



# The Many (Inter)Faces of AssetWorks Custom Development

Presented By:

Bob Baker

Director, Professional Services at AssetWorks





# Meet Bob Baker

Director, Professional Services



## About Bob Baker

Bob Baker started his career with AssetWorks in 2016. As Director of Professional Services, his primary role is managing the day to day operations of the Professional Services organization, ensuring that our project managers in the field are getting the support they need to deliver top-notch services. Prior to AssetWorks, Bob spent 16 years with Dell, Inc. where he worked in a variety of management and project management roles ranging from inventory and warehouse management to procurement, logistics, field services, training services, and new product readiness. Bob is based in Austin, TX. When he's not working, he stays very active and enjoys spending time outdoors with his wife, son, three daughters, and two dogs.

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Providing the experience to turn the idea into reality



# Agenda



## Introduction to Custom Development

Introducing the team and general information about the mission of AssetWorks custom development.



## Custom Service Offerings

We have developed services to help any team, idea, or project.



## Spotlight on: Interface Development

Our new approach to interface scoping will help ensure your project stays on time, on budget.

*Asset* 2019  
*World*

# Meet the Team

## Custom Development Services Team



**Steve Wilson**  
Project Scoping and  
Management

**Victor Verduzco**  
Development and  
Quality Control



**Mary Misuraca**  
Administration and Project  
Coordination



**Matt Brown**  
Training, Consultation, and  
Development



**Ted DeSilvester**  
Data Services and Quality  
Control





# Custom Services Offerings

We have developed services to help any team, idea, or project.



## Scoping & Specification

*Every project starts with requirements capture that gets the process started*



## Data Services

*From data migration to data clean-up we got your backend data covered.*



## Interfacing

*Multiple systems means that data's gotta move from point A to point B.*



## Product Augmentation

*Enhance your AiM implementation with Action Codes and Reporting.*



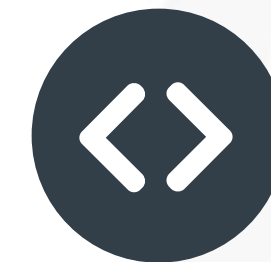
## Consultation

*Leverage our experienced team find the right approach to solve your problem.*



## Training

*Everything our team can produce we can teach. Just ask.*



## Web Development

*Need a web UI to interface with AiM? We can provide solutions that meet your standards.*



## Project Management & Administration

*Every project has a budget and a timeline. We work hard to manage your costs and delivery date.*

# Interfacing

If only it was as easy as diagramming it on a piece of paper.



## Data Flow

Which is the system of record.  
Single or bi-directional.



## File Format

Data elements and document type.



## Transportation

Understanding the restrictions for the  
source and destination systems is  
critical to the interface success.



## Frequency



Defining the increment of time  
that the interface needs to run.

## Security



Which protocols need to be used  
to make sure the data/file gets  
to the system securely.

## Error Logging



Provides the ability to  
troubleshoot issues that may arise  
in testing or post acceptance.



# Scoping and Specification

How we've been doing things up to this point



## Scope of Work Document

- Work with the customer to create SOW that clearly defines the necessary business logic as well as a description of the logical steps.
- This will allow for the cost proposal to create a formal specification.



## Specification Document

- Formal specification that will provide the necessary detail to support the development and testing of the custom deliverable project.
- This will facilitate the cost proposal to develop, test, and deliver the finished project.

