



# The 20 M€ Tender Challenge

A large agile initiative estimation



September 2020



THE CHALLENGE

# The Possimpible

# The Challenge

## Background



Client faces a huge  
development as part of a  
transformation initiative

# The Challenge

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Client faces a huge development as part of a transformation initiative



Two IT vendors are contacted after Client's RFP

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LedaMC was called to provide objective support

# The Challenge

## Background



Client faces a huge development as part of a transformation initiative



Two IT vendors are contacted after Client's RFP



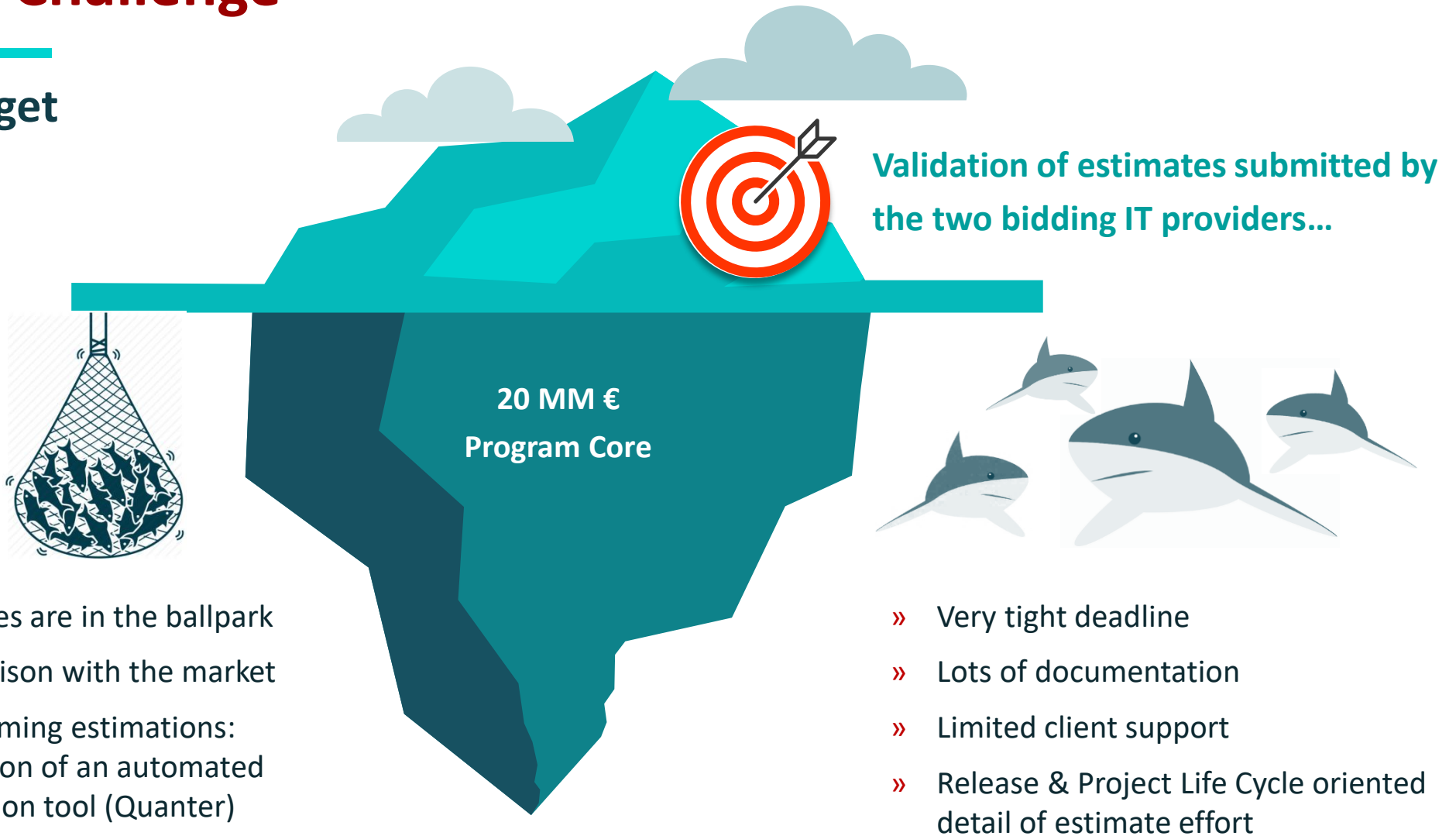
LedaMC was called to provide objective support



