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Enterprise Architecture,  
Conference, **#BCSEASG**  
Specialist Interest Group, BCS

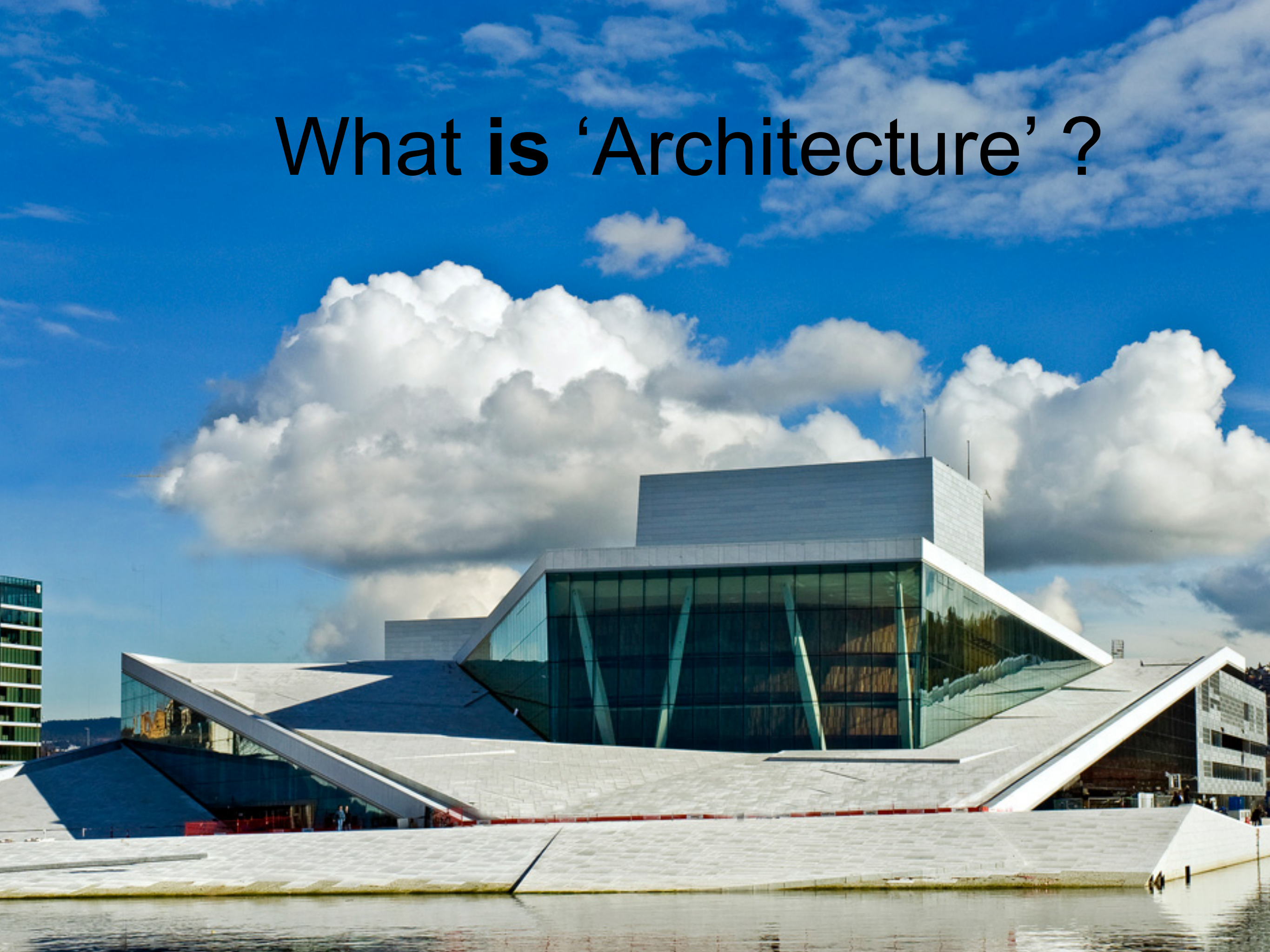
ARCHITECTURE ENGINEERING:  
WHY AND HOW, WE HAVE TO 'UP OUR GAME'  
AND QUANTIFY DESIGN OBJECTIVES AND COSTS.

BCS London, Covent Garden  
17 July 2017  
Keynote 10 to 10:30 (30 minutes)

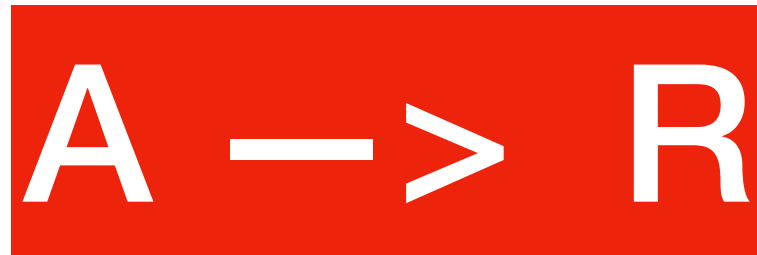
These slides are at  
<https://tinyurl.com/Gilb17July>



# What is 'Architecture' ?



# ***Architecture must try to ‘satisfy’ Requirements***



**Architecture ‘impacts’ Requirements**

**->**



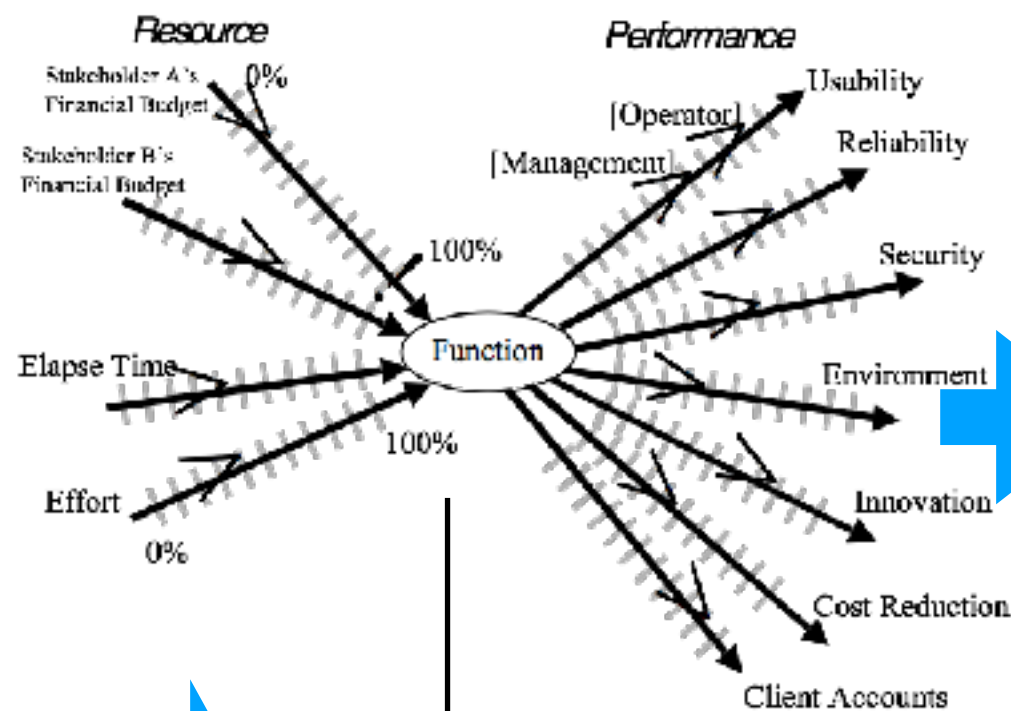
## The Basic Design Steps Logic: a summary

**The Logic of Design:  
Design Process Principles.  
Tom Gilb, 2016, Paper.  
<http://www.gilb.com/dl857>**

1. Constraints determine environments.
2. Environments determine stakeholders
3. Stakeholders have values and priorities
4. Values have many dimensions
5. Stakeholders determine value levels
6. Design hypotheses should be powerful and efficient ideas, for satisfying stakeholder needs
7. Design hypotheses can be evaluated quantitatively, with respect to all quantified objectives and resources
8. Designs can be decomposed, to find more efficient design subsets, that can be implemented early
9. Designs can be implemented sequentially, and their value-delivery, and resource costs, measured
10. Designs that unexpectedly threaten achievement of objectives, or excessive use of resources, can be removed or modified.
11. Designs that have the best set of effects on objectives, for the least consumption of limited resources, should generally be selected for early implementation.
12. A design increment can have unacceptable results, in combination with previous increments, and they, or it, might need removal or modification
13. When all objectives are reached, the process of design is complete: except for possible optimization of operational resources, by even-better design.
14. When deadlined and budgeted implementation-resources are used up, it might be reasonable to negotiate additional resources; especially if the incremental values are worth the additional resources.

The Architecture process  
is  
*driven*  
by  
requirements

Requirements -> Architecture Process -> Architecture Specs



Architecture  
Process

☐ Establish And Manage Student Retention Strategies

Level? Solution Idea Label? (by tongib - 3 months ago)

Is Part Of: ARCHITECTURE Solution Idea

Summary: In order to reduce dropout, strategies and metrics need to be defined.