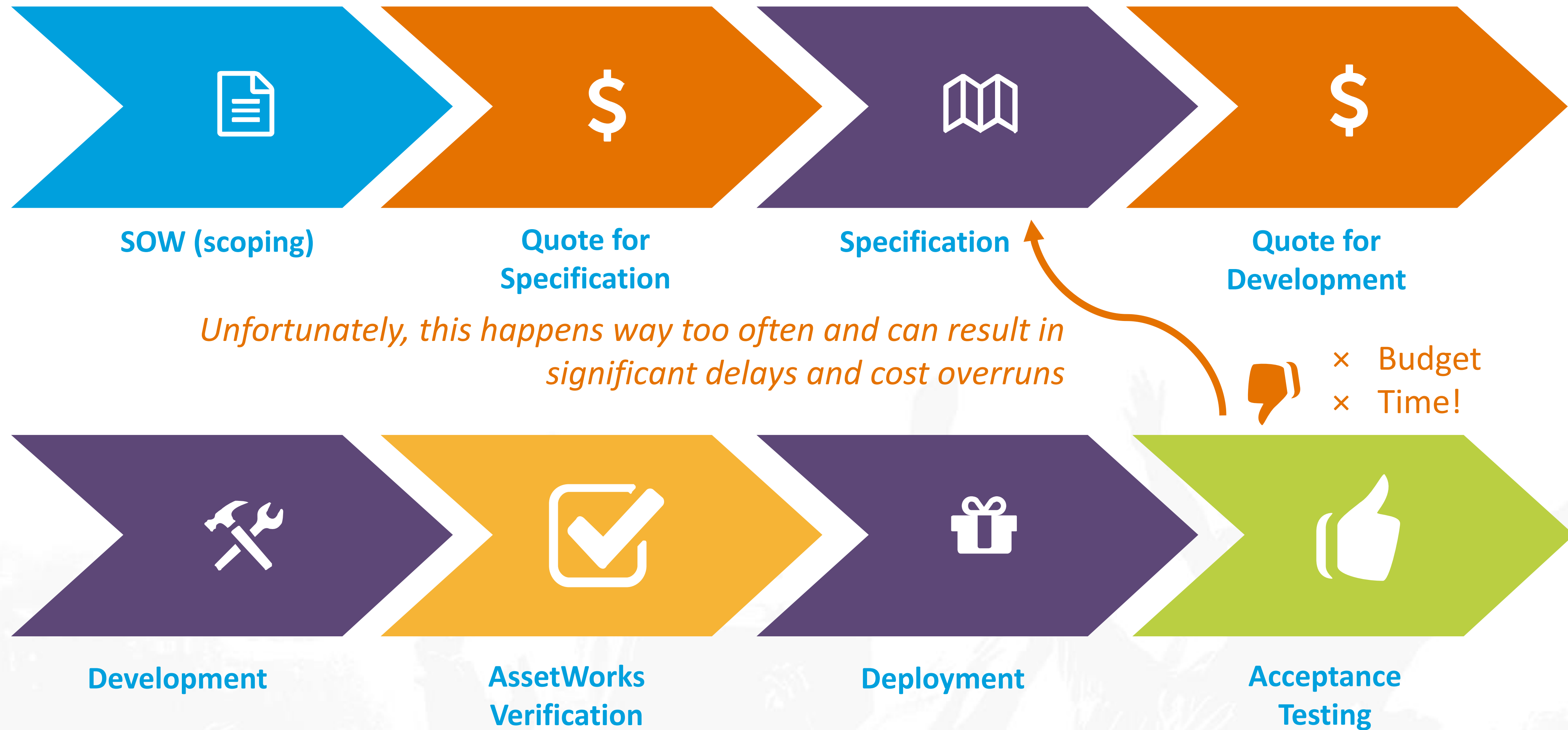


## Test Plans

- Directly derived from the approved specification and intended to provide instructions to support the testing of the project.
- Confirms that the delivered product fully conforms to the specification.
- Delivered the customer for approval and to support acceptance testing.

# Custom Development Lifecycle - current

The current intake and deployment process for interfaces

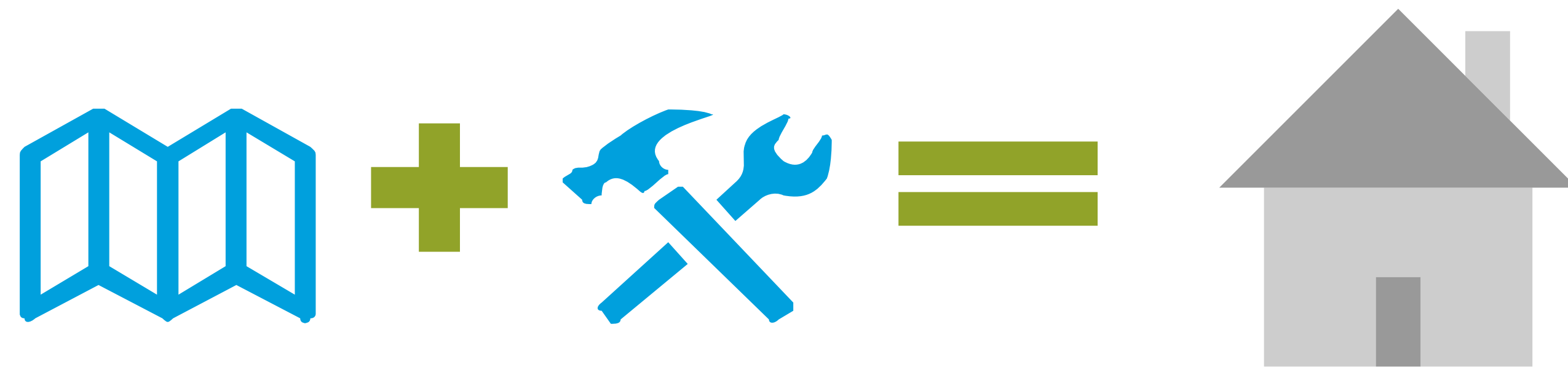






# Why are Scope Changes so Costly and Time Consuming?

*Just a minor change to the code, right???*



- Application development is very much the same as building a house or managing a construction project.
- Both require blueprints (specifications) before construction (development) can begin. Custom builds require custom blueprints.
- Late changes to the building requirements after construction has already begun can impact a number of other aspects of the construction, and warrant changes to the plans, potential rework, and additional costs.
- Some changes require considerable rework in order to implement. The same applies to custom development.