**Client intends to use LedaMC's feedback to validate both estimations (cost & effort) provided by the two bidding IT providers...**

# The Challenge

Target



# The Challenge

Deadline



M	T	W	T	F	S	S
				×	×	×
×	×	×	×	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31





THE JOB

# The A-Team

# The Job



## FP Estimation

### ACTIONS

Documentation  
selection

IDENTIFYING  
SCOPE

Generic but complete  
documentation

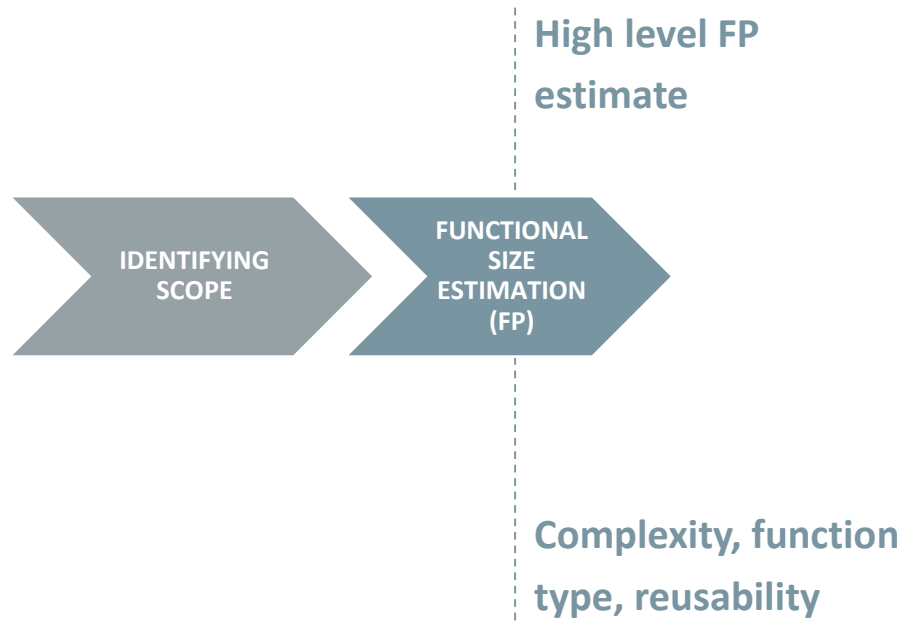
### ASSUMPTIONS

# The Job



## FP Estimation

### ACTIONS

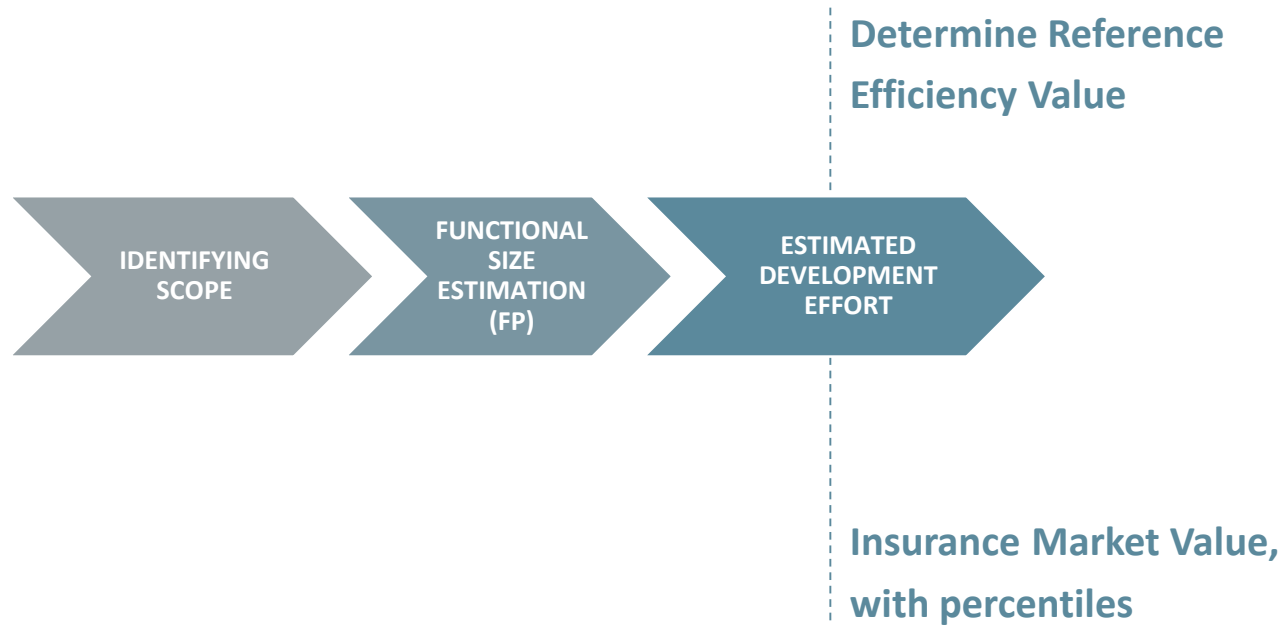


