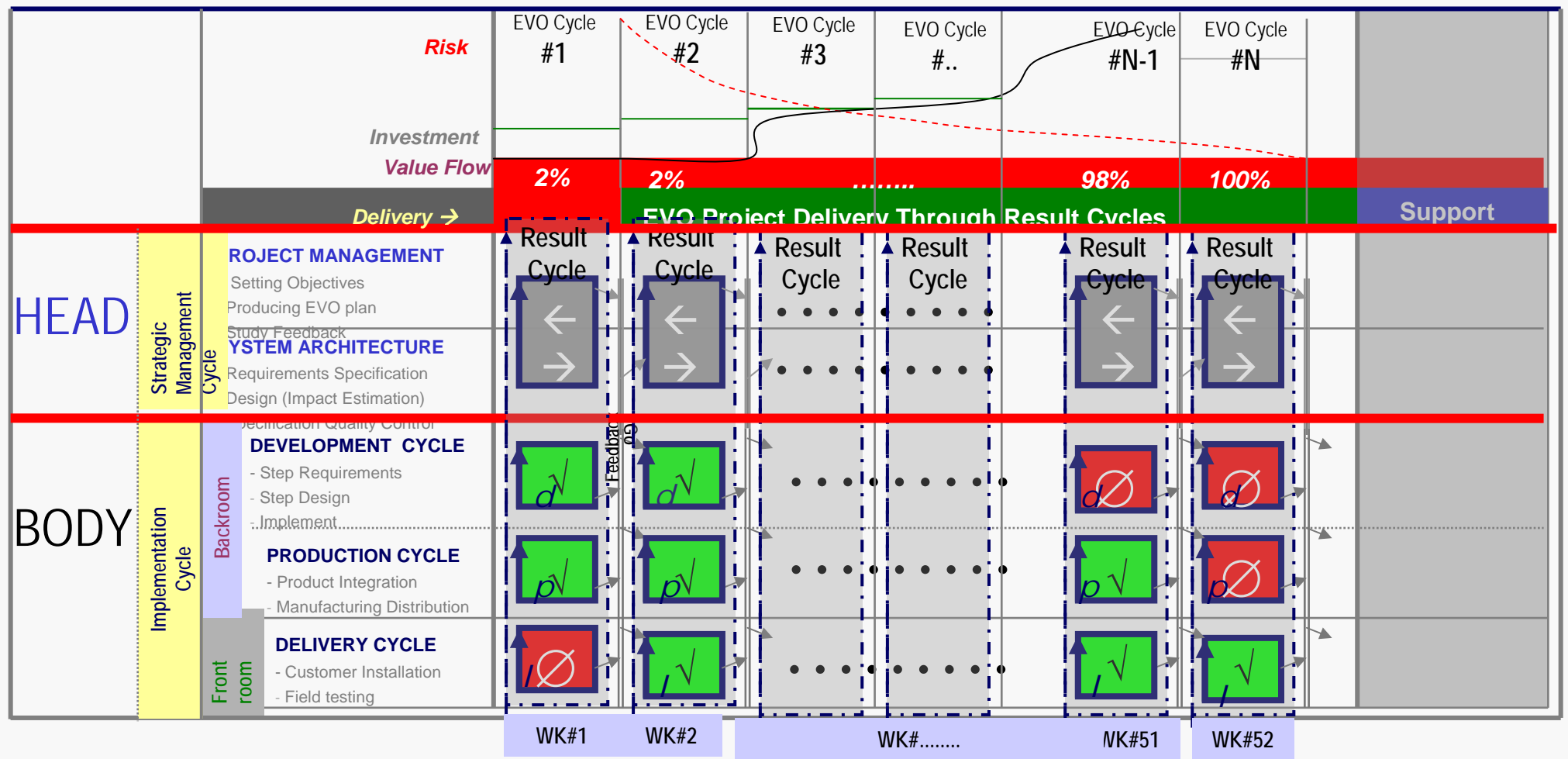




Innovation Case Study

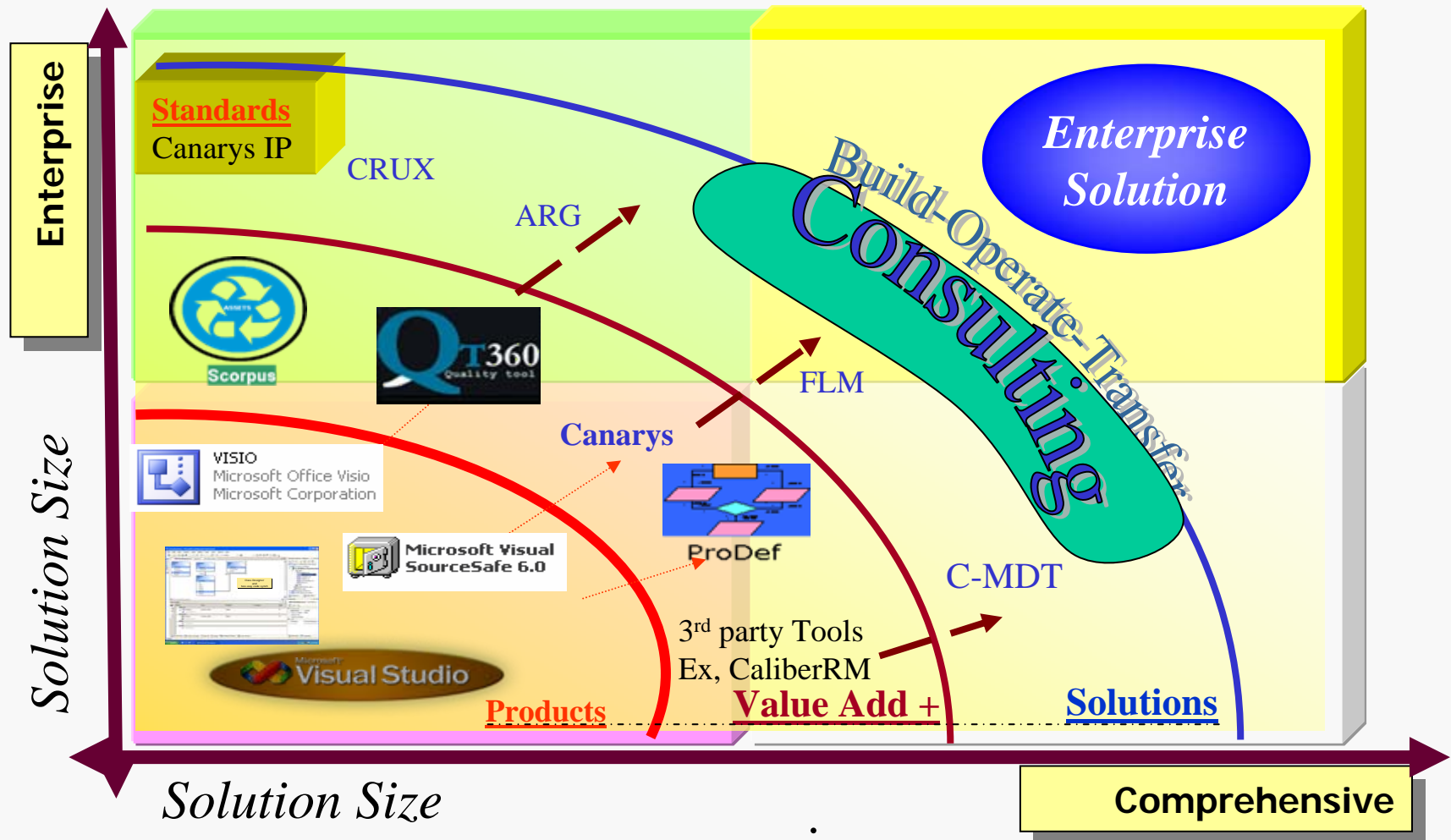
Internal and External

Innovation: Internal Evolutionary Development



Innovation: Internal

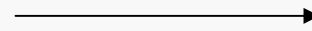
Product Development: Solution Focus Instead of Feature Focus



Innovation: External

Innovative Market Approach

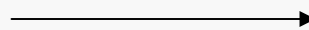
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Standard:

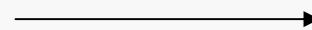
Phase-0: Fixed

Phase-1: Effort



Engagement model:

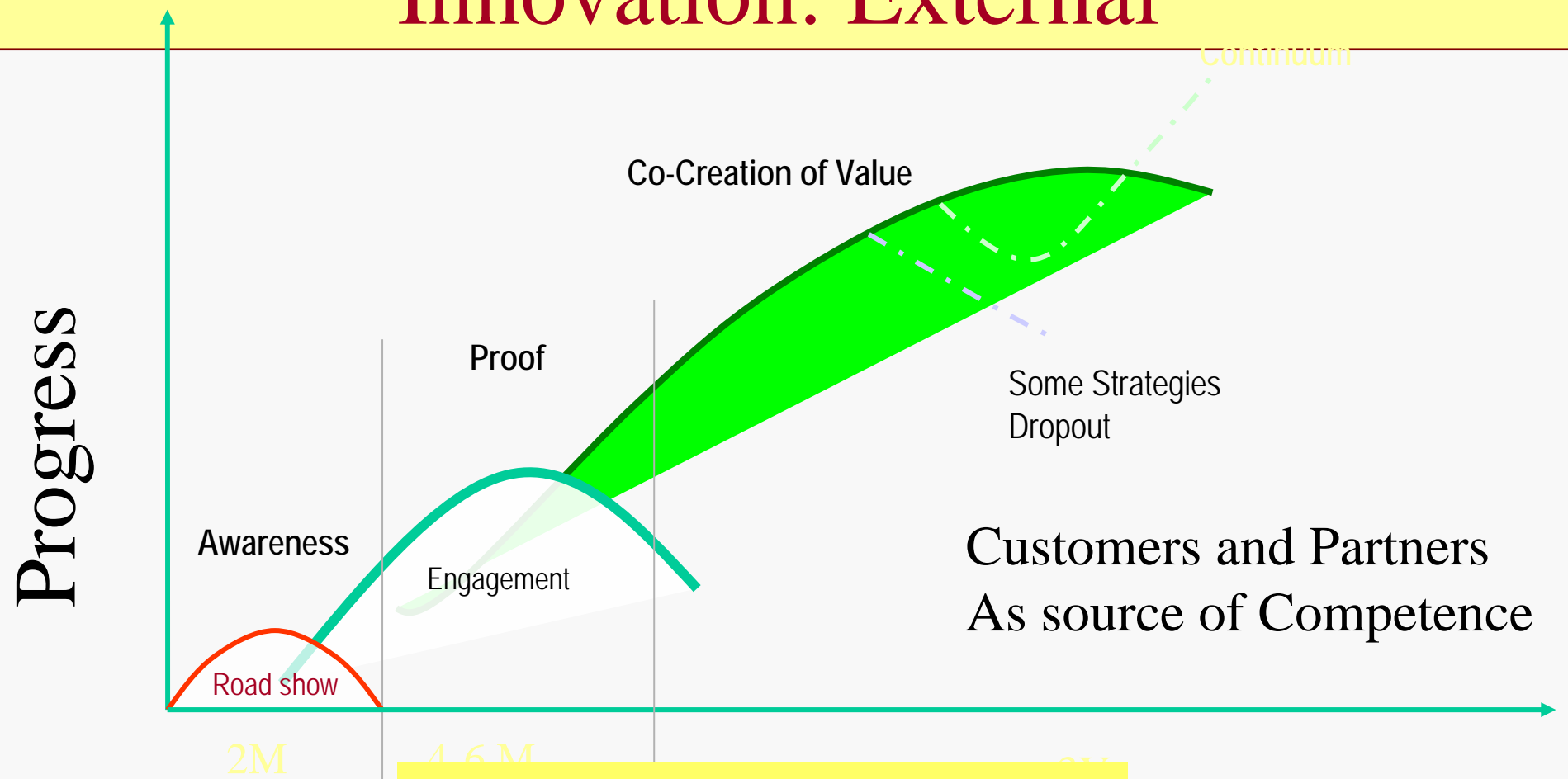
Evolutionary Solutions



Value Based

Product Composition

Innovation: External



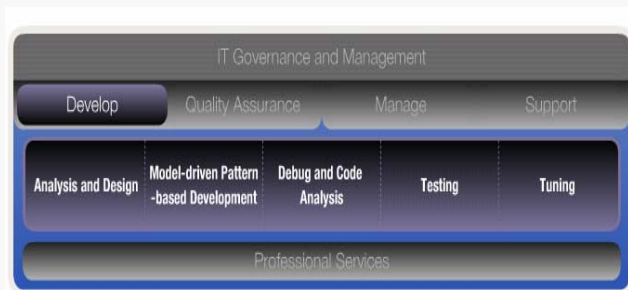
Co Creation of Value

Customers and Partners
 As source of Competence

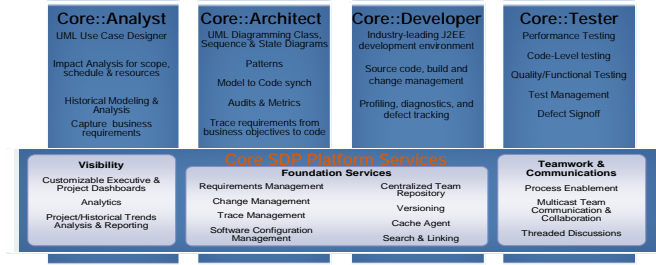
Innovation: External

Compuware

Borland



Borland Core Software Delivery Platform



More in the offing

Partner Ecosystem

www.scorpus.co.in



Thank you

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Knowledge if not put to use is just like food that is not digested,
sheer waste!