Descriptions: Change... (by gilbquest - 4 months ago)

- D1. Engage and Partner with Parents
- D2. Cultivate Relationships
- D3. Pay Attention to Warning Signs
- D4. Make Learning Relevant
- D5. Raise the Academic Bar
- D6. Think Small
- D7. Rethink Schedules
- D8. Develop a Community Plan
- D9. Invest in Preschool

TOP LEVEL VALUE TABLE

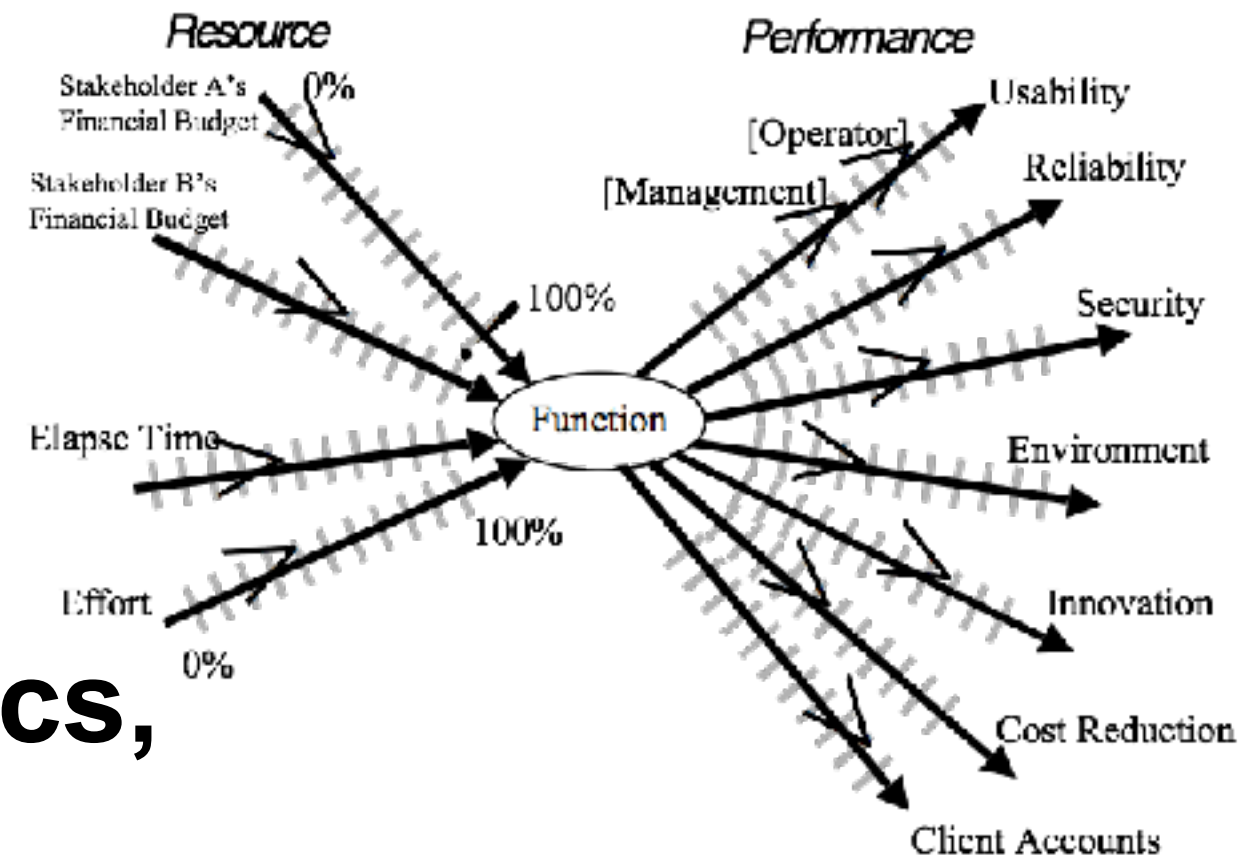
	<input type="checkbox"/> Donate Books	<input type="checkbox"/> Hyperloop Networ...	<input type="checkbox"/> Establish And Ma...	<input type="checkbox"/> Rights	<input type="checkbox"/> Idea 111	<input type="checkbox"/> Reduce Den
<b>Requirements</b>						
<b>Educational Safety</b>						
Status: 185k → Wish: 100k Per... Δ%:	0 ± 0	-5k ± 1k	0 ± 0	10k ± 20k	5 ± 0	0 ± 0
Number of [Educational Participants]...	0 ± 0 %	6 ± 1 %	0 ± 0 %	-12 ± 24 %	0 ± 0 %	0 ± 0 %
[Educational Participants - [Teacher...]	0 % (x 0.1)	0 % (x 0.0)	0 % (x 0.0)	0 % (x 0.0)	0 % (x 0.1)	0 % (x 0.0)
2020						
<b>Decision Influence</b>						
Status: 0 → Wish: 100 Percent Δ%:	0 ± 1	0 ± 0	25 ± 15	90 ± 4	10 ± 0	4 ± 1
% of achieved [Number of members] wi	0 ± 1 %	0 ± 0 %	25 ± 15 %	90 ± 4 %	10 ± 0 %	4 ± 1 %
[Number of members - [10,000,000] ...]	0 % (x 0.0)	0 % (x 1.0)	0 % (x 0.0)	0 % (x 0.0)	0 % (x 0.0)	0 % (x 0.0)
2025						

Process  
Engineering  
Tool

# *The architecture is there to satisfy requirements*

Architecture  
that *never* refers to  
critical  
**qualities,**  
**performance characteristics,**  
**costs,**  
**and constraints**

Is **not** really architecture  
Of any kind

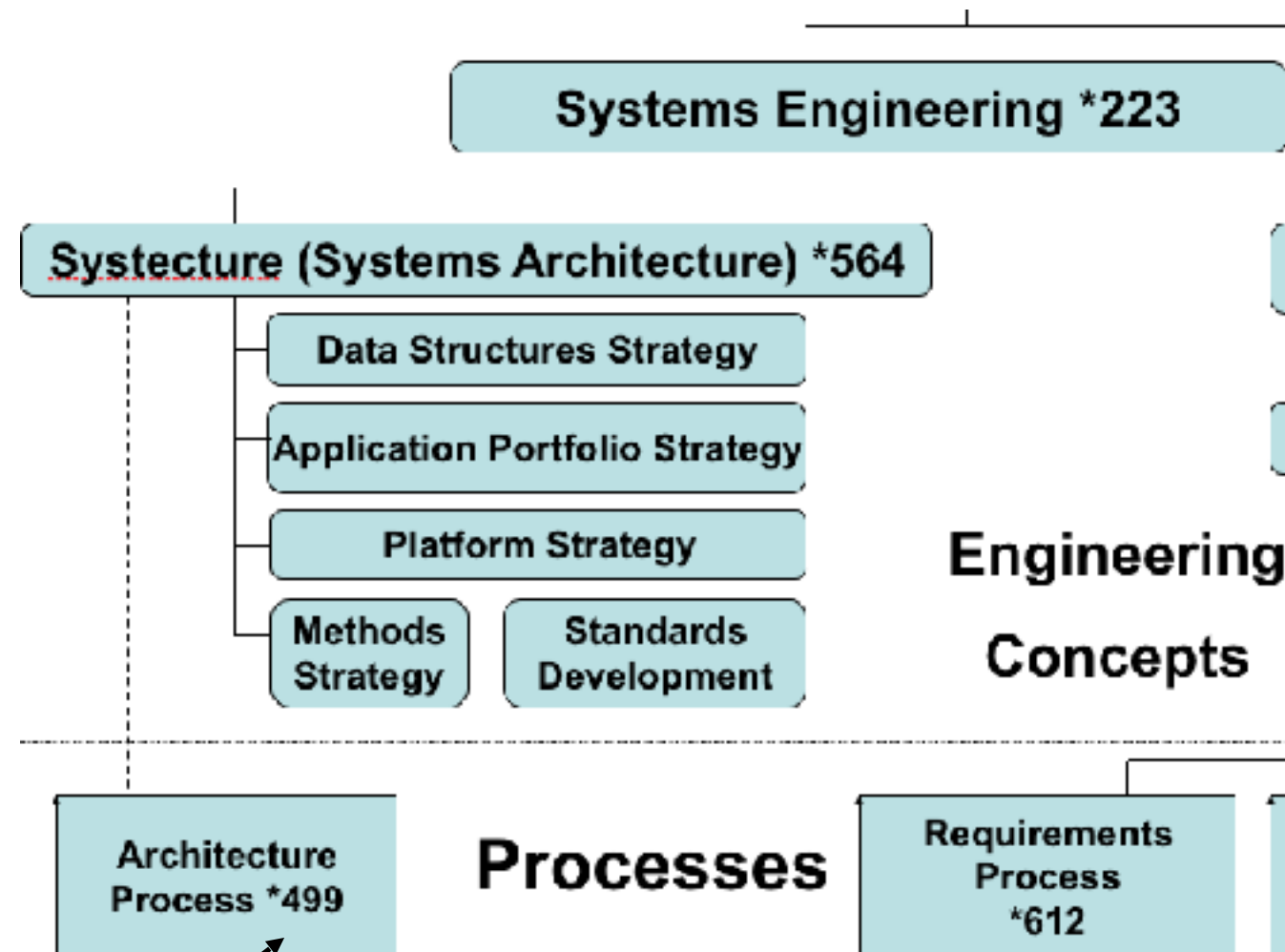


# “Architecture Engineering”

A

high level design process

- The architecture engineering process
  - puts in place the systems architecture,
  - which is a controlling mechanism for the **design engineering** of any project.
- Architecture engineering
  - defines the strategic framework (the systems architecture),
    - which *specialist* design engineering has to work within. (like Security, UI, Perf.)
  - It lays down the standards, which control such matters as the tradeoff processes amongst requirements.
  - It helps synchronize design engineering disciplines across different systems.
- The architecture engineering process (\*499) is a *subset* of the Systems Engineering process (\*233).