### ASSUMPTIONS

# The Job

## Product & Cost Reference

### ACTIONS



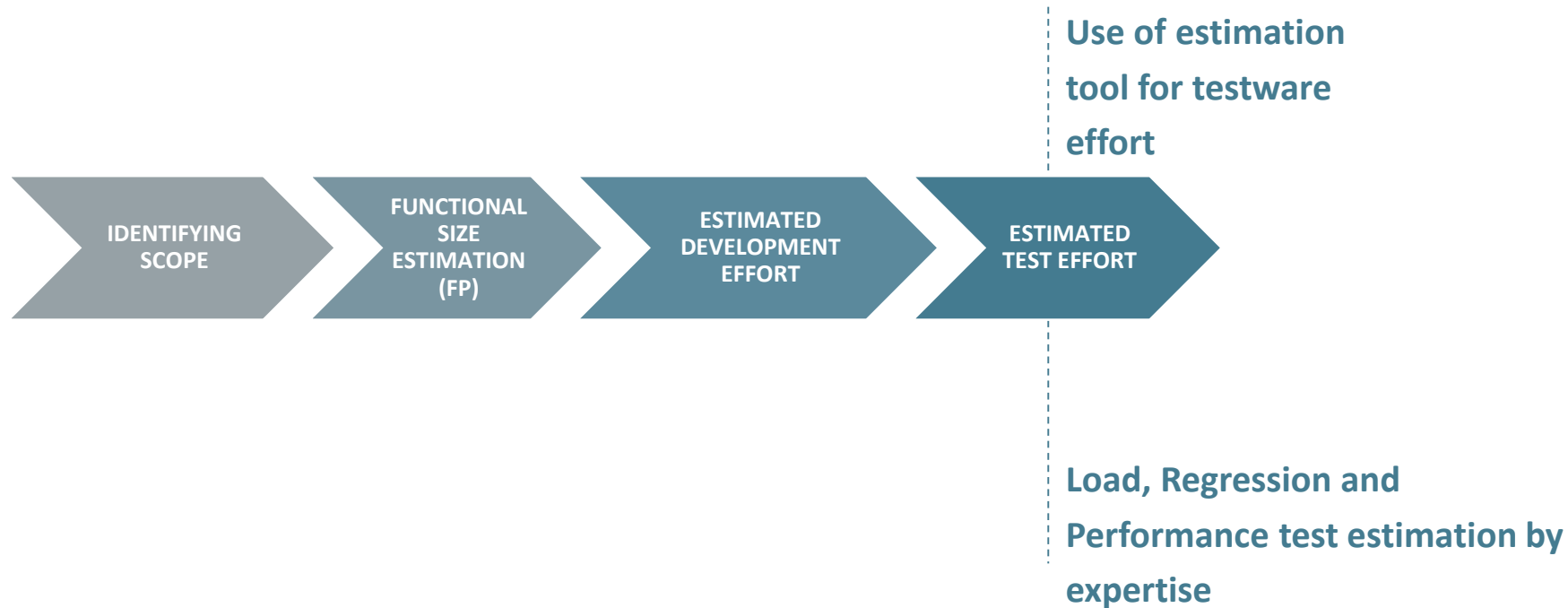
### ASSUMPTIONS

# The Job



## Testware Estimation

### ACTIONS



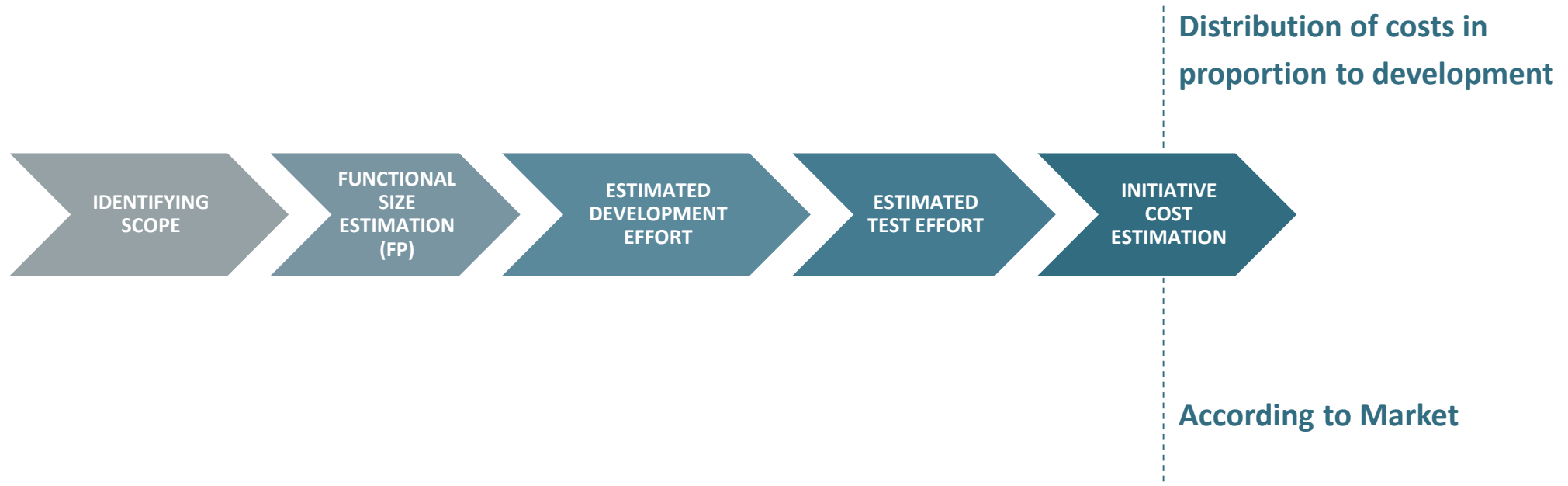
### ASSUMPTIONS

# The Job



## Cost Estimation

### ACTIONS



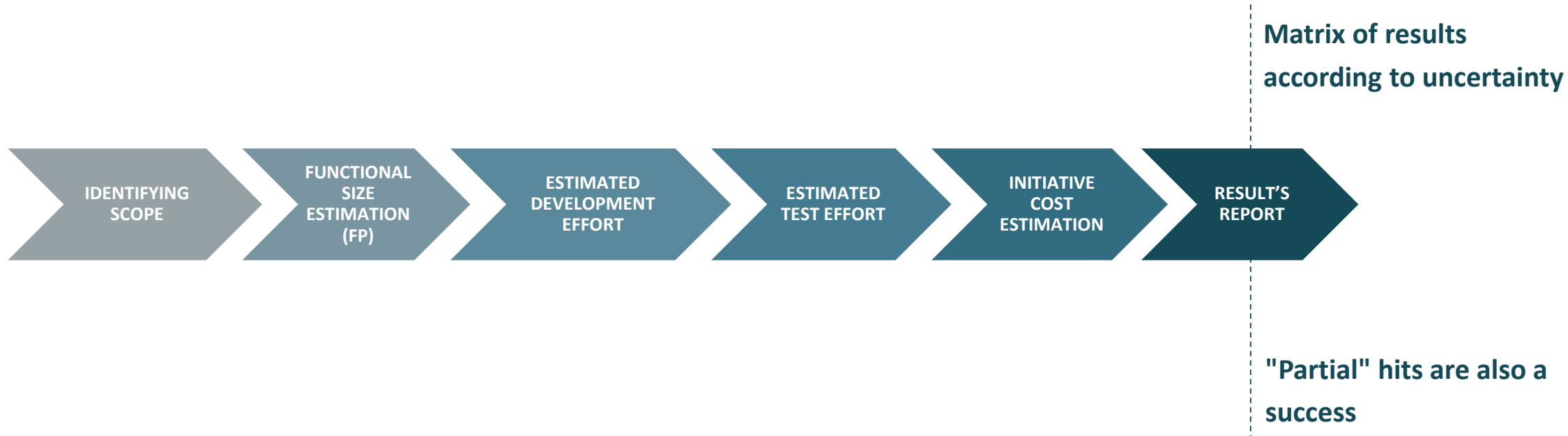
### ASSUMPTIONS

# The Job



## Results

### ACTIONS

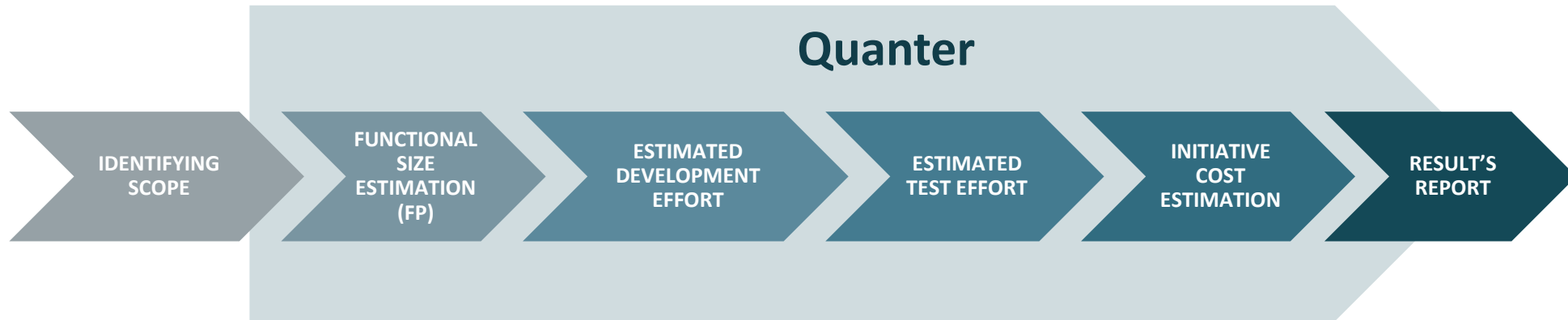


### ASSUMPTIONS

# The Job



## Estimation Tool





# The Job

## Why using Quanter?

### Analysis and Configuration

- Customized aggregation levels
