SESSION E-PROC

Managing the Application Development Process

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Session Goals

- ◆ **Cover the entire pre-programming development process**

- ◆ **Comprehensive outline for specifications**

Who...

- ◆ **Independent Xbase Developer since '83**

- ◆ **Hentzenwerke Corp - Current Projects**

- ◆ **Four Books, including DevGuide '97**

- ◆ **Editor of FoxTalk**

- ◆ **Wonderful Wife & 3 Kids (so far)**

Session Requirements

◆ **Programming experience not required**

◆ **Corporate or independent**

◆ **Frustration at current system of specifying systems**

Purpose of the Process

◆ **Qualify the customer**

◆ **Create and deliver a specification**

Why Specifications?

◆ **An Argument for Fixed Price Work**

◆ **An Argument against Fixed Price Work**

◆ **What to Program**

◆ **Testing**

◆ **Delivery and Acceptance**

Specification Audience

- ◆ **Customer - User**
- ◆ **Customer - Manager**
- ◆ **Developer**
- ◆ **QA**

The Initial Contact

- ◆ **Typically a phone call**
- ◆ **Purpose is to qualify the contact**
- ◆ **Have a Customer Contact sheet ready (more…)**
- ◆ **Discuss the process**
- ◆ **Closing the contact**
- ◆ **Homework**

The Customer Contact Sheet

◆ **Vitals: Name, Address, Phone**

◆ **Services desired (Only one correct answer)**

◆ **Status of current system**

◆ **Environment**

◆ **Status of current developer**

◆ **Budget and time frame**

Homework

◆ **Description of the application**

◆ **Major functions**

    ➢ **Bullet points (Use Cases)**

    ➢ **Names of forms, processes, reports**

The Sales Call

- ◆ **Your place or theirs?**
- ◆ **Purposes:**
  - ➢ **Determine size and scope of system**
  - ➢ **Determine comfort of fit with customer**
- ◆ **Sales Call form (more…)**
- ◆ **Closing the call**

Sales Call Form

◆ **Confirm the phone call info**

◆ **Are they prepared and ready?**

◆ **Did they do their homework?**
  ➢ **Description of the application**
  ➢ **Bullet points (major functions)**

◆ **Champion**

◆ **Office and PC environment**

Engagement Letter

- ◆ **Spells out terms for Functional Specification**

- ◆ **Deliverables**

- ◆ **Payment**

- ◆ **Software Development Issues**

The Functional Specification

- ◆ **Differs from Technical Specifications**

- ◆ **Primary Audience is the User**

- ◆ **Compare to blueprints and elevation**

Cover Letter

- **Description**
- **Price**
- **Delivery Timeframe**
- **Explanation of Fixed Price**
- **Terms and Conditions**
- **Acceptance**

Executive Overview

- ◆ **General Description**

- ◆ **Functionality**

- ◆ **Definitions and Processes**

General Interface

- ◆ Code Maintenance
- ◆ Maintenance Screens
- ◆ Buttons and Toolbars
- ◆ List boxes
- ◆ Pick lists
- ◆ Mover Boxes
- ◆ Notes button

Specific Interface

- ◆ **INTL**

- ◆ **Custom Controls**

- ◆ **Colors, Fonts, Captions, Backgrounds**

Application Load

- **Log On**
- **Application Launcher**
- **Main Menu**

Menu Structure

- ◆ **File**

- ◆ **Edit**

- ◆ **Operations**

- ◆ **Reports**

- ◆ **Tools**

- ◆ **Help**

Typical Form

- **Purpose**
- **Access**
- **Usage**
- **Screen Objects**
- **Rules**

Typical Process

- **Purpose**
- **Access**
- **Usage**
- **File Formats**
- **Rules**

Typical Report

- Purpose
- Detail Entity
- Filter
- Order/Group
- Fields/Objects
- Calculated Fields
- Additional Notes
- General Report Disclaimer

Typical Tools

- ◆ **User Preferences**
- ◆ **Data Sets**
- ◆ **Password Maintenance**
- ◆ **User Maintenance**
- ◆ **Data Maintenance**
- ◆ **System Maintenance**

Technical Issues - I

- ◆ **Environment**
- ◆ **Operating System**
- ◆ **Hardware Requirements**
- ◆ **Third Party Software**
- ◆ **Interaction with Environment**

Technical Issues - II

- Directory Structure
- File Structures
- Table Summary
- Original Data
- Data Set Size and Throughput Analysis

Implementation - I

- ◆ **Test Methodology**
- ◆ **Test Plan**
- ◆ **Test Data Set Requirements**

Implementation - II

- ◆ **Deliverables**
- ◆ **Training**
- ◆ **Installation**
- ◆ **Milestones and Delivery Schedule**

Implementation - III

- ◆ **Modifications**
- ◆ **Error Handling**
- ◆ **Application Feedback**

Dealing With Customers

- **Selling Advantage of Fixed Price**
- **"Not to Exceed"**
- **Changes**

Getting Paid

◆ **Break Project Down to Deliverable Modules**

◆ **Deliver and Get Acceptance**

◆ **Size of Modules**

More Info

◆ Samples on www.hentzenwerke.com

◆ Books - MSPress, DevGuide