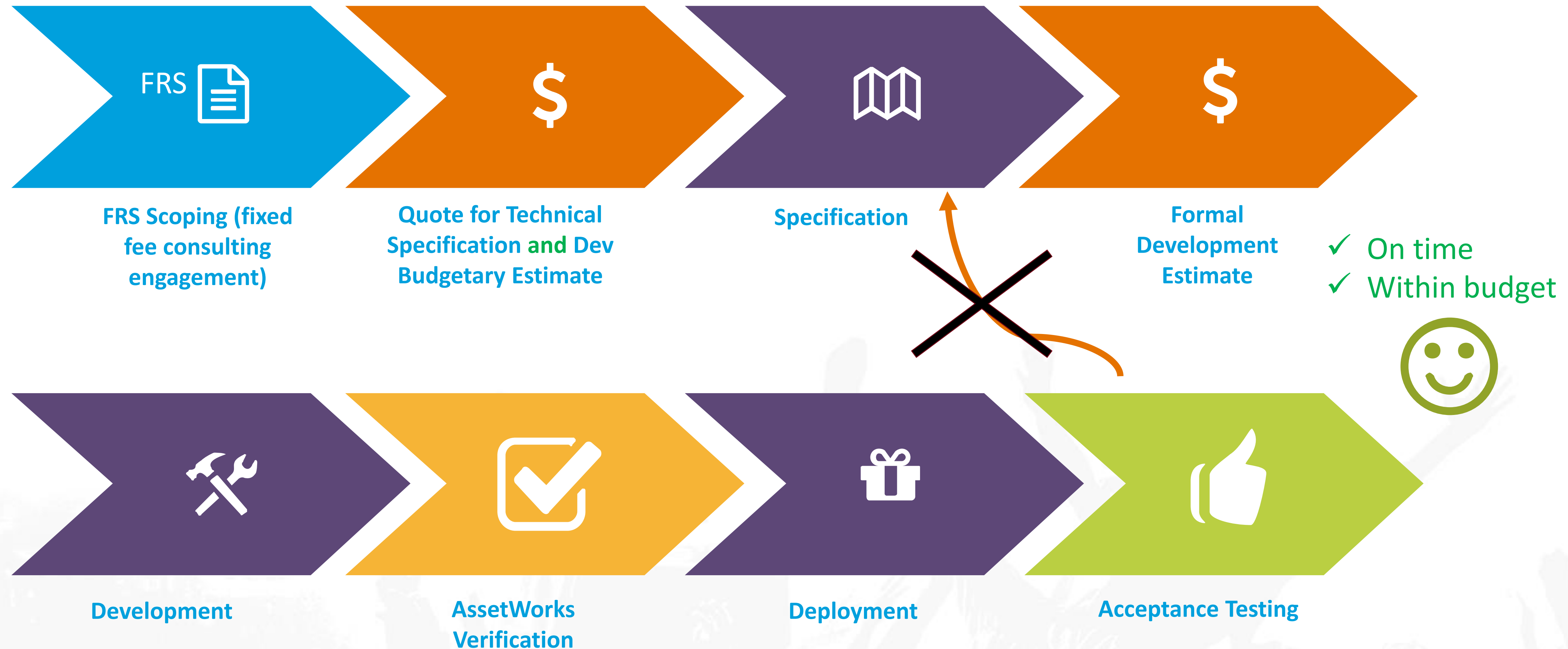
# Scoping and Specification





# Custom Development Lifecycle – enhanced with the FRS

Optimized process to mitigate budget and timeline overruns



# Wrap-up



Choosing AssetWorks Custom Development means tapping into the same experience that engineered, developed, implemented, and supported AssetWorks products for years.



We can help you unlock the full potential of your AssetWorks software:

- Specification development
- Interface development
- Data migration
- UI development
- Consulting
- Reporting, Action Codes, Training, and More!



Our goal is your goal: a successful implementation that's on schedule, within budget, and with no surprises!

- Scope change can get in the way of this, and we've implemented changes to mitigate this.
- The **Functional Requirements Specification (FRS)** is a consultative approach to scoping which **focuses on business requirements and desired outcomes** and will help keep things on track for a successful deployment.





# Q & A







# Thank You!



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