**Engineering \*224**

**Systems Engineering \*223**

**Other Engineering**

**Systecture (Systems Architecture) \*564**

**Program Management**

**Data Structures Strategy**

**Application Portfolio Strategy**

**Platform Strategy**

**Methods  
Strategy**

**Standards  
Development**

**Project**

**Engineering  
Concepts**



**Architecture  
Process \*499**

**Processes**

**Requirements  
Process  
\*612**

**Design  
Engineering  
\*501**

**Evolutionary  
Project Management  
(Evo) \*355**

**Specification Types**

**Design Process  
\*046**

**Impact Estimation  
\*283**

**(The)  
Architecture  
\*192  
(Artifacts)**

**Architecture  
Specification  
\*617**

**Standards \*138**  
- Security Standards  
- Interface Standards  
- Requirement  
Specification  
Standards  
- Other

**Requirement  
Specification  
\*508**

**Design  
Specification  
\*586**

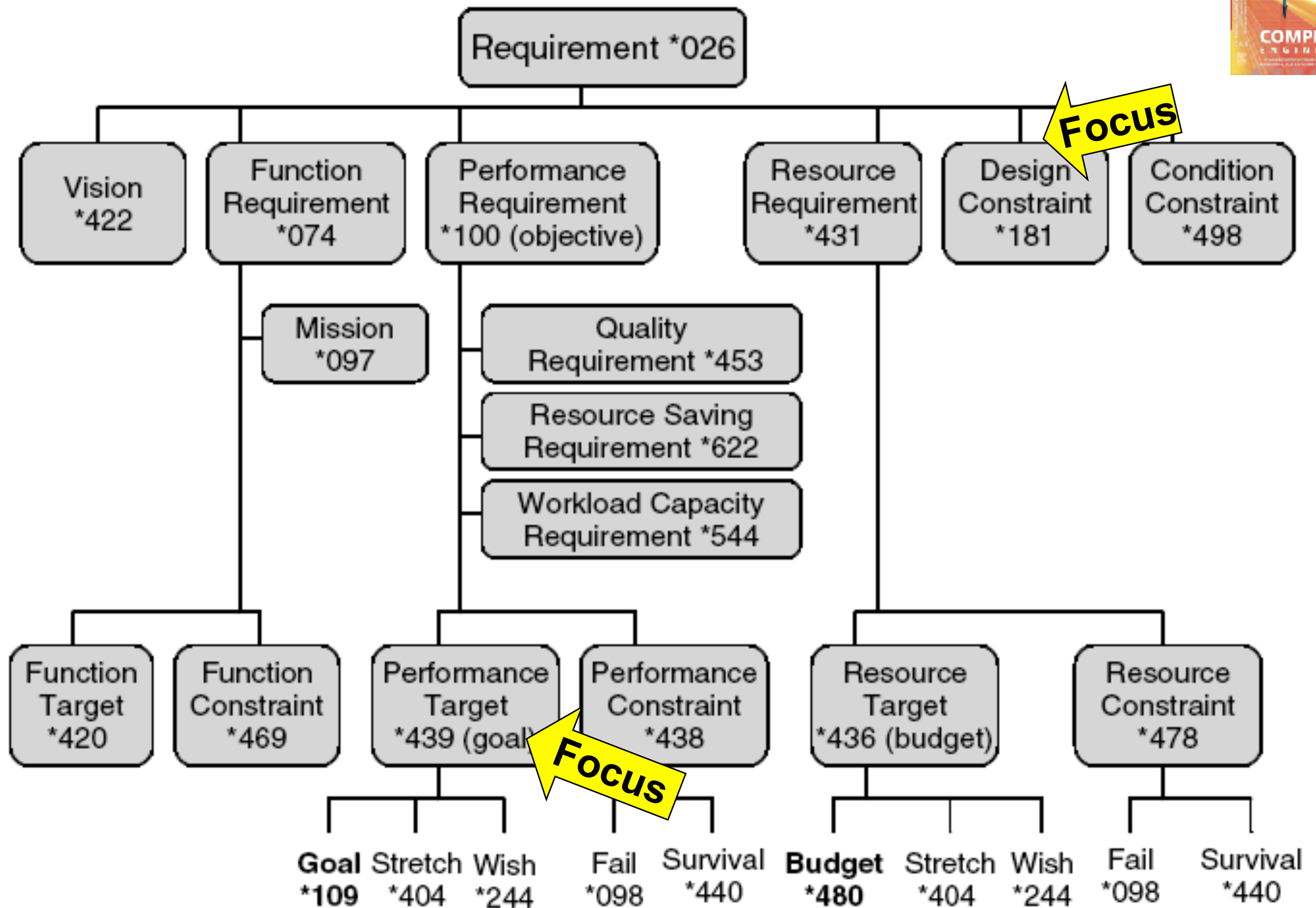
**Impact  
Estimation  
Table**

**Evo Step  
Specification  
\*370**

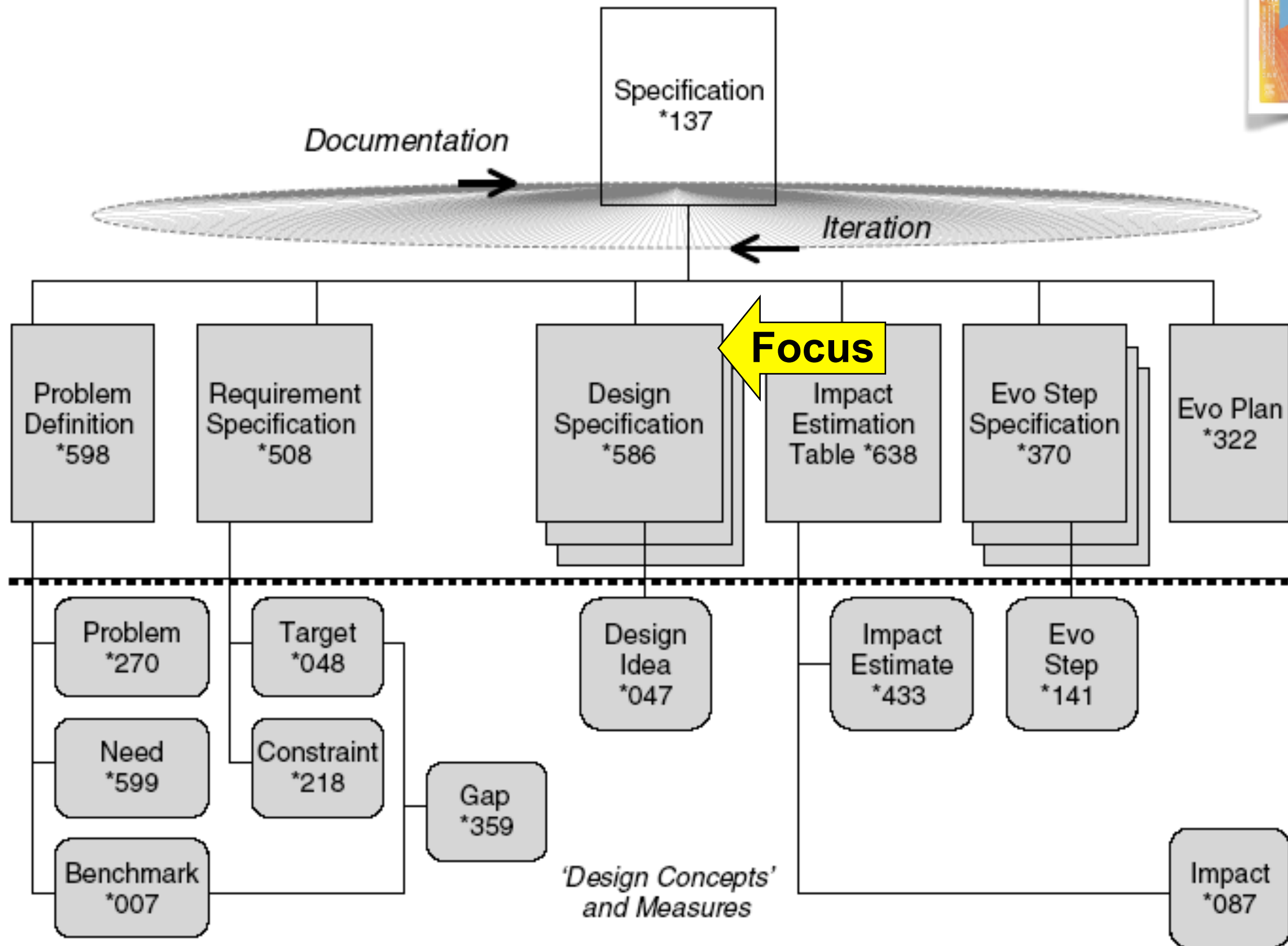
**Evo  
Plan  
\*322**



# Requirement Concepts for Architects



# Specification Types for Architects



**Does IT Architecture (Softecture)  
have any professional and ethical  
obligations to their employers and  
society ?**

# Some Professional Obligations

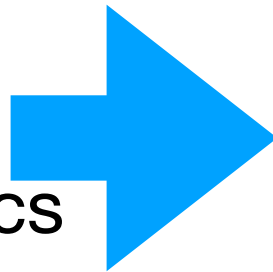
1. Push back and help client to articulate requirements fully and clearly
2. Help client to understand the consequences of their requirements
3. Help client to understand why specific architecture is a best choice
4. Help the client to see the many critical dimensions of requirements
5. Quality Control: requirements and design, against best practice rules.
6. Attempt to maximize delivery of real critical values for all resources required





# Ethical Obligations

- Be honest and up-front about the limitations of our knowledge of architecture choices
- Do not make assertions without documenting the basis for them
- <https://www.nspe.org/resources/ethics/code-ethics>



standards of honesty and integrity. Engineering has a direct and vital impact on the quality of life for all people. Accordingly, the services provided by engineers require honesty, impartiality, fairness, and equity, and must be dedicated to the protection of the public health, safety, and welfare. Engineers must perform under a standard of professional behavior that requires adherence to the highest principles of ethical conduct.

## I. Fundamental Canons

Engineers, in the fulfillment of their professional duties, shall:

1. Hold paramount the safety, health, and welfare of the public.
2. Perform services only in areas of their competence.
3. Issue public statements only in an objective and truthful manner.
4. Act for each employer or client as faithful agents or trustees.
5. Avoid deceptive acts.

# The 'Softect' Code

© [tom@gilb.com](mailto:tom@gilb.com) 2017

1. **Explicit:** capture all risks explicitly.
2. **Long Term:** Document long term costs and attributes even when client is not aware or initially interested.
3. **Expert:** Seek specialist knowledge rather than assume or guess
4. **Stakeholder:** Develop deep and broad stakeholder knowledge
5. **Agile:** Learn gradually in small implementation steps, how well architecture works and what it costs. Agile and Lean
6. **Openness:** Develop open-ended architecture so short term and long term changes are easy.



