

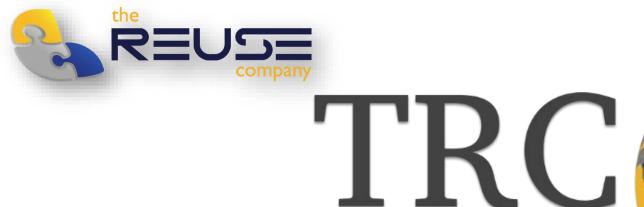
Doing the deal of your lifetime – With the

Procurement Quality Suite (PQS)



> Webinar rules:

- > The Webinar will start in few minutes
- > You'll be muted throughout the Webinar
- > There's a chat box for you to ask questions at any time during the webinar
- > Please address comments and questions to the user "The REUSE Company" and not to the presenter directly
- If you have any technical issues please use this chat box, or mail us at: support@reusecompany.com
- > The Webinar will be recorded. A link to the recording will be sent to you in few days time



WEBINARS 2018

Doing the deal of your lifetime – With the Procurement Quality Suite (PQS)

Friday, 01 June 2018







Christer Fröling

Elena Gallego



Agenda

- Introduction to Procurement Quality Suite PQS
- > Why requirements quality matter in procurement
- > What is a complete, consistent and correct set of bidding documents?
- > How can the REUSE tools enhance the quality of a bid?
- Demo of some key features in PQS
- > Q&A





Agenda

Introduction to Procurement Quality Suite - PQS

- > Why requirements quality matter in procurement
- > What is a complete, consistent and correct set of bidding documents?
- > How can the REUSE tools enhance the quality of a bid?
- > Demo of some key features in PQS
- > Q&A





- Local partners: France, Germany, Italy, Spain and Japan
- Customers in different countries along United States, Europe and Asia
- > TRC Headquarters is based on Madrid (Spain)
- United Kingdom TRC office
 - Scandinavian TRC office (Sweden)





Tools and solutions for knowledge Traceability, Reuse and Quality management

Specialized in the application of **Semantic Analysis Technologies** to a wide range of industries (Aerospace, Defense, Automotive, Railway, Energy...)

Focus: System/Software **Reuse, Traceability and Quality**. Integration of tools and technology from **The REUSE Company** facilitates the representation, analysis and exploitation of knowledge and enables a knowledge-centric systems engineering approach.

Mission: promoting system/software and knowledge reuse within any organization, by offering processes, methods, tools and services. Technology fully integrated within the organization production chain.

Innovative technologies applied to Knowledge Reuse









Verification Studio (V&V Studio)

Manages the preparation of verification actions

Manages the realization of verification actions

Manages and improves the quality of all types of work-products

Manages the results of the verification process

Authoring Tools (RAT)

Assists you in the activity of writing requirements and other natural language text

Performs Correctness and Consistency analysis on the fly

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Traceability Studio

Manages trace links between all sorts of information

Discovers user-tailored trace links

Monitors and reports trace links in a tailorable platform

Connects every tool involved in the systems engineering processes



The Procurement Quality Suite - PQS

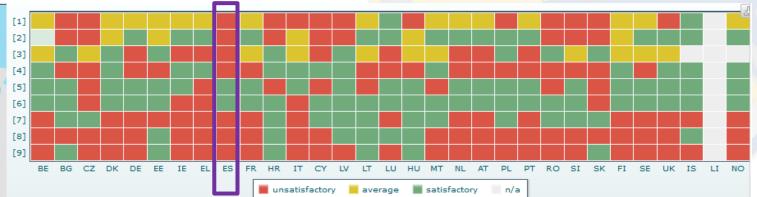


Public procurement, the buying of works, goods or services by public bodies, accounts for over 14% of EU GDP

€ 2.3 trillion (2016)



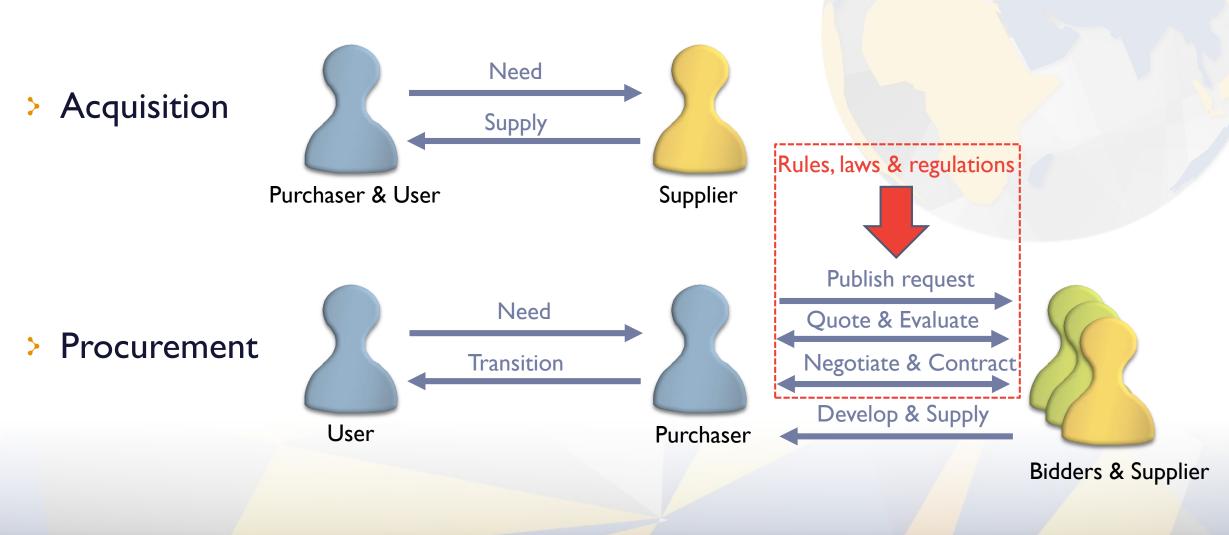




[1] One Bidder	≤10%	> 20%
[2] No Calls for Bids	≤ 5%	≥ 10%
[3] Publication Rate	>5%	< 2,5%
[4] Cooperative Procurement	≥ 10%	< 10%
[5] Award Criteria	≤ 80%	> 80
[6] Decision Speed	≤ 120 days	> 120 days
[7] Missing Values	≤ 3%	> 3%
[8] Missing Calls for Bids	≤3%	> 3%
[9] Missing Registration Numbers	≤3%	> 3%

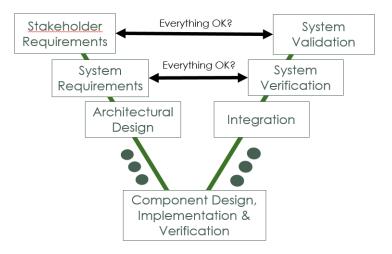
http://ec.europa.eu/internal_market/scoreboard/performance_p er_policy_area/public_procurement/index_en.htm





REUSE company

Why the need for a Procurement quality suite?