- "Clone element" feature

### Functional Size

- Over 1700 functional elements
- Whole initiative, over 8700 FP

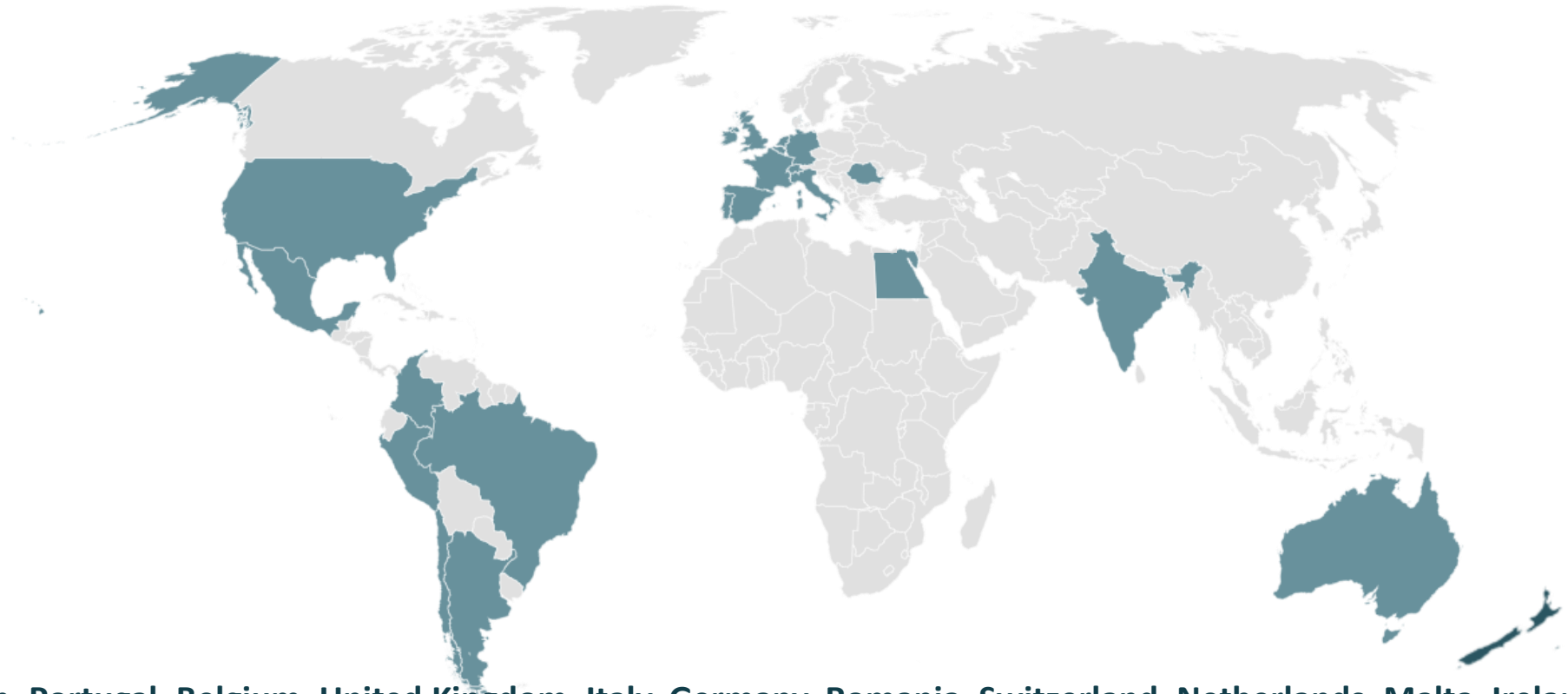
The screenshot displays the Quanter web application interface. At the top, a navigation bar includes the 'quanter' logo and links for 'Estimates', 'Dashboard', 'Market', and 'Objectives'. On the right, a user profile for 'Demo1' is shown with a UK flag icon and a 'Logout' button. The main dashboard area features a large 'CREATE ESTIMATION' button. Below this, there are several informational cards: one for 'Market situation', one