**That was the framework.  
Here are some technical  
examples of doing it**

# Professional Obligations

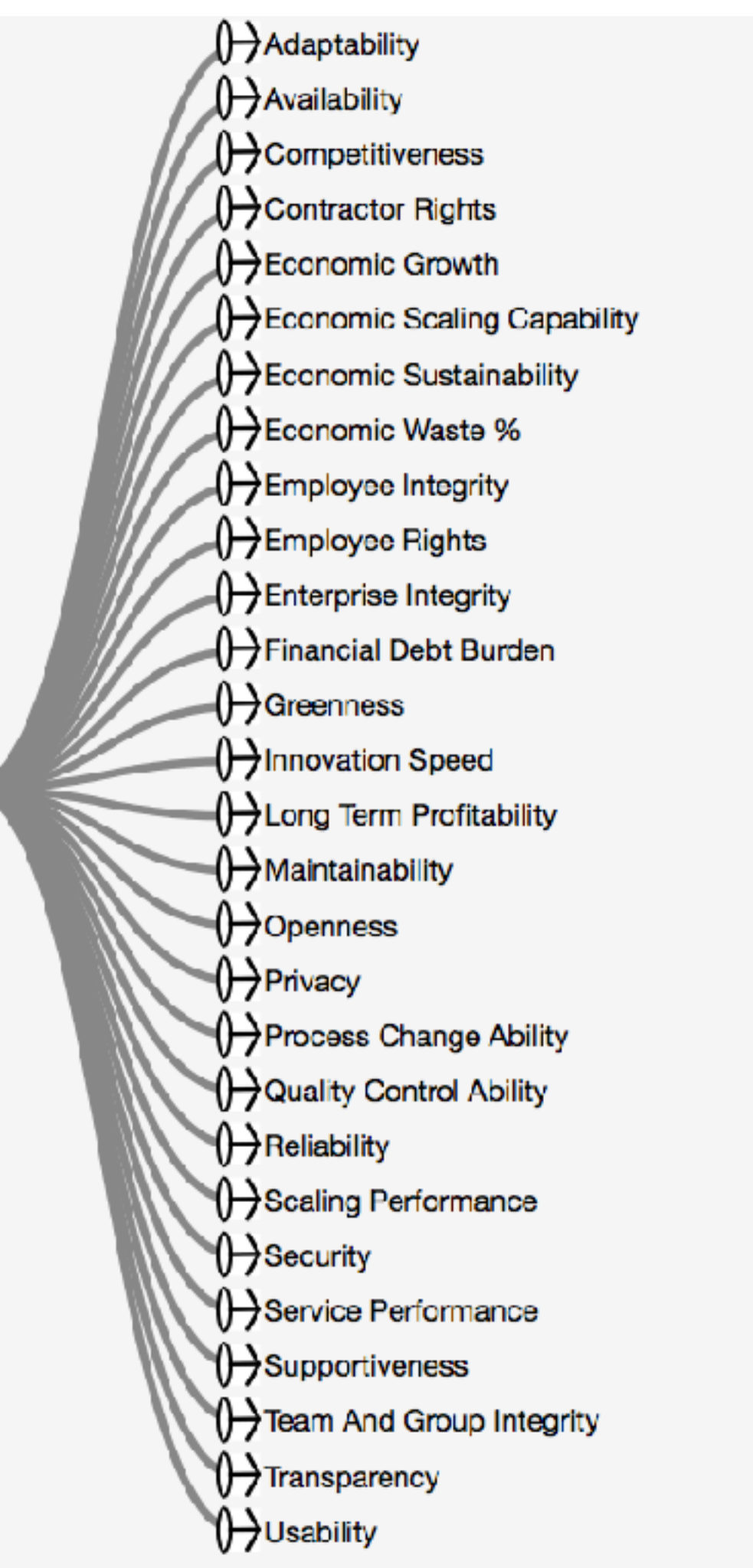
- 1. Push back and help client to articulate critical value requirements fully and clearly**
- 2. Help client to understand the consequences of their requirements**
- 3. Help client to understand why specific architecture is a best choice**
- 4. Help the client to see the many critical dimensions of requirements**
- 5. Quality Control: requirements and design, against best practice rules.**
- 6. Attempt to maximize delivery of real critical values for all resources required**



# Professional Obligations

Note: the Presenter Notes contain considerable explanation of what I intend to point out for each slide.

# 1. Push back and help your client to articulate critical value requirements fully and clearly



# 1. Push back and help client to articulate critical value requirements fully and clearly

- Adaptability
- Availability
- Competitiveness
- Contractor Rights
- Economic Growth
- Economic Scaling Capability
- Economic Sustainability
- Economic Waste %
- Employee Integrity
- Employee Rights
- Enterprise Integrity
- Financial Debt Burden
- Greenness
- Innovation Speed
- Long Term Profitability
- Maintainability
- Openness
- Privacy
- Process Change Ability
- Quality Control Ability
- Reliability
- Scaling Performance
- Security
- Service Performance
- Supportiveness
- Team And Group Dynamics
- Transparency
- Usability

## Security

Business Value *Empty*

(by - 10 minutes ago)

[Permalink](#)

0.0.1

Is Part Of: [Qualities Assurance](#)

**Ambition Level:** IT System High levels of security against all forms of attack, by conscious planning and investment

**Scale:** % [Attack Types] per Year from [Attack Sources] using [Attack Methods] under [Environment Conditions] towards [Organization]

**Stakeholders:** CTO Chief Technical Officer, Board Of Directors, Enterprise Architects, Quality Assurance Security Director

**Status:** Level: 1 % Successful Attacks [Attack Types = { <All> }, Attack Sources = { <All> }, Attack Methods = { <All> }, Environment Conditions = { <All> }]

**Wish:** Level: 0.01 % Successful Attacks [Attack Types = { <All> }, Attack Sources = { <All> }, Attack Methods = { <All> }, Environment Conditions = { <All> }]