The System perspective

"Getting the right system and solving the right problem"



The Business perspective "Meeting financial constraints and procurement laws"



The Asset perspective

"As a user I want my capability need fulfilled and maintained over time"

Poor requirements = High odds of failure!



by Dr. Gina Guillaume-Joseph who studied over 200 failed projects with a total value of **15 billion dollars in sunken cost**. I was not surprised by the result. The main reason for project failure was ranked like this:

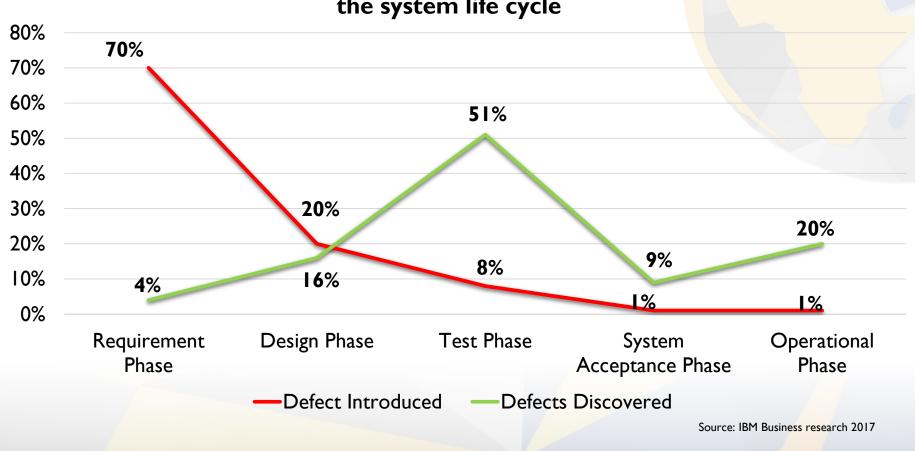
Project failure factor	Odds of project failure
Project Schedule Delays	78,6%
Changing or Unclear Requirements	29,9%
Project Failure in Test Phase	11,4%

(Source: Improving Software Project Outcomes Through Predictive Analytics, ENGINEERING MANAGEMENT REVIEW, 2015)

Source: https://requirementdoctor.blog/



REQUIREMENTS are the reason for FAILURE



When errors are introduced vs. when they are discovered during the system life cycle



Why focusing on <u>requirements</u> quality

- > Because communication among **humans** is not always that easy:
 - > Neuro Linguistic Programming (NLP) principles:



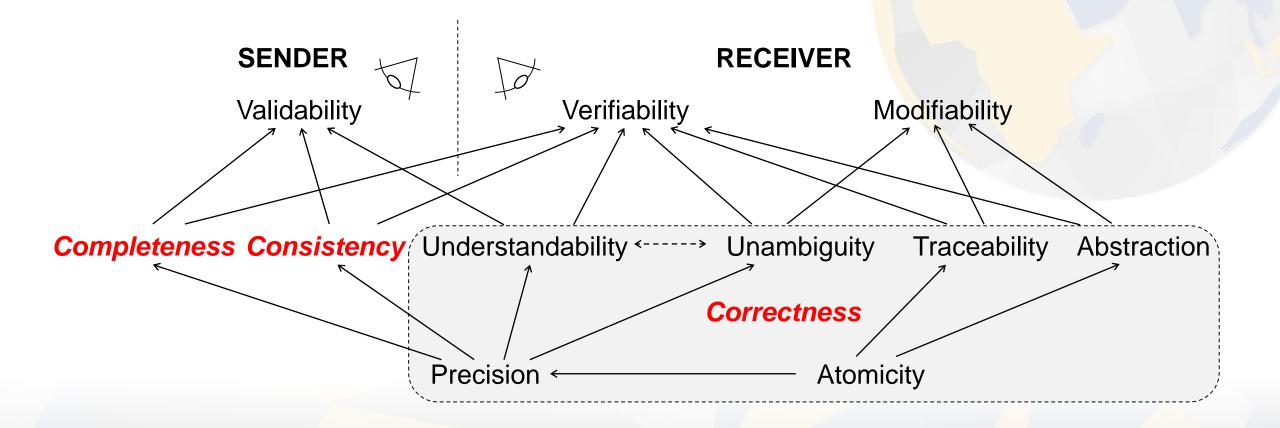


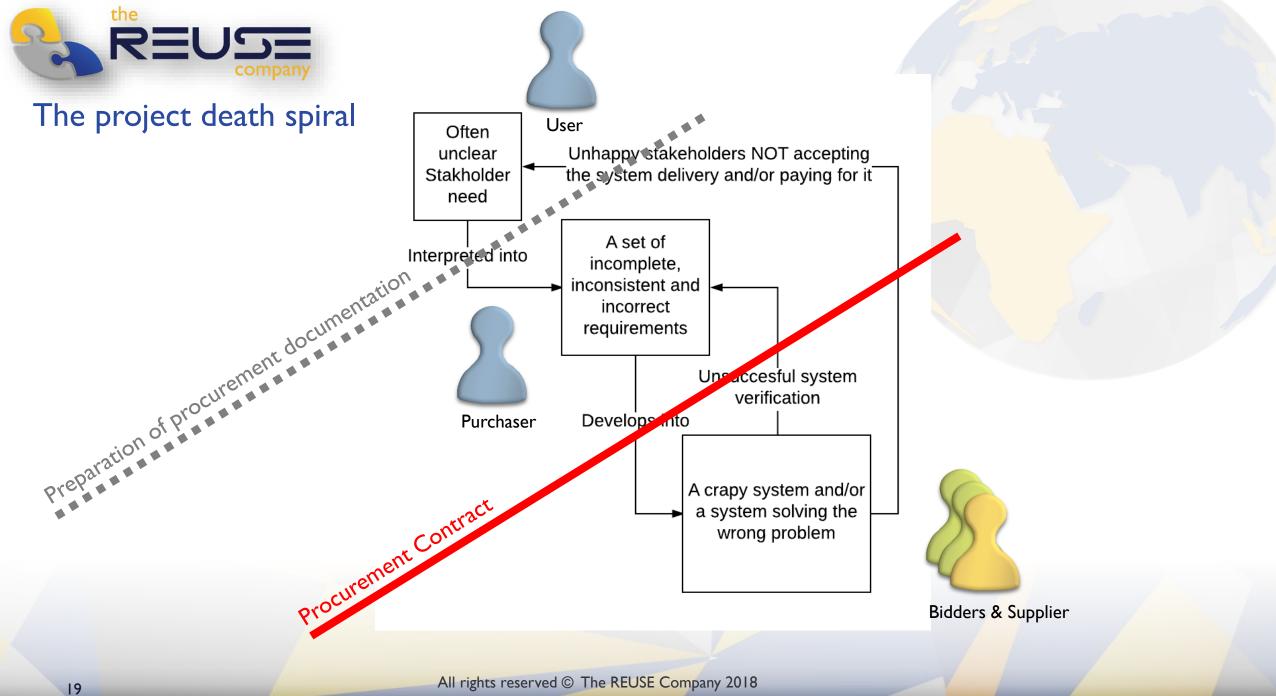
Requirements are used to capture and describe a need





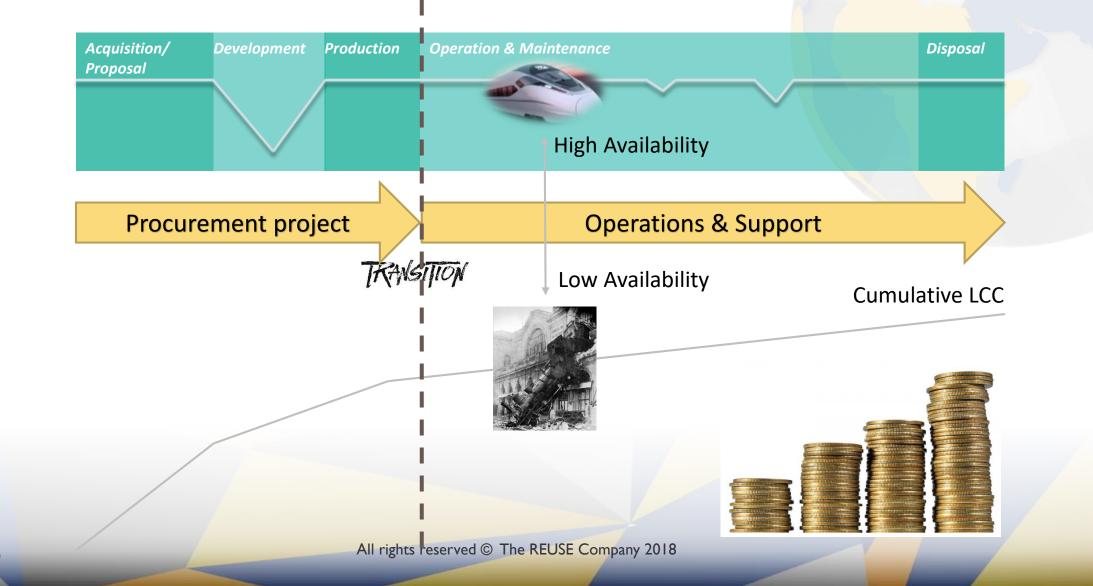
The meaning of understanding each other







The System Life cycle of Procurement: In theory



REUSE The System Life cycle of Procurement: In practice



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Ungefär 48 200 000 resultat (0,38 sekunder)