for 'EVALUATE Objectives fulfillment' which includes a 'See fulfillment' button, and another for 'See positioning'. On the right side, a user profile summary for 'Demo1' shows '1' estimate, '34 hrs' medium effort, and '0' rating objectives, with a 'Last access' timestamp of '30/07/2020 15:51:15'. Below this is a 'LATEST ESTIMATES' section with a table of recent entries and a 'Consult all' link.

LATEST ESTIMATES			
● kjfhskdfjkh	ksdjfhksdjf	Detailed estimation	
● BI-10-14151	RELIABLE ASSETS -...	Early estimation	
● BI-10-14151	RELIABLE ASSETS -...	Detailed estimation	
● Demo Compensar 01	Demo Compensar	Detailed estimation	
● My estimation	My new estimation	Detailed estimation	

# The Job



## Product & Cost Reference: Database



Spain, Portugal, Belgium, United Kingdom, Italy, Germany, Romania, Switzerland, Netherlands, Malta, Ireland, Hungary, Greece, Denmark, Czech Republic, Brazil, Colombia, Chile, Peru, Argentina, Mexico, USA, India, New Zealand, Egypt, Australia.

# The Job



## Product & Cost Reference: Database

### ACTIVITIES

END TO END

### INDUSTRY SECTORS

Airlines, Insurance, Finance, Utilities, Health, IT, Telecom, etc.