## 2. Help client to understand the consequences of their requirements

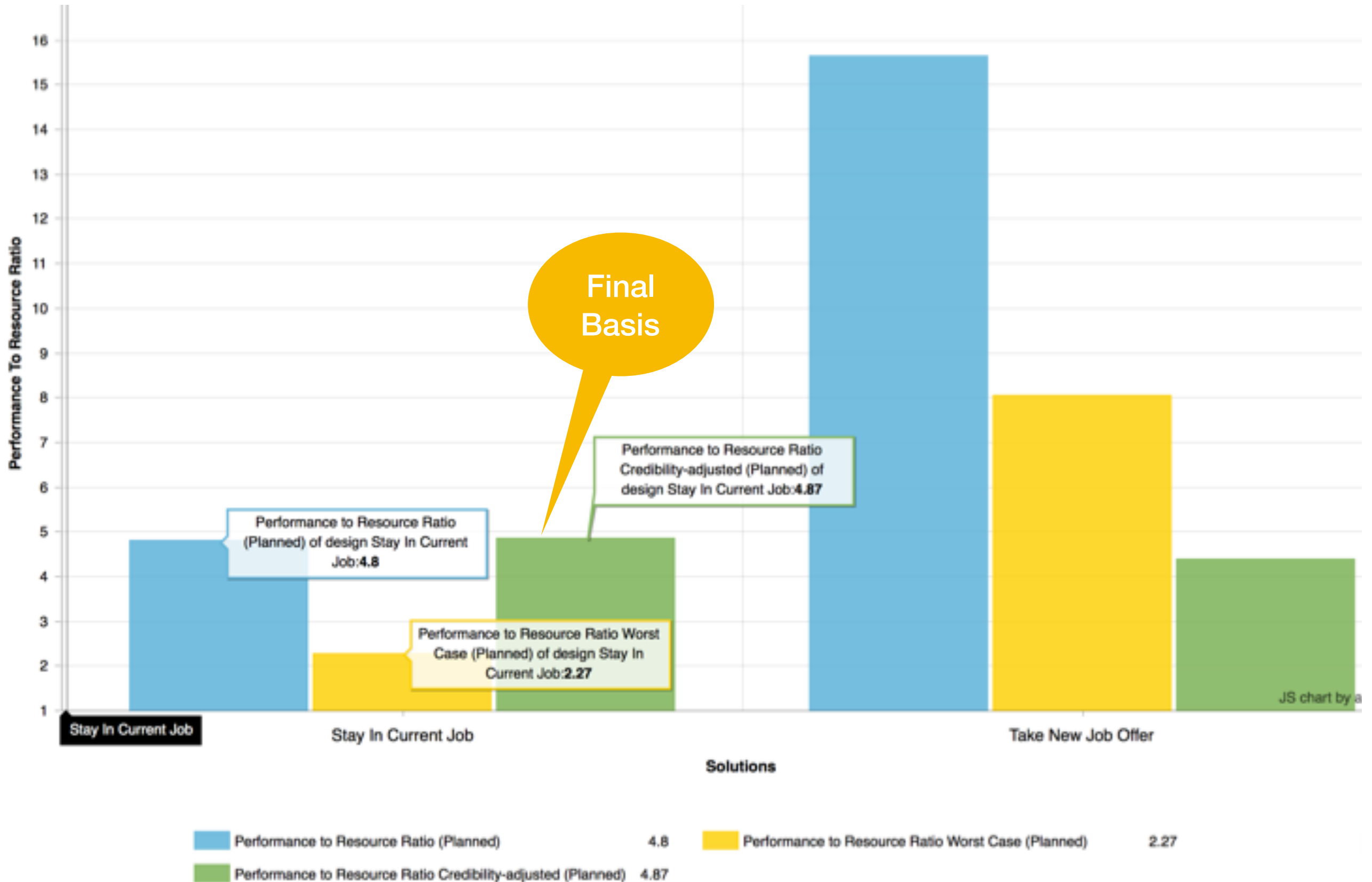
Requirements	<input type="checkbox"/> NeedsAnd Means Tool	<input type="checkbox"/> Planguage	Sum											
<div><div><div><div></div><div><b>Security</b></div></div><div><div></div><div>Status: <b>1</b> → Wish: <b>0.01</b> % Success</div></div><div><div></div><div>Δ: <b>-0.5</b></div></div><div><div></div><div>Δ%: <b>51</b> %</div></div></div><div>% [Attack Types] per Year from [Atta... [Attack Types = { &lt;All&gt; }, June 2019</div></div> <tr><td>Sum Of Values:</td><td>Σ%: <b>51</b> %</td><td><b>101</b> %</td><td>ΣΔ%: <b>152</b> %</td></tr> <tr><td><div><div><div><div></div><div><b>Capital Spend Budget</b></div></div><div><div></div><div>Status: <b>0</b> → Budget: <b>100</b> % of budget</div></div><div><div></div><div>Δ: <b>2</b></div></div><div><div></div><div>Δ%: <b>2</b> %</div></div></div><div>% of a defined monetary budget No qualifiers 18th June 2019</div></div><tr><td><div><div><div><div></div><div><b>Development Time</b></div></div><div><div></div><div>Status: <b>0</b> → Budget: <b>100</b> % of Weekly...</div></div><div><div></div><div>Δ: <b>3</b></div></div><div><div></div><div>Δ%: <b>3</b> %</div></div></div><div>% of annual weeks needed to successf... No qualifiers 50</div></div><tr><td>Sum Of Development Resources:</td><td>Σ%: <b>5</b> %</td><td><b>60</b> %</td><td>ΣΔ%: <b>33</b> %</td></tr><tr><td>Value To Cost:</td><td><b>10.20</b></td><td><b>1.70</b></td><td></td></tr></td></tr></td></tr>	Sum Of Values:	Σ%: <b>51</b> %	<b>101</b> %	ΣΔ%: <b>152</b> %	<div><div><div><div></div><div><b>Capital Spend Budget</b></div></div><div><div></div><div>Status: <b>0</b> → Budget: <b>100</b> % of budget</div></div><div><div></div><div>Δ: <b>2</b></div></div><div><div></div><div>Δ%: <b>2</b> %</div></div></div><div>% of a defined monetary budget No qualifiers 18th June 2019</div></div> <tr><td><div><div><div><div></div><div><b>Development Time</b></div></div><div><div></div><div>Status: <b>0</b> → Budget: <b>100</b> % of Weekly...</div></div><div><div></div><div>Δ: <b>3</b></div></div><div><div></div><div>Δ%: <b>3</b> %</div></div></div><div>% of annual weeks needed to successf... No qualifiers 50</div></div><tr><td>Sum Of Development Resources:</td><td>Σ%: <b>5</b> %</td><td><b>60</b> %</td><td>ΣΔ%: <b>33</b> %</td></tr><tr><td>Value To Cost:</td><td><b>10.20</b></td><td><b>1.70</b></td><td></td></tr></td></tr>	<div><div><div><div></div><div><b>Development Time</b></div></div><div><div></div><div>Status: <b>0</b> → Budget: <b>100</b> % of Weekly...</div></div><div><div></div><div>Δ: <b>3</b></div></div><div><div></div><div>Δ%: <b>3</b> %</div></div></div><div>% of annual weeks needed to successf... No qualifiers 50</div></div> <tr><td>Sum Of Development Resources:</td><td>Σ%: <b>5</b> %</td><td><b>60</b> %</td><td>ΣΔ%: <b>33</b> %</td></tr> <tr><td>Value To Cost:</td><td><b>10.20</b></td><td><b>1.70</b></td><td></td></tr>	Sum Of Development Resources:	Σ%: <b>5</b> %	<b>60</b> %	ΣΔ%: <b>33</b> %	Value To Cost:	<b>10.20</b>	<b>1.70</b>	
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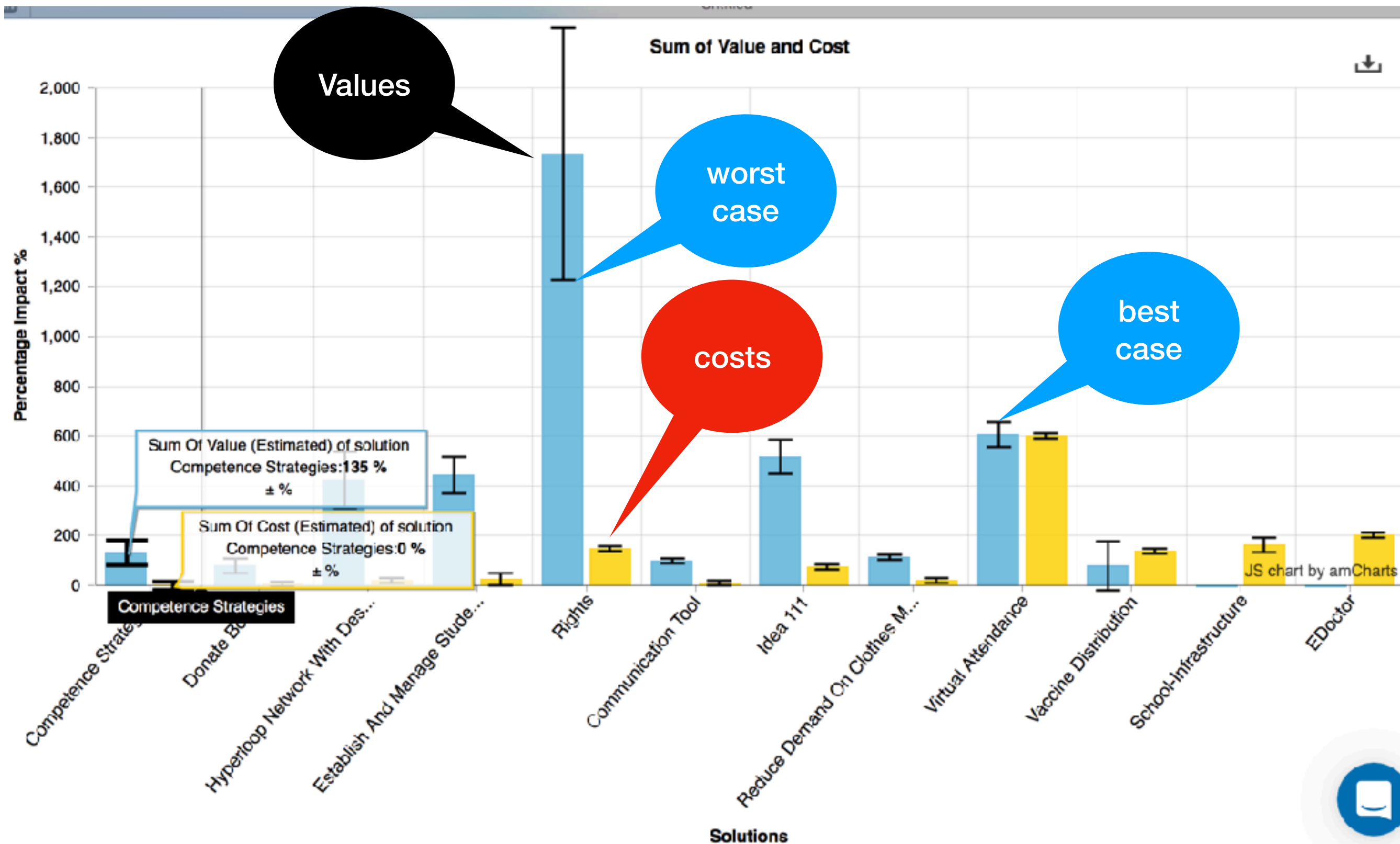
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Requirements		<input type="checkbox"/> NeedsAnd Means Tool	<input type="checkbox"/> Planguage	Sum
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<b>Sum Of Values:</b>		Σ%: 51 %	101 %	
<b>Capital Spend Budget</b> Status: 0 → Budget: 100 % of budget % of a defined monetary budget No qualifiers 18th June 2019		Δ: 2 Δ%: 2 %	30 30 %	ΣΔ%: 32 %
<b>Development Time</b> Status: 0 → Budget: 100 % of Weekly... % of annual weeks needed to successf... No qualifiers 50		Δ: 3 Δ%: 3 %	30 30 %	ΣΔ%: 33 %
<b>Sum Of Development Resources:</b>		Σ%: 5 %	60 %	
<b>Value To Cost:</b>		10.20	1.70	


### 3. Help client to understand why specific architecture is a best choice



### 3. Help client to understand why specific architecture is a best choice



# 4. Help the client to see the many critical dimensions of requirements

 Educational Safety

Stakeholder Value **Label?**

0.0.1

by tomgilb - 18 days ago

Is Part Of: TOP CRITICAL OBJECTIVES Value

Ambition Level: All children should be able to attend education in complete safety.

Scale: Change...

by gilbguest4 - 4 months ago 0

Scale Description: ?

Number of [Educational Participants] in a [Region] registered as victims of [Assault] due to their [Engagement] in some form of [Education]. ?

Assault: defined as:

Killed, Physical assault

↑ Create in Project...

Education: defined as:

Preschool, High School, University

↑ Create in Project...

Educational Participants: defined as:

Teacher, Student

↑ Create in Project...

Engagement: defined as:

Physical, Virtual

↑ Create in Project...

Region: defined as:

Afghanistan, Somalia, Israel, Palestine, Nigeria

↑ Create in Project...



## 4. Help the client to see the many critical dimensions of requirements

↪ Educational Safety

Stakeholder Value **Label?**

0.0.1

(✎ by tomgilb - 18 days ago)

Is Part Of: TOP CRITICAL OBJECTIVES

Value

Ambition Level: All children should be able to attend education in complete safety.

⋮

Scale: Number of [Educational Participants] in a [Region] registered as victims of [Assault] due to their [Engagement] in some form ...

⋮

Status: Level: 185k Persons per year [Educational Participants = { <All> }, Region = { Afghanistan }, Assault = { <All> }, Engagement = { Physical }, ...

⋮

Wish: Change...

(✎ by tomgilb - 18 days ago) 0

Scale Level: Persons per year

100000

⋮

By When:

2020

Date format: yyyy (e.g. "2017")

Qualifiers: Copy from...