Consequences of Bad Procurement - Procurify Blog

https://blog.procurify.com/.../consequences-of-bad-procuremen...

Översätt den här sidan
28 sep. 2015 - We've all heard the positive things that a streamlined procurement process can do for a
company—lower costs, increased efficiency and increased profits, to name a few—but there are
consequences of having bad procurement. Sure the consequences might not be as bad as having
dinosaurs loose at a ...

Bad Procurement: A Roundup of Recent Procurement Scandals ... spendmatters.com/.../bad-procurement-roundup-recent-procure... • Översätt den här sidan

6 apr. 2017 - Procurement scandals haven't been a priority coverage area on Spend Matters, but that may change soon. Monday's Afternoon Coffee column covered the news, broken by the New York Post, that the chief procurement officer for New York City's Metropolitan Transportation Authority (MTA) has been fired ...

Best Of: Bad Procurement Lessons - Spend Matters

spendmatters.com/2014/11/.../best-of-bad-procurement-lessons/ ▼ Översätt den här sidan

27 nov. 2014 - Here on Spend Matters, we share our insights on how procurement can improve, expand, innovate, be efficient, etc. To do so, sometimes we talk about bad examples of procurement to show CPOs and other supply chain professionals what not to do in their organization to be successful. Here we provide a ...

Avoid These Five Procurement Practices at All Costs | blur Group Blog https://www.blurgroup.com/.../procurement.../avoid-these-proc... Översätt den här sidan



Mind le gap! France spends \$15 billion on trains that are too fat for 1,300 station platforms – Independent

"SNCF's failure to verify measurements results in cost of €50m to modify 1,300 platforms in one in six regional stations"

"The train due on platform one will not be arriving for the foreseeable future – because **it is too big**."

"RFF sent SNCF the dimensions of stations built less than 30 years ago. It was then discovered – after it was too late – that the trains, due to go into service from now until 2016, were too big by several centimeters for stations built more than 50 years ago."



SNCF said only 341 trains – 182 from Alstom and 159 from Bombardier – were affected.

https://www.theguardian.com/world/2014/may/21/french-railway-operator-sncf-orders-trains-too-big http://www.independent.co.uk/news/world/europe/french-rail-operator-orders-hundreds-of-new-trains-too-big-for-platforms-9412274.html



Wrong requirements means 30 MEUR law suite

SL kräver 300 miljoner för fiasko med signalsystem

Signalsystemet till t-banans röda linje skulle bana väg för förarlösa tåg. Men efter flera år av förseningar har SL tappat förtroendet för leverantören.

– Vi kräver i ett första steg tillbaka 300 miljoner kronor av förskottet, säger vd:n Caroline Ottosson.



Det nya signalsystemet på tunnelbanans röda linje är försenat flera år. Foto: Claudio Bresciani/TT

kräver tillbaka 300 miljoner kronor av förskottet. Enligt avtalet skulle de den 30 september i år kunna visa hur de skulle kunna slutföra uppdraget på ett trovärdigt sätt. Men vår genomgång visar att man inte <mark>uppfyller krav</mark> på grundläggande funktionalite</mark>t, säger Caroline Ottosson till SvD.

"The delivered control system doesn't fulfil requirements for basic functionality and the Purchaser goes to court to get compensation..."

24

What is wrong with Canada's military procurement process?

There has been a lot of negative press about Canada's procurement problems over the past several years.

Successive governments have had trouble procuring military trucks, problems with second-hand submarines bought from the UK in 1998, delays on the purchase of search and rescue planes and have faced ongoing questions about the cost of our shipbuilding program.

And let's not forget about the F-35 fiasco and the government's "re-set" of that procurement process last year.

https://ca.news.yahoo.com/blogs/canada-politics/wrong-canada-military-procurement-213306039.html





Andy Radia Canada Politics December 20, 2013





What is the result of a "bad" procurement documentation...



4190 appeals (8%) and 6,9 month average delay

Source: http://www.upphandlingsmyndigheten.se/aktuellt/uppdrag-attkartlagga-overprovade-upphandlingar/

WRONG PRODUCT



and/or



Development

Low life cycle cost

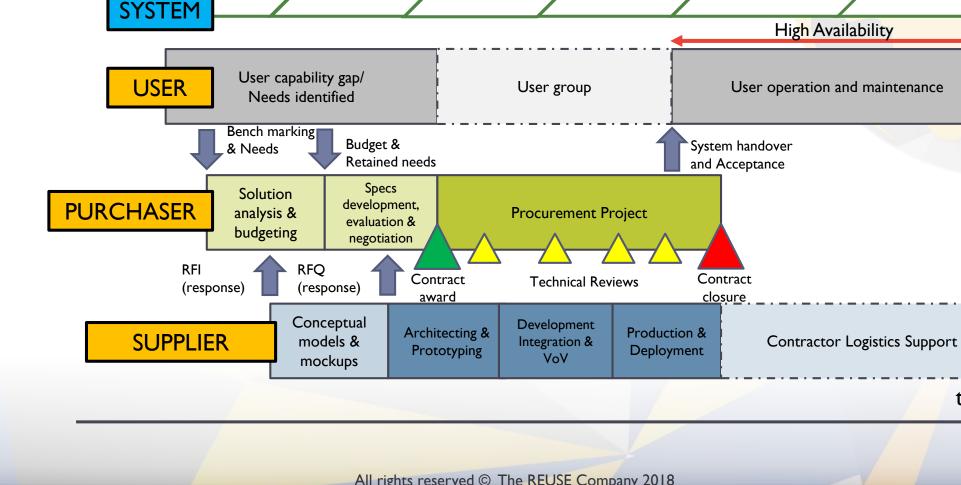
Production

Operation

Maintenance

Disposal

time



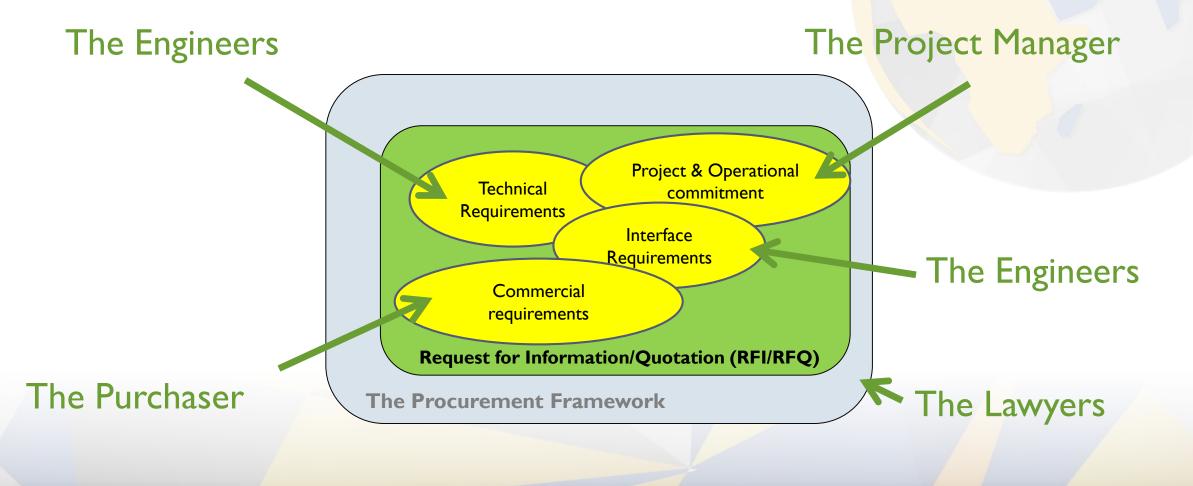


Study

Concept



Who are responsible for what in the procurement documentation?