### TECHNOLOGIES AND FRAMEWORKS...

Over 100 different technologies (ABAP 4, C/C++/PROG, .NET, COBOL/AS400, JAVA/J2EE, PL/SQL, TIBCO, PYTHON, ANDROID/IOS, ...)

# The Job

## Product & Cost Reference: Database

**+ 60,000**

Nº OF PROJECTS

**3.000.000**

Nº OF FUNCTION POINTS

**52.000.000**

Nº OF HOURS/PERSON EFFORT

**2.000.000.000 €**

COST

# The Job



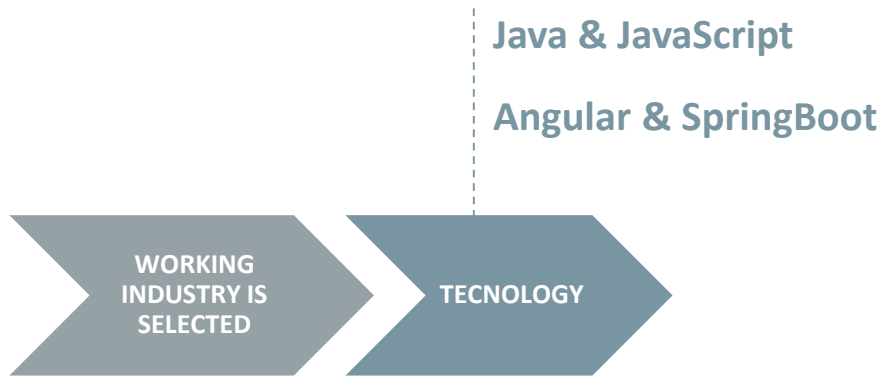
## Product & Cost Reference: Database

Insurance

WORKING  
INDUSTRY IS  
SELECTED

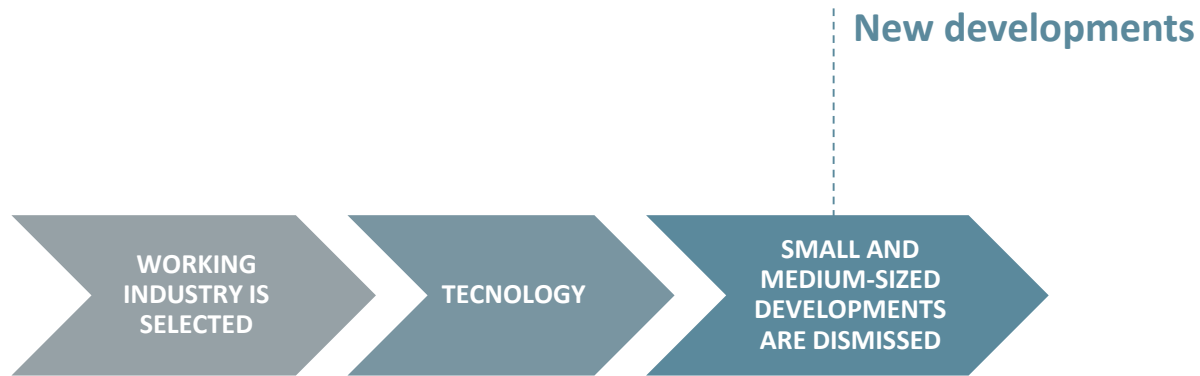
# The Job

## Product & Cost Reference: Database



# The Job

## Product & Cost Reference: Database



# The Job

## Product & Cost Reference: Database





# The Job

## Product & Cost Reference: Database



Tool configuration based on market reference for each input: sector – technology - development type:

- Development Efficiency Value
- Life Cycle activities distribution as an extrapolation from development effort