[Educational Participants] =

✕ Teacher ✕ Student

[Assault] =

✕ Killed ✕ Physical assault

[Engagement] =

✕ Physical

[Region] =

✕ Afghanistan

[Education] =

✕ High School

+Add additional qualifier

Source:

Type something

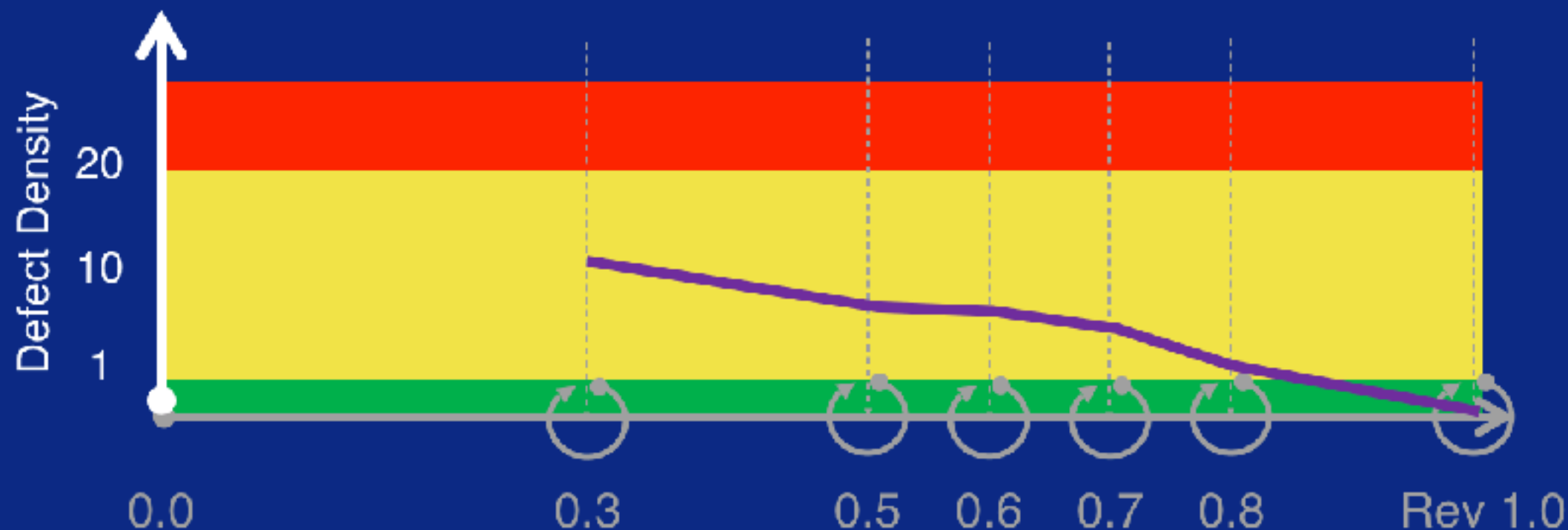
Add Comment...

Stakeholders: Covert Schools, Internet Based Community Group

⋮

# 5. Quality Control: requirements and design, against best practice rules.

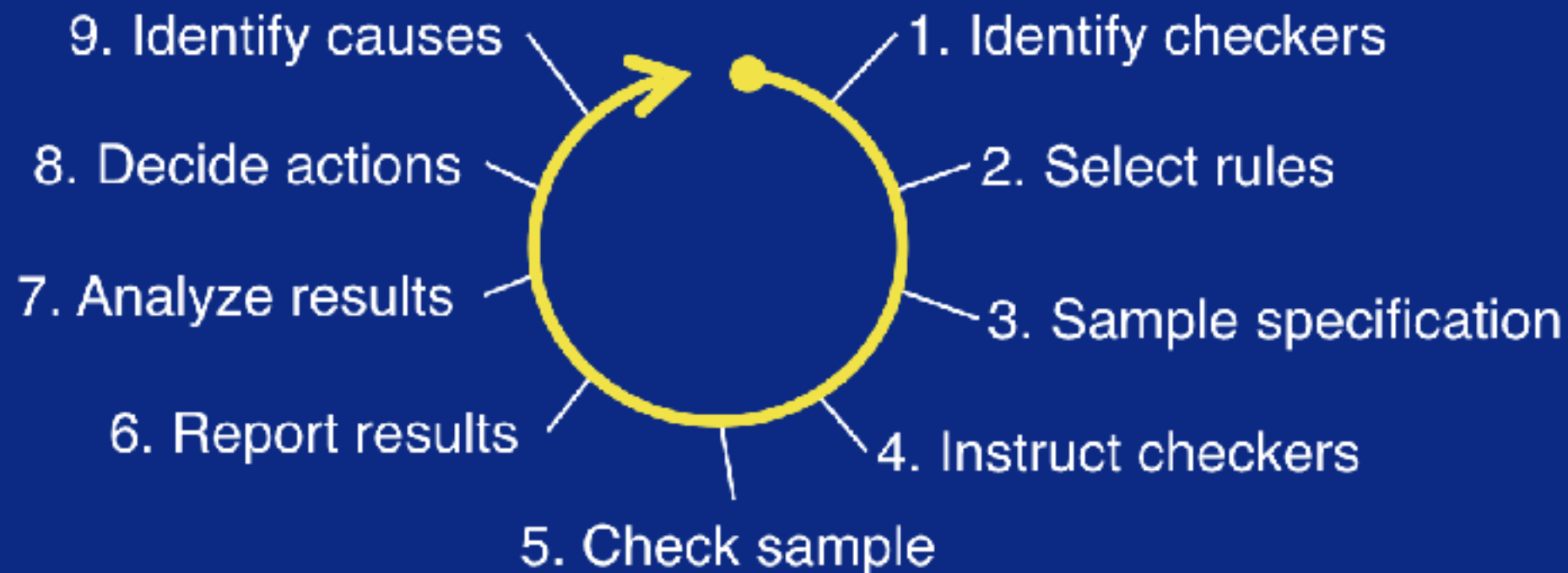
A team in Client BIOS used SQC to reduce requirements defect density by 98% over six cycles:



This effort had *significant* benefits to downstream work, including improved productivity, time to test, and customer quality

# 5. Quality Control: requirements and design, against best practice rules.

Each SQC review cycle follows the same simple process:



Typical time investment for one cycle: 60-120 minutes,  
depending on sample size

# 5. Quality Control: requirements and design, against best practice rules.

Over a series of SQC applications, the team was able to reduce defect density dramatically

Rev.	# of Defects	# of Pages	Defects/ Page (DPP)	% Change in DPP
0.3	312	31	10.06	
0.5	209	44	4.75	-53%
0.6	247	60	4.12	-13%
0.7	114	33	3.45	-16%
0.8	45	38	1.18	-66%
1.0	10	45	0.22	-81%
Overall % change in DPP revision 0.3 to 1.0:				<b>-98%</b>

**233% to 300% Engineering productivity increase,  
as a result: Terzakis, Intel**





**John Terzakis,  
Intel  
Boston**

# The Impact of Requirements on Software Quality across Three Product Generations

John Terzakis

Intel Corporation, USA  
john.terzakis@intel.com

**Abstract**—In a previous case study, we presented data demonstrating the impact that a well-written and well-reviewed set of requirements had on software defects and other quality indicators between two generations of an Intel product. The first generation was coded from an unorganized collection of requirements that were reviewed infrequently and informally. In contrast, the second was developed based on a set of requirements stored in a Requirements Management database and formally reviewed at each revision. Quality indicators for the second software product all improved dramatically even with the increased complexity of the newer product. This paper will recap that study and then present data from a subsequent Intel case study revealing that quality enhancements continued on the third generation of the product. The third generation software was designed and coded using the final set of requirements from the second version as a starting point. Key product differentiators included changes to operate with a new Intel processor, the introduction of new hardware platforms and the addition of approximately fifty new features. Software development methodologies were nearly identical, with only the change to a continuous build process for source code check-in added. Despite the enhanced functionality and complexity in the third generation software, requirements defects, software defects, software sightings, feature commit vs. delivery (feature variance), defect closure efficiency rates, and number of days from project commit to customer release all improved from the second to the third generation of the software.

**Index Terms**—Requirements specification, requirements defects, reviews, software defects, software quality, multi-generational software products.

## II. PRODUCT BACKGROUNDS

The requirements for Gen 1 that existed were scattered across a variety of documents, spreadsheets, emails and web sites and lacked a consistent syntax. They were under lax revision and change control, which made determining the most current set of requirements challenging. There was no overall requirements specification; hence reviews were sporadic and unstructured. Many of the legacy features were not documented. As a result, testing had many gaps due to missing and incorrect information.

The Gen 1 product was targeted to run on both desktop and laptop platforms running on an Intel processor (CPU). Code was developed across multiple sites in the United States and other countries. Integration of the code bases and testing occurred in the U.S. The Software Development Lifecycle (SDLC) was approximately two years.

After analyzing the software defect data from the Gen 1 release, the Gen 2 team identified requirements as a key improvement area. A requirements Subject Matter Expert (SME) was assigned to assist the team in the elicitation, analysis, writing, review and management of the requirements for the second generation product. The SME developed a plan to address three critical requirements areas: a central repository, training, and reviews. A commercial Requirements Management Tool (RMT) was used to store all product requirements in a database. The data model for the requirements was based on the Planguage keywords from Tom Gilb [2]. The RMT was configured to format Product Requirements Document (PRD) with revision control. Architecture specifications, design specifications, and test specifications were all managed in the RMT.

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<https://www.dropbox.com/sh/cs9hke3uvvgg4gp3/AACadHel95IZpHzVqGKXSXDra?dl=0>

See also Gilb: Value Planning book for more detail on this SQC & Planguage method. <https://www.gilb.com/store/2W2zCX6z>

# 6. Attempt to maximize delivery of real critical values for all resources required

## TOP LEVEL VALUE TABLE

		Settings...	+ Add	Sort	Duplicate...	Δ: INCREMENTAL	Show Sidebar
Requirements		<input type="checkbox"/> Competence Strat...	<input type="checkbox"/> Communication Tool	<input type="checkbox"/> Donate Books	<input type="checkbox"/> Rights	<input type="checkbox"/> Establish And Ma...	<input type="checkbox"/> Reduce De
<b>→ Educational Safety</b> Δ: $0 \pm 0$ Status: <b>185k</b> → Wish: <b>100k</b> Per... Δ%: $0 \pm 0 \%$ Number of [Educational Participants]... $0 \%$ (x 0.0) [Educational Participants = { Teacher...}] 2020		$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.1)	$10k \pm 20k$ $-12 \pm 24 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)
<b>→ Decision Influence</b> Δ: $20 \pm 5$ Status: <b>0</b> → Wish: <b>100</b> Percent Δ%: $20 \pm 5 \%$ % of achieved [Number of members] wi... $4 \%$ (x 0.2) [Number of members = { 10.000.000 }, ...] 1st January 2025		$20 \pm 5$ $20 \pm 5 \%$ $4 \%$ (x 0.2)	$0 \pm 5$ <b>NaN</b> $\pm 5 \%$ $0 \%$ (x 0.6)	$0 \pm 1$ $0 \pm 1 \%$ $0 \%$ (x 0.0)	Credibility - weighted % scale impact (= % scale impact x credibility rating) $90 \pm 4 \%$		
<b>→ Accident Emergency Healthc...</b> Δ: $???? \pm 0$ Status: <b>8</b> → Wish: <b>6</b> Minutes Δ%: $0 \pm 0 \%$ Time required to get by [Transportat... $0 \%$ (x 0.0) [Transportation = { Ambulance }, 13th March 2019		$???? \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)	$-5 \pm 1$ $250 \pm 50 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)
<b>→ Youth Literacy</b> Δ: $5 \pm 5$ Status: <b>50</b> → Wish: <b>75</b> % o... Δ%: $20 \pm 20 \%$ % of [Youths] considered literate in... $0 \%$ (x 0.0) [Youths = { Teen }, Areas = { A...] 13th March 2025		$5 \pm 5$ $20 \pm 20 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)	$10 \pm 0$ $40 \pm 0 \%$ $4 \%$ (x 0.1)	$55 \pm 10$ $220 \pm 40 \%$ $0 \%$ (x 0.0)	$10 \pm 5$ $40 \pm 20 \%$ $0 \%$ (x 0.0)	$4 \pm 1$ $16 \pm 4 \%$ $8 \%$ (x 0.5)
<b>→ Save Lives</b> Δ: $???? \pm 0$ Status: <b>60</b> → Wish: <b>70</b> [Li... Δ%: $0 \pm 0 \%$ [Lives saved] [Period of time] [Quality] $0 \%$ (x 0.0) [Lives saved = { yes },		$???? \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)	$2 \pm 1$ $20 \pm 10 \%$ $0 \%$ (x 0.0)	$25 \pm 5$ $250 \pm 50 \%$ $0 \%$ (x 0.0)	$0 \pm 0$ $0 \pm 0 \%$ $0 \%$ (x 0.0)



## 6. Attempt to *maximize delivery of real critical values for all resources required*

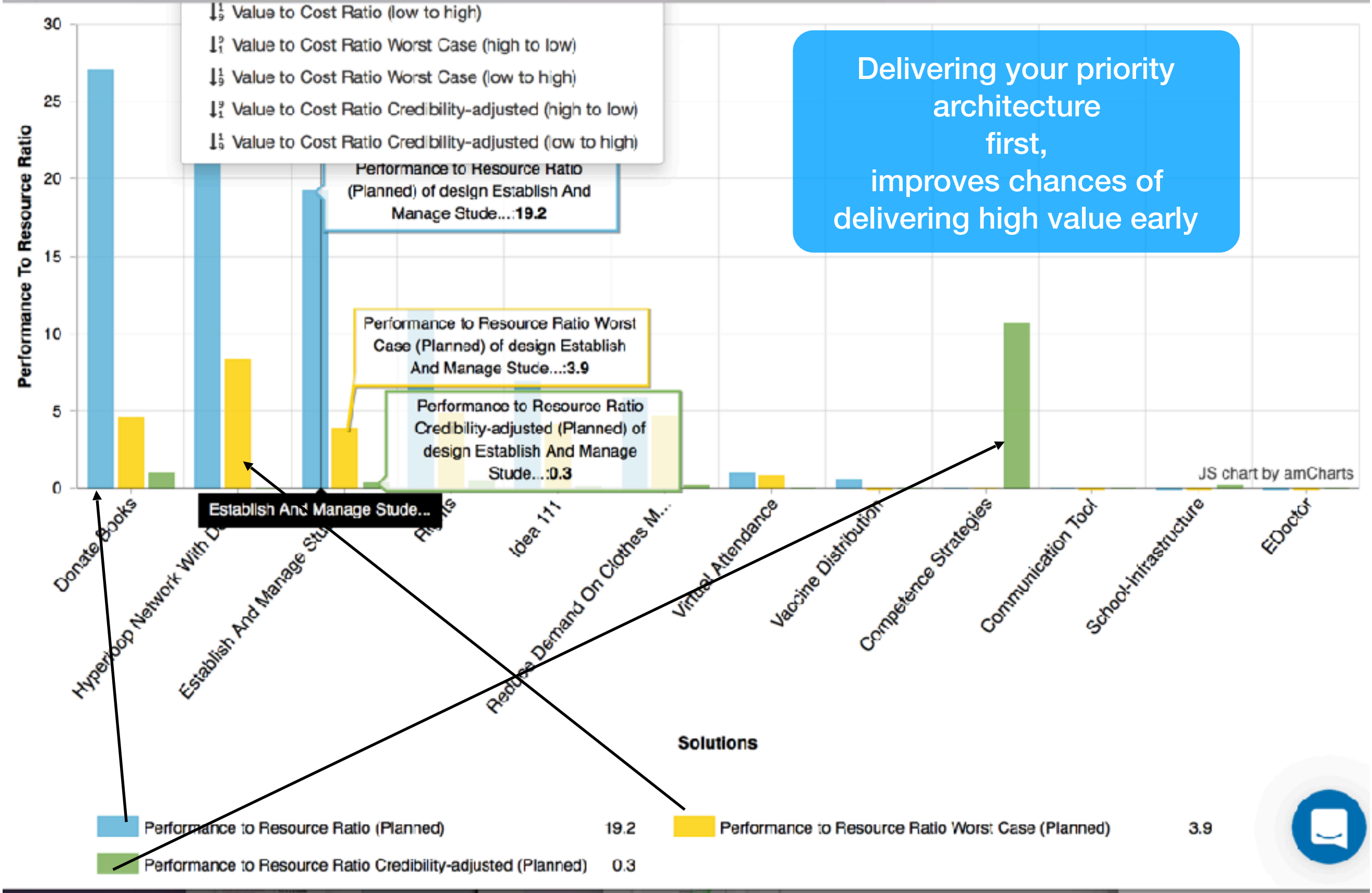


Table  
Bottom


	<input type="checkbox"/> Competence Strat...	<input type="checkbox"/> Communication Tool	<input type="checkbox"/> Donate Books	<input type="checkbox"/> Rights	<input type="checkbox"/> Establish And Ma...	<input type="checkbox"/> Reduce De
% of defined [Rights] of defined [C...] [Rights = { National Law Rights }, 13th March 2020	0 % (x 0.0)	0 % (x 0.0)	0 % (x 0.0)	47 % (x 0.7)	0 % (x 0.0)	0 % (x 0.0)
➔ <b>Affordability Of Education</b> Δ: Status: 58 → Wish: 70 % o... Δ%: % of [Children] in given [Areas] tha... [Children = { Kid }, Areas = { ... } 13th March 2017	???? ± 0 0 ± 0 % 0 % (x 0.0)	0 ± 0 0 ± 0 % 0 % (x 0.0)	1 ± 1 8 ± 8 % 0 % (x 0.0)	15 ± 2 125 ± 17 % 100 % (x 0.8)	0 ± 0 0 ± 0 % 0 % (x 0.0)	0 ± 0 0 ± 0 % 0 % (x 0.0)
<b>Sum Of Values:</b> Σ%: Credibility - adjusted: Σ?%:	135 ± 58 % 11 %	0 ± 5 % 0 %	81 ± 58 % 4 %	1732 ± 1012 % 14	441 ± 151 % Uncertainty of estimate of scale level impact	115 ± 12 % 8 %
✂ <b>BUDGET EXPENDITURE</b> Δ: Status: 0 → Budget: 100 %\$\$ Δ%: % OF financial Budget Allocation used [New Qualifier 1 = { Qualifier Value }] ?	???? ± 0 0 ± 0 % 0 % (x 0.0)	10 ± 0 10 ± 0 % 20 % (x 0.0)	1 ± 1 1 ± 1 % 1 % (x 0.8)	50 ± 0 50 ± 0 % 100 % (x 0.0)	Δ: 3 ± 2 Δ%: 3 ± 2 % ?%: 6 % (x 0.0)	10 ± 2 10 ± 2 % 20 % (x 0.0)
✂ <b>CALENDAR TIME TO DEADLINE</b> Δ: Status: 0 → Budget: 100 Δ%: No qualifiers ?%: 14th March 2017	???? ± 0 0 ± 0 % 0 % (x 0.0)	0 ± 0 0 ± 0 % 0 % (x 0.0)	2 ± 1 2 ± 1 % 3 % (x 0.5)	100 ± 0 100 ± 0 % 200 % (x 0.0)	20 ± 50 20 ± 50 % 40 % (x 0.0)	10 ± 0 10 ± 0 % 20 % (x 0.0)
<b>Sum Of Development Resources:</b> Σ%: Credibility - adjusted: Σ?%:	0 ± 0 % 0 %	10 ± 0 % 20 %	3 ± 2 % 4 %	150 ± 0 % 300 %	23 ± 52 % 46 %	20 ± 2 % 40 %
<b>Value To Cost:</b>	0.00	0.00	27.00	11.50	19.20	5.80
<b>Ratio (Worst Case)</b>	0.00	-0.50	4.80	4.80	3.90	4.70
<b>Ratio (Cred. - adjusted)</b>	10.60	0.00	1.00	0.50	0.30	0.20
<b>Ratio (Worst Case Cred. - adjusted)</b>	7.00	-3.00	1.30	124.20	6.60	6.00



6. Attempt to maximize delivery of real critical values for all resources required



# Heavy Stuff?



- Study the papers, blogs, videos, cases at **Gilb.com**

[www.Gilb.com](http://www.Gilb.com)

- Read a book, **Value Planning, Competitive Engineering**

**Value Planning** (digital manuscript)  
<https://www.gilb.com/store?tag=books>  
Purchase Offer Coupon Code: VP20 (€20 off)

Weekly **Blog** (Based on Value Planning book): [www.Gilb.com/blog](http://www.Gilb.com/blog)

<http://gilb.com/p/principles>

This will allow you to sign up for Gilb Principles videos.