The content of the Procurement/Tendering documentation (example)

- > There is **allot** of information in a typical Tender....
- > We need to make sure that this information is:

> Correct

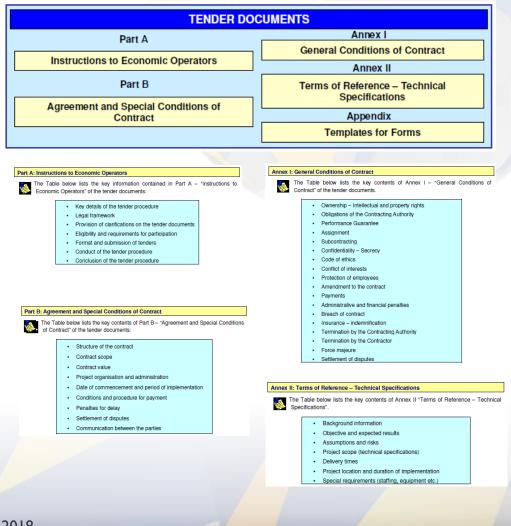
All data must be correct. Incorrect data adds risk, cost and delays after failed verification or validation

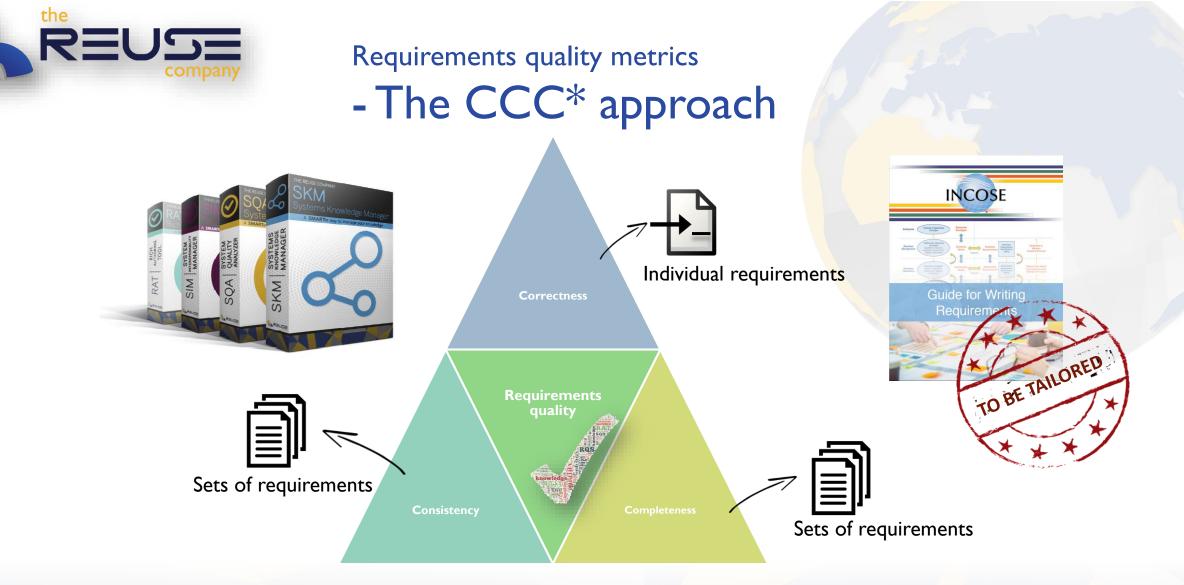
> Complete

Incomplete data increases project risk, efforts and possible late changes to contract/design after failed verification or validation

> Consistent

Inconsistent data increases project risk, effort and possible late changes to contract/design





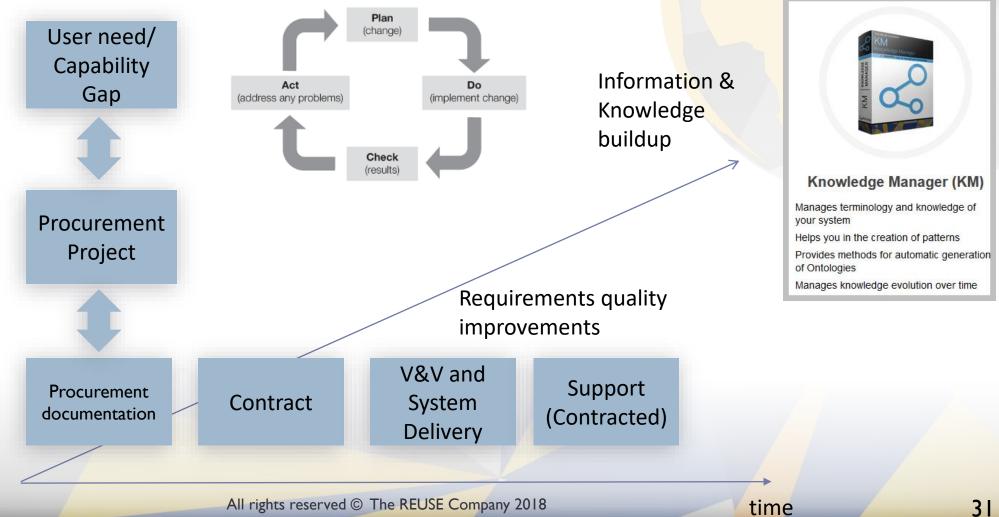
*CCC – Correctness, Consistency and Completeness