# The Job

## Test Activities in Scope

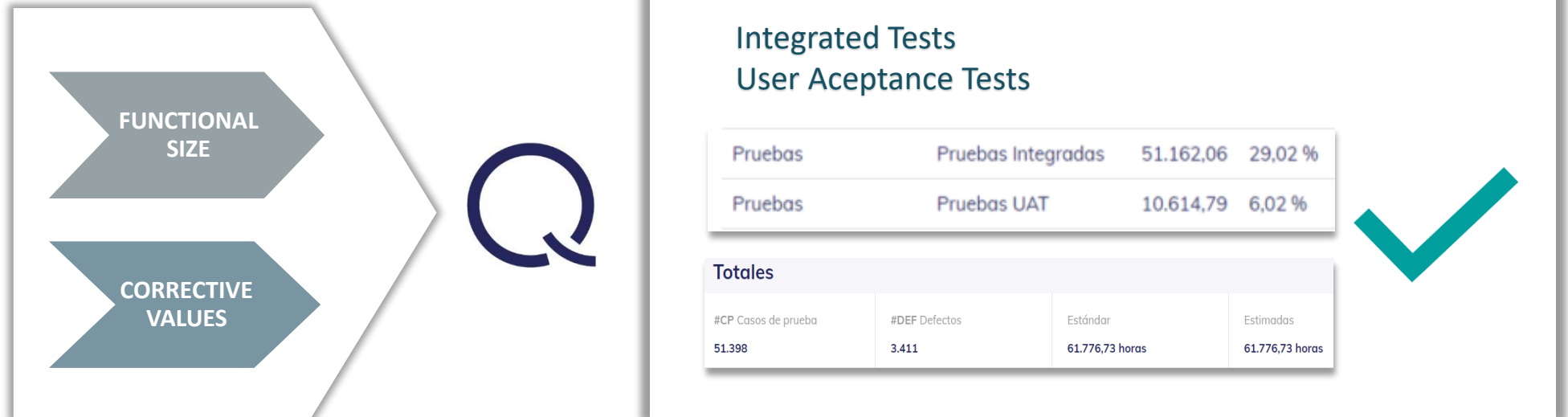
INTEGRATED TESTS  
USER ACCEPTANCE TESTS



REGRESION TESTS  
LOAD TESTS  
PERFORMANCE TESTS

# The Job

## Testware: Integration Test and UAT



# The Job

## Regression, Load and Performance Test

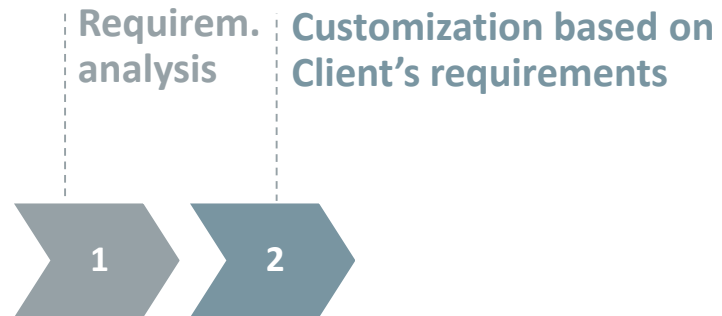
Requirement  
analysis

1



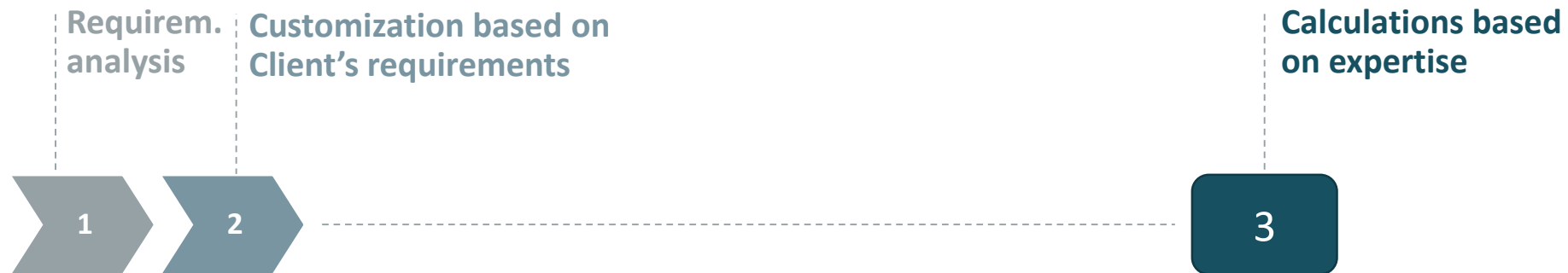
# The Job

## Regression, Load and Performance Test



# The Job

## Regression, Load and Performance Test





THE RESULT

