

Agate Acquisition ProcessTM, for effective outsourcing strategies.

Take the higher ground®

GEM-UP CONSULTING INC.

Software development companies have a growing need to focus on their core business. When faced with make-or-buy decisions, development teams need to consider many elements such as cost, control, quality and sustainability. The acquisition of COTS (commercial off-the-shelves), services, systems or capability is a managerial activity that requires the implementation of structured processes and practices. *Agate Acquisition Process* is a consulting solution designed for software companies. The framework addresses all aspects of the acquisition process, from requirement development to transition to operation and support. Our method addresses all common scenarios, including open source and off shoring situations.



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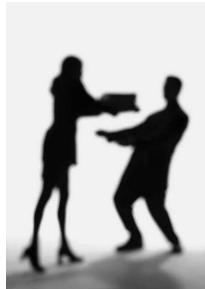
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Benefits

- **Risk reduction:** A guided framework permit a more complete risk identification and mitigation.
- **Practices:** There is no need to re-invent the wheel. Consultants will apply best practices and structured approach.
- **Vendor-independent:** Our method is not biased by contractual obligations toward vendors.
- **Scalability:** Our method applies to small, medium and large systems.



How is it done?

- A first assessment is conducted to identify the pattern (COTS, work for hire...)
- A stream is then selected and the acquisition process is conducted in support of your team
- The process is baselined so that your organization can reuse it for new opportunities.

What are the key process areas ?

- Acquisition strategy
- Requirement definition and management
- Candidate Vendor identification
- Vendor or package evaluation
- RFI/RFP Management
- Solution/Vendor selection
- Vendor Relationship Management
- Contract Creation/License Agreement
- Vendor/Contract/Project Monitoring
- Acceptance Management
- Measurement
- Operation and Support
- Risk Management
- Project Management
- Remote Team Management
- Audits
- Cost Management