Systems Engineering Studio v18.1: The Procurement Quality Suite application

Friday, 01 June 2018

Knowledge increases over time – Reuse of knowledge



the

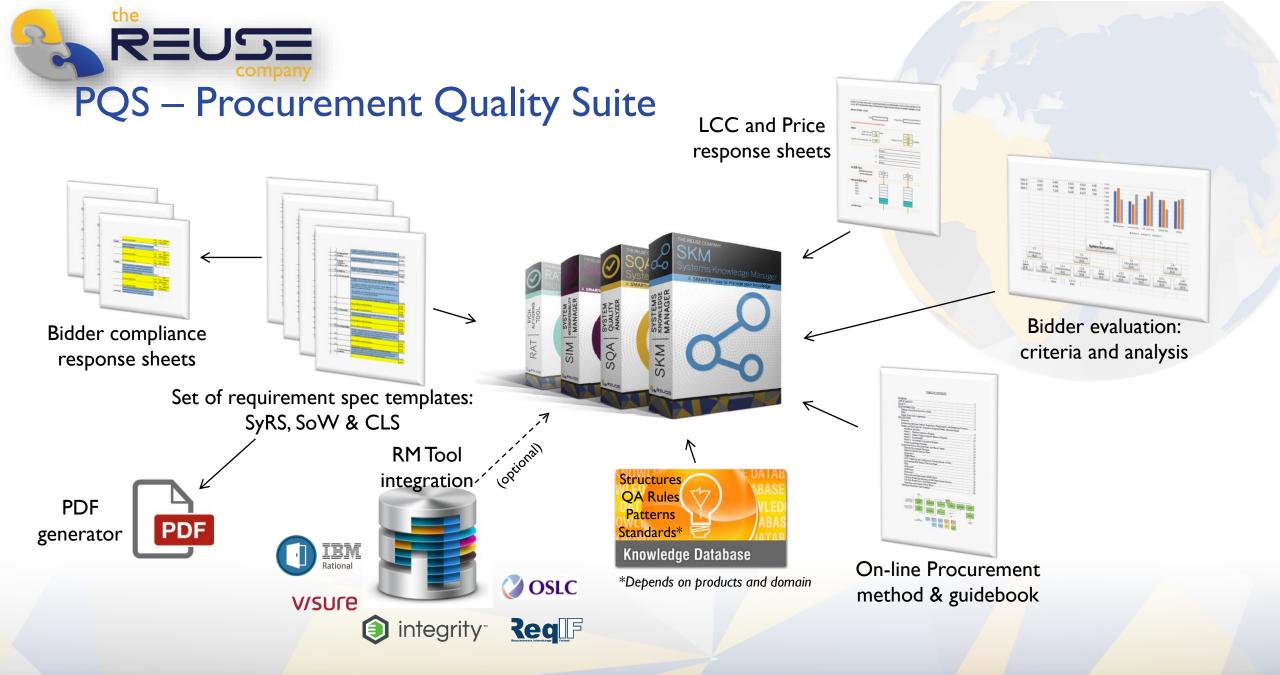
REUSE



Starting position for many procurement projects...

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REQ001: The System Shall	A	В	c	Systems and so Life cycle proces instance des prises of de la bootenere des autores of de la	ftware engineering ses Requirements
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				Description: The assumptions and de assumptions and dependencies app	
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	8 SyRS_027	2,8	2.8 Operational scenarios		
	9 SyRS_028	2,8		Description: The operational sce. examples of how the system will be used.	ion
			3 System capabilities,		
	o SyRS_029	3,0	conditions, and constraints		ling
	1 SyRS_030	3,0		Description: System behaviour, exception handling, manufacturability, and shall be covered as applicable under each capability, condition and constraint.	ormation
	2 SyRS_031		3.1 Physical		heading
	3 SyRS_032	3.1.1	3.1.1 Construction		Heading
				Description: The construction clause of the SyRS shall include the environmental (mechanical, electrical, chemical) characteristics of where the system will be installe	d
				For example, the weight limits of the system, moments of inertia, dimensional and volume limitations, crew space, operator station layout, ingress, egress, and access	for
				maintenance should be specified here.	
				The construction clause of the SyRS shall include requirements for materials to be u in the item or service covered by this specification.	ised
	4 SyRS_033	3,1,1		The construction clause of the SyRS shall include requirements covering nameplate and system markings, interchangeability of equipment, and workmanship.	Information

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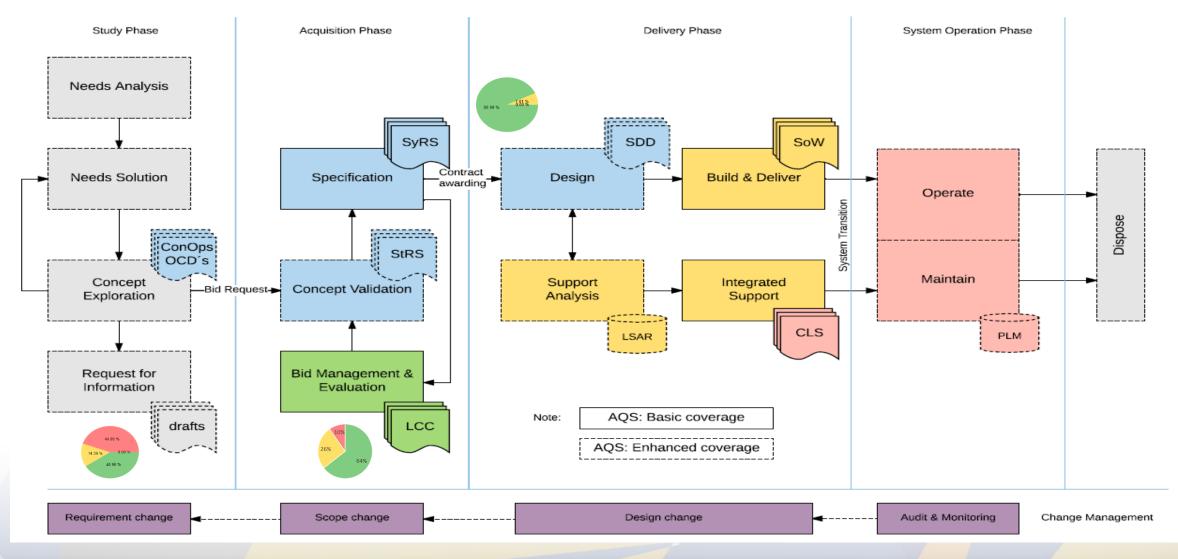
Content in first PQS release

- > REUSE VI8.1 tool suite
- > KM database with procurement content:
 - > Standards and rules
 - > Pattern for requirement development
 - > Metrics for QA
- Process defined with "Procurement Assistant" Handbook
- > Templates (excel) for SyRS, SoW, CLS specifications and Price/LCC response
- > To come in future releases:
 - > Traceability and Change management
 - Evaluation support (technology/price/other)
 - > Reports
 - > Plus....



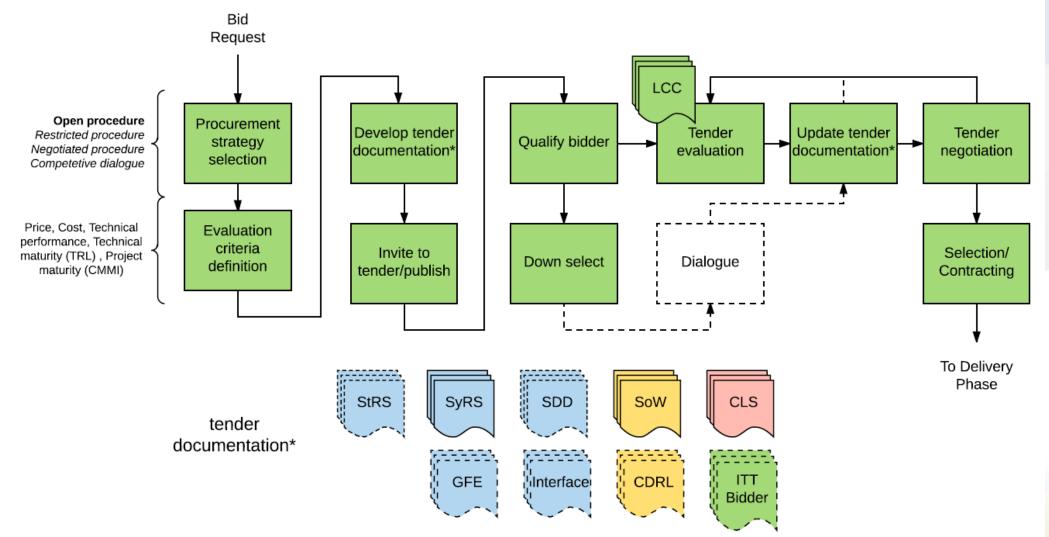
The Procurement Quality Suite – Process overview

Aquisition life cycle process





The Procurement Quality Suite – Overview





Systems Engineering Studio v18.1: Demonstration for Procurement documentation analysis

Friday, 01 June 2018









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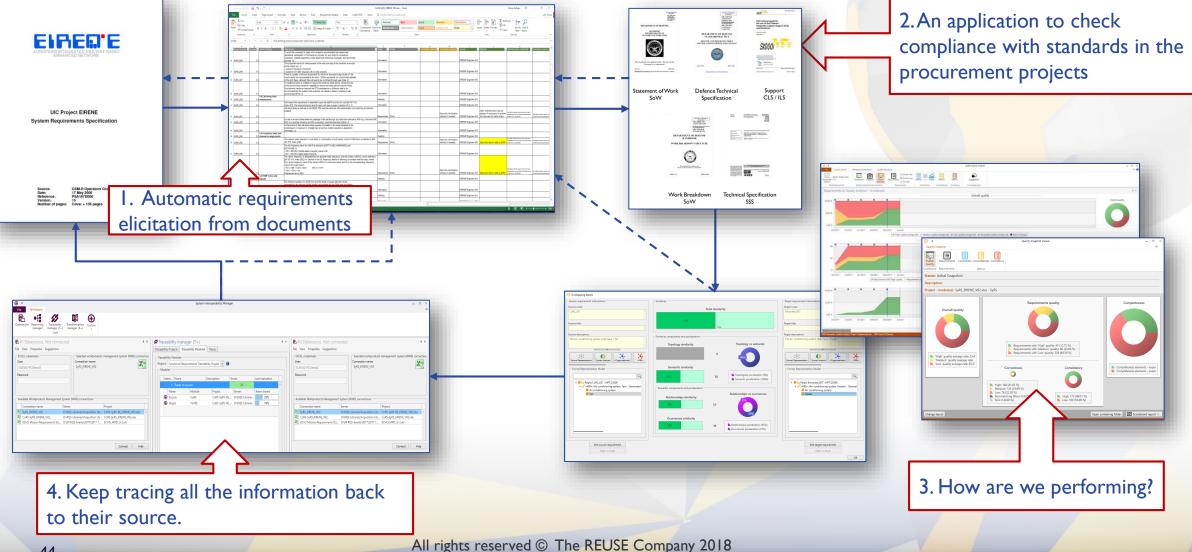
Manages trace links between all sorts of information

Discovers user-tailored trace links

Monitors and reports trace links in a tailorable platform

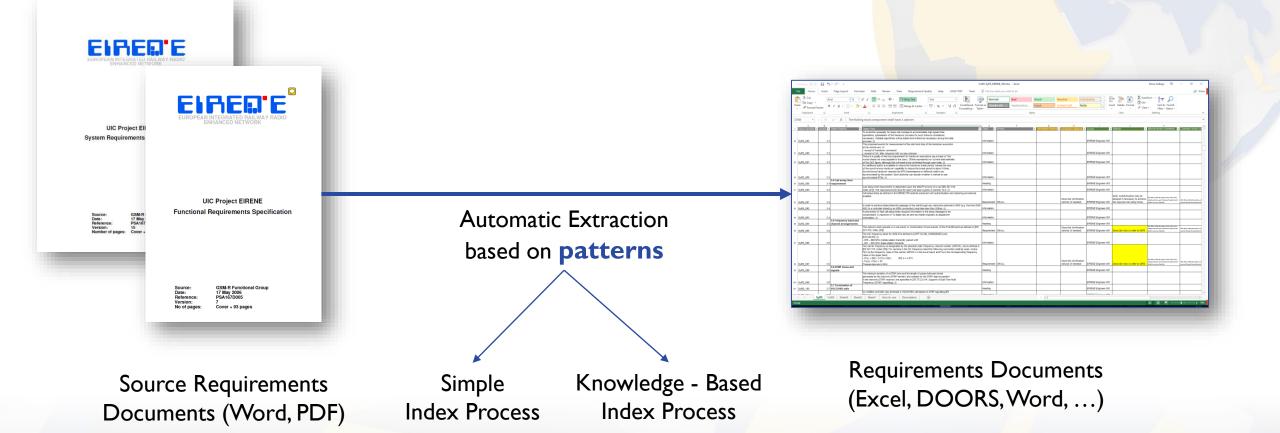
Connects every tool involved in the systems engineering processes

What you are going to see in the Demonstration of SES v18.1



REUSE





REUSE

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DEPARTMENT OF DEFENSE

HANDBOOK FOR PREPARATION OF STATEMENT OF WORK (SOW)



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DEPARTMENT OF DEFENSE STANDARD PRACTICE

DEFENSE AND PROGRAM-UNIQUE SPECIFICATIONS FORMAT AND CONTENT



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International guide for the use of the S-Series Integrated Logistic Support (ILS) specifications

sx000i-B6865-0x000-00 Issue No. 1.1



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DEPARTMENT OF DEFENSE HANDBOOK

WORK BREAKDOWN STRUCTURE



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INTERNATIONAL

Systems and software engineering –

Life cycle processes - Requirements

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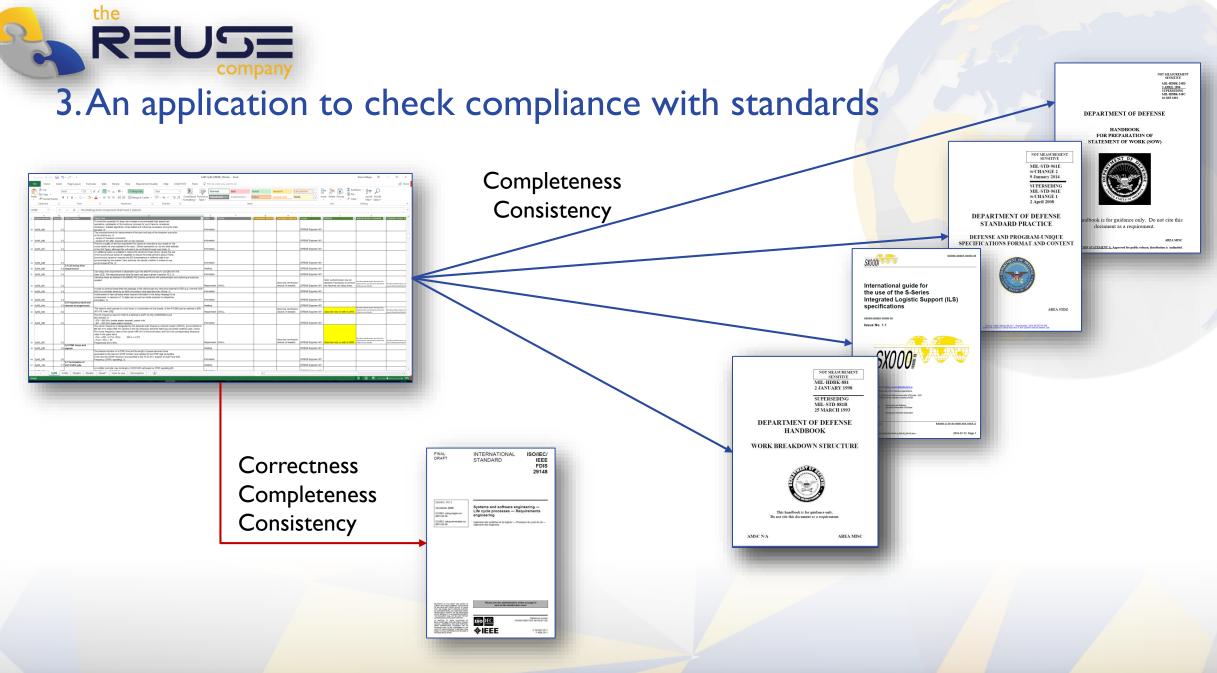
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48,866 A2	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			antiaccess
48,868 A-2	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			intelligence staff officer (Air Force)
48,867 A2C2	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			Army airspace command and control
48,869 A-3	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			operations directorate (COMAFFOR staff); operations staff officer (Air For
48,870 A-4	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			director of logistics (Air Force)
48,564 A4A	ACRONYMS	Locked	Locked	\checkmark	\checkmark		Airlines for America [Source: SX000i-B6865-0X000-00]
48,871 A-5	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			plans directorate (COMAFFOR staff)
48,872 A-6	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			communications staff officer (Air Force)
48,873 A-7	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			director of installations and mission support (Air Force)
48,874 AA	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			assessment agent; avenue of approach
48,875 AA&E	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			arms, ammunition, and explosives
48,876 AAA	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			antiaircraft artillery; arrival and assembly area; assign alternate area
48,877 AABB	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			American Association of Blood Banks
48,878 AABWS	ACRONYMS	< No «Cluster» >	< No «Relationship type» >	\checkmark			amphibious assault bulk water system

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Ready

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Automatic Evaluation of the different bidder's

documentation!

Acquirer viewpoint

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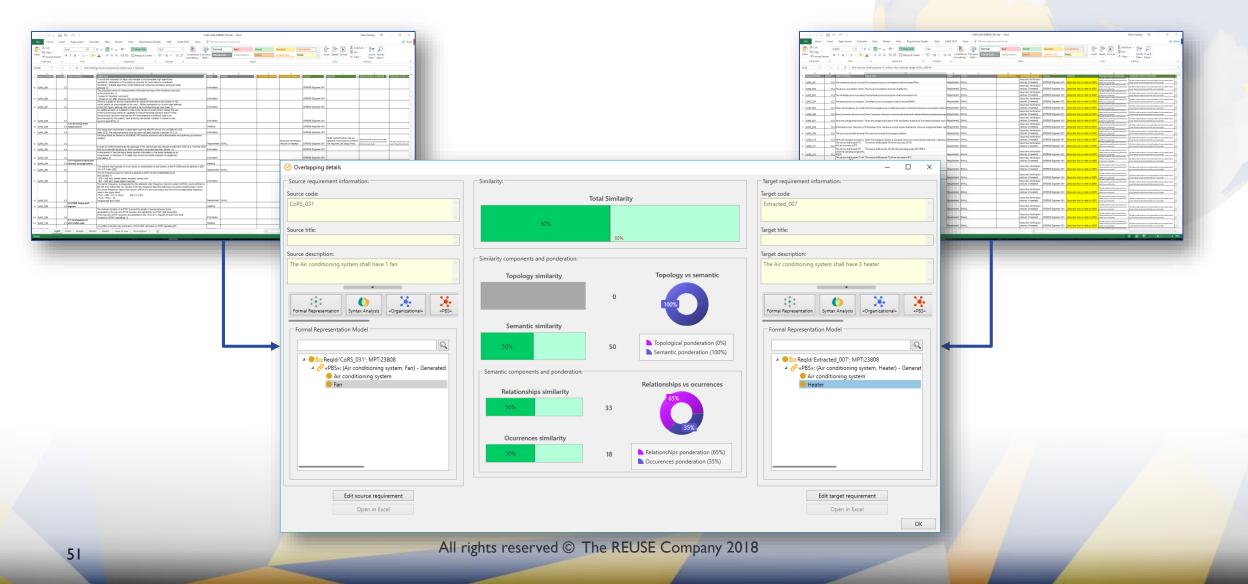


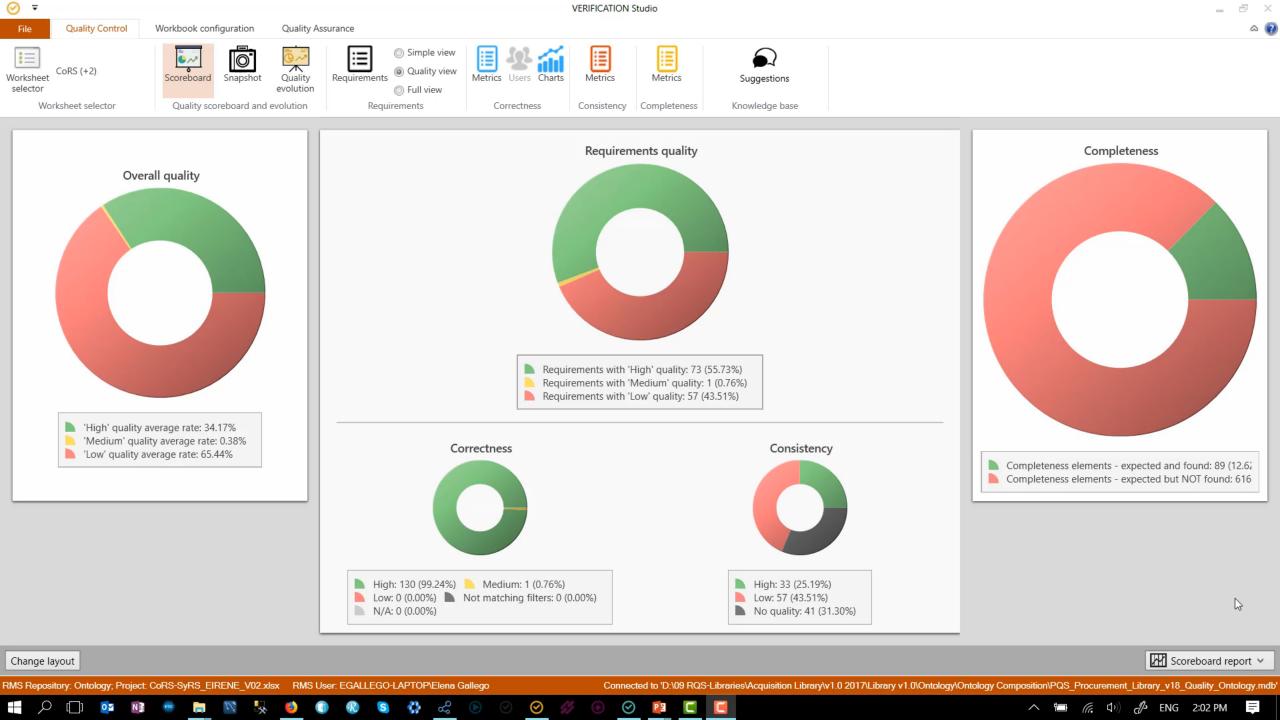
Key Performance Indicators from the beginning, up to today!