- Come of our **BCS Courses**

## **OUR WEBSITE FOR ALL DOWNLOADS**

<http://concepts.gilb.com/file24>

This will contain all old papers, slides etc

- Give yourself time for mastery: maybe 10,000 hours

BCS Courses at

<http://www.bcs.org/category/10136>

- 3 of 300 Architects claimed they estimated costs (London, SW Arch. Conf.)

What is Wrong with Software Architecture. My Keynote in London Oct 2013

(If you want a tool to understand our ideas, and share with others, in some depth)

<https://www.youtube.com/watch?v=HNasoyrxzy8>

1.5 Hours

link tested May 25 2016

SHORTER VERSION OSLO JAVAZONE

<https://vimeo.com/28763240>

- 1 of 300 claimed they estimated technical impacts (security)



# Enterprise Architecture

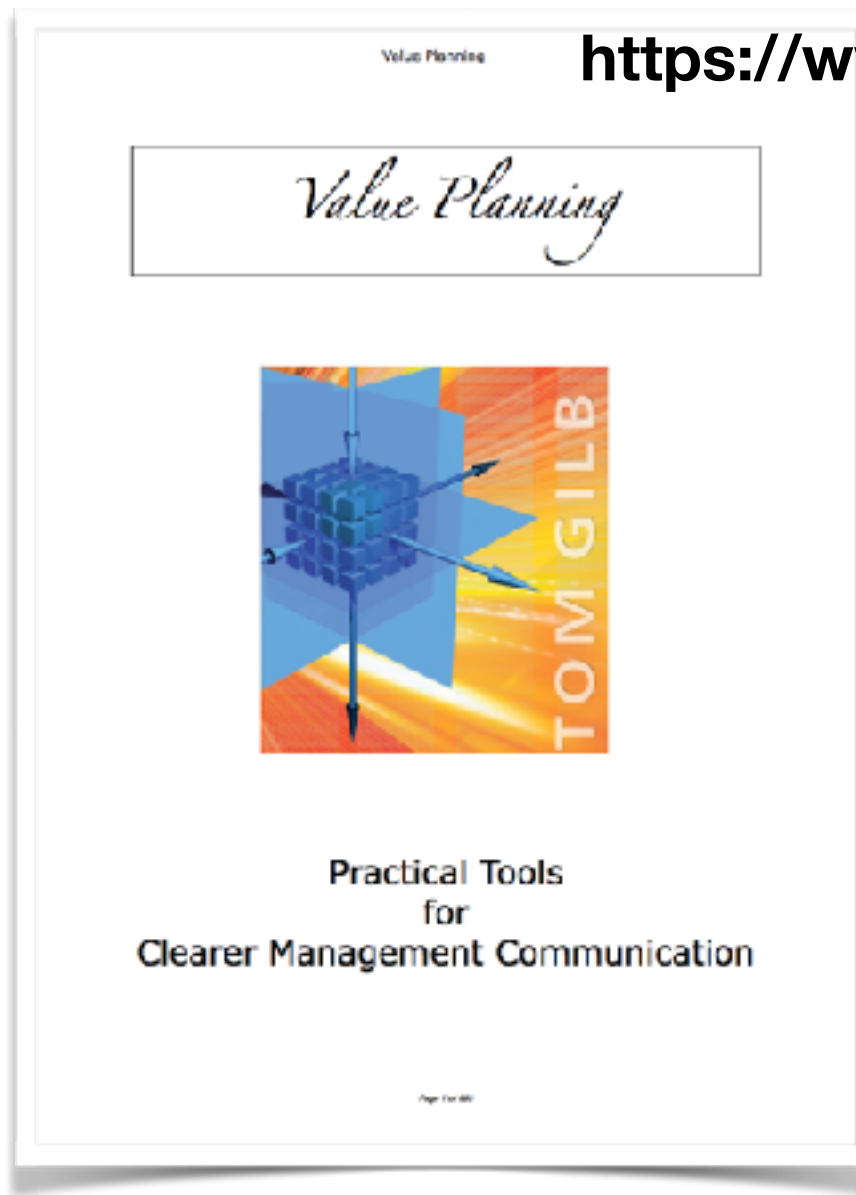
## Ethical Obligations

- **Be honest and up-front about the limitations of our knowledge of architecture choices**
- **Do not make assertions without documenting the basis for them**

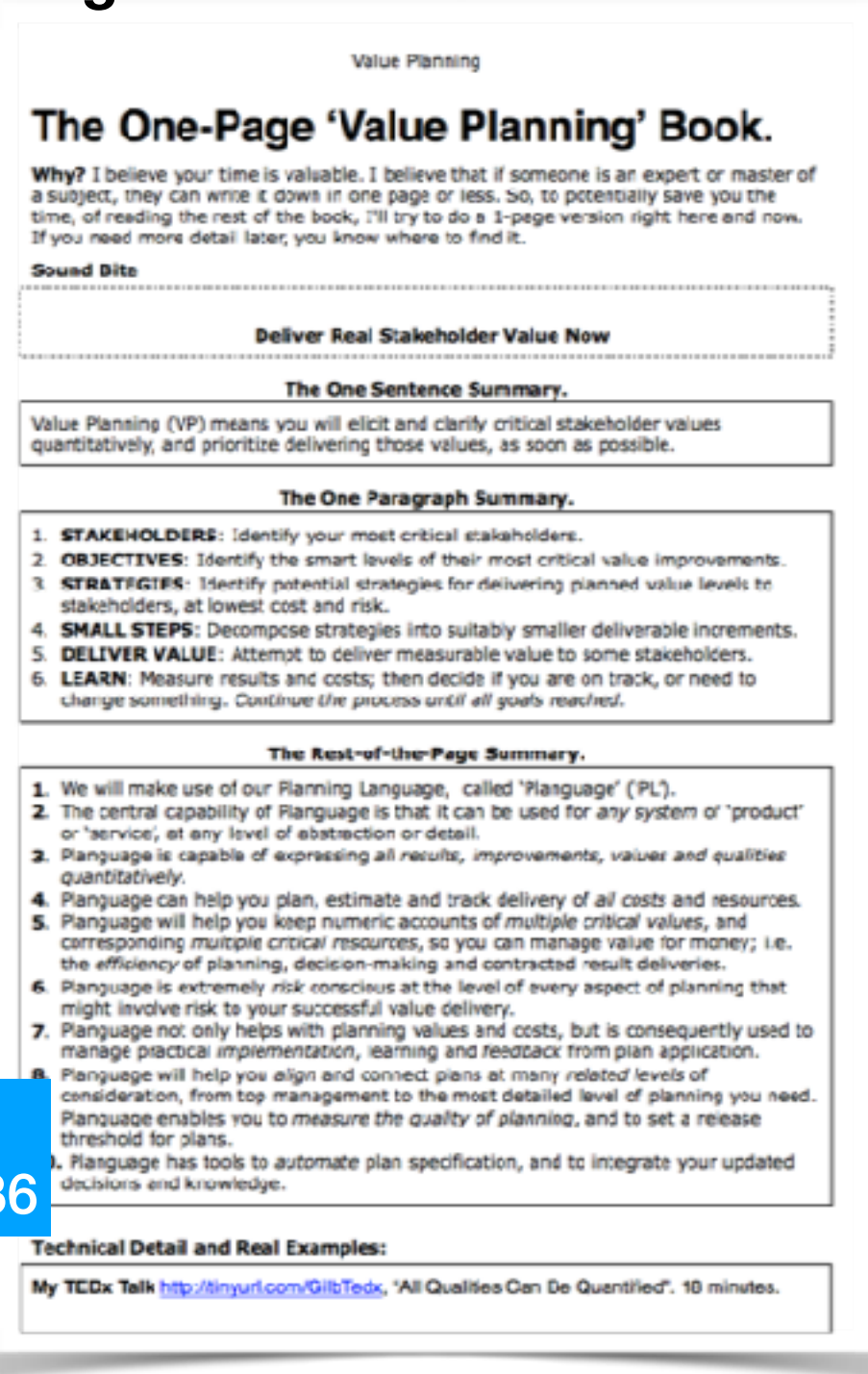
# The 'Softect' Code

© [tom@gilb.com](mailto:tom@gilb.com) 2017

1. **Explicit:** capture all risks explicitly.
2. **Long Term:** Document long term costs and attributes even when client is not aware or initially interested.
3. **Seek specialist knowledge** rather than assume or guess
4. **Stakeholder:** Develop deep and broad stakeholder knowledge
5. **Agile:** Learn gradually in small implementation steps, how well architecture works and what it costs.  
Agile and Lean
6. **Openness:** Develop open-ended architecture so short term and long term changes are easy.



<https://www.gilb.com/store/2W2zCX6z>



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<http://www.bcs.org/category/10136>

#BCSEASG

[www.gilb.com/p/competitive-engineering](http://www.gilb.com/p/competitive-engineering)

needsandmeans.com = the tool