⊘ ∓	Quality Snapshot Vi	iewer	= 🗆 ×
Quality Snapshot			۵
Correctness Comple Quality Scoreboard Requirements Met	teness Consistency		
Name: Initial Snapshot			
Description:			
Project - module(s): SyRS_EIRENE_V02.	xlsx - SyRS		
Overall quality	Requirements with 'High Requirements with 'High Requirements with 'Low'	' quality: 45 (12.75 %) fium' quality: 80 (22.66 %)	Completeness
'Low' quality average rate: 65.27	Correctness High: 145 (41.93 %) Medium: 126 (35.69 %) Low: 79 (22.38 %) Not matching filters: 0 (0.00 %) N/A: 0 (0.00 %)	Consistency	Completeness elements - exper Completeness elements - exper
Change layout		Open	containing folder

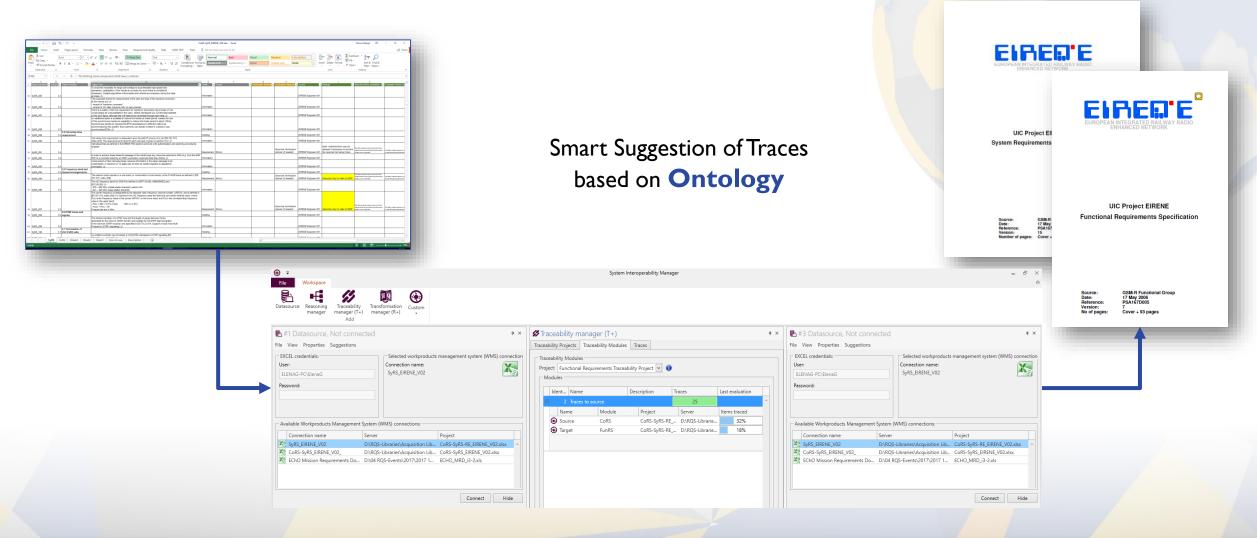
3. Do we specify our projects too much (or not enough)?

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TRACEABILITY Studio

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X ;#2	2 Da	ataso	urce,	{Use Case for Procurement PQS Dem •	TRACEABILITY Studio TRACEABILITY Studio * × Structure # × Structure With the	×					
File \	liew	Prope	erties S	Suggestions	Traceability projects Traceability modules Traces File View Properties Suggestions	File View Properties Suggestions					
CoRS					Traceability project scoreboard:	~					
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			Drag	a column header here to group by that column	Name: Traceability between Number of traceability modules: 1 Drag a column header here to group by that column						
		U	Label	Text	Functiona						
≣			N/A	Every 2 seconds, the power control system shall send	Number of workproducts: 89 Number of traces: 0						
≣			N/A	When the voltage level is below 11,5V, the battery sh	Traced workproducts: 0 Non-suspects traces: 0 N/A The maximum power consumption of the fan shall b						
≣			N/A	If the battery is low, the power control system shall s	Untraced workproducts: 89 Suspect traces: 0 N/A The maximum power consumption of the fan blade s						
≣			N/A	The user must activate the emergency battery	N/A The maximum power consumption of the heater shal						
=			N/A	When the capacity of the accumulator is lower than	0% 0 I I N/A The maximum power consumption of the air conditi						
≣			N/A	The sensor shall acquire T0 with an accuracy of 5 °C	N/A The Air conditioning system shall have 3 heater						
			N/A	The sensor shall acquire T0 within the operating ran	N/A The Hydraulic system shall have 1 accumulator						
			N/A	The sensor shall acquire T1 with an accuracy of 5 °C	Traceability projects: N/A The Hydraulic system shall have 1 Pump						
≣			N/A	The sensor shall acquire T1 within the operating ran	Name Description Modific Creatio Image: Creation of the state of the stat						
≣			N/A	The sensor shall acquire T1 within the survival range	1 Functional R This traceability project will mana 1/31/2 1/18/20						
			N/A	The sensor shall acquire T2 with an accuracy of 5 °C	2 Traceability b Traceability project to connect sy 5/21/2 5/21/20						
			N/A	The sensor shall acquire T2 within the operating ran	■ N/A The maximum power consumption of the Auxiliary s						
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			N/A	The sensor shall acquire T3 within the response time	I N/A The maximum power consumption of the car body s						
			N/A	The sensor shall acquire T4 with an accuracy of 5 °C	■ N/A The maximum power consumption of the car body fi						
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			N/A	The sensor shall acquire T4 within the survival range	I N/A The maximum power consumption of the coupler sh						
			N.1.7 A	The second off the second seco							
Tot	al req	quirem	ents: 34		Total items: 55 , Requirements: 55						
			uiremen OMPLET		Number of projects: 2 Hide non-Requirement RMS Repository: Ontology; Project: CoRS-SyRS_EIRENE_V02. Save						
		lory. C		E USE CASE; Project: CoRS-SyRS-F Save Close	RMIS Repository: Ontology; Project: CoRS-SyRS_EIRENE_VU2. Save Close						









NEXT WEBINAR – The SMARTER way to improve your requirement specifications

- Requirements are, with no doubts, the main source of re-work in both software and systems intensive projects.
- > This webinar introduces these sources of problems and misunderstanding, and provides a set of basic tricks and techniques to overcome the problems and provide error-free requirements specifications to properly set the roots of successful projects.
- > All these basic aspects of requirements quality will be covered using a default installation of the tools VERIFICATION Studio and the Rich Authoring Tool.



19th of June at 5.00 pm and 21th of June at 9.00 am

Enroll at: https://www.reusecompany.com/webinars



> Next Dates:

- > Tuesday 19th June 2018 at 5.00 pm CET
- > Thursday 21st June 2018 at 9.00 am CET

WEBINAR ID	ΝΔΜΕ	DATES	TIME
			5.00 pm CET
TRCW-01	Requirements Quality along the supply chain		9.00 am CET
			5.00 pm CET
TRCW-02	Managing the quality ecosystem: DOORS, Rhapsody, Simulink and Modelica		9.00 am CET
			5.00 pm CET
TRCW-03	Ontologies Configuration Management		9.00 am CET
			5.00 pm CET
TRCW-04	Can script based languages, like DXL, hack Natural Language Processing?		9.00 am CET
		08/05/2018	5.00 pm CET
TRCW-05	Procuring systems: PQS for SMARTer acquisition		9.00 am CET
		19/06/2018	5.00 pm CET
TRCW-06	The SMARTER way to improve your requirement specifications	21/06/2018	9.00 am CET
		11/09/2018	5.00 pm CET
TRCW-07	Knowledge and Quality management milestones in a SE organization	13/09/2018	9.00 am CET
		16/10/2018	5.00 pm CET
TRCW-08	Automatic checking of quality metrics for logical and physical models	18/10/2018	9.00 am CET
	Following standards patterns in KCSE: An application to EARS patterns in RAT and	03/07/2018	5.00 pm CET
TRCW-09	SKM	05/07/2018	9.00 am CET
		06/11/2018	5.00 pm CET
TRCW-10	Tracing system work products: T+ Manager	08/11/2018	9.00 am CET
		11/12/2018	5.00 pm CET
TRCW-11	Defining your own quality rules in KCSE: A one-hour practical approach	13/12/2018	9.00 am CET
		15/01/2019	5.00 pm CET
TRCW-12	The KCSE approach in a nutshell	17/01/2019	9.00 am CET
		12/02/2019	5.00 pm CET
TRCW-13	Requirements Transformations	14/02/2019	9.00 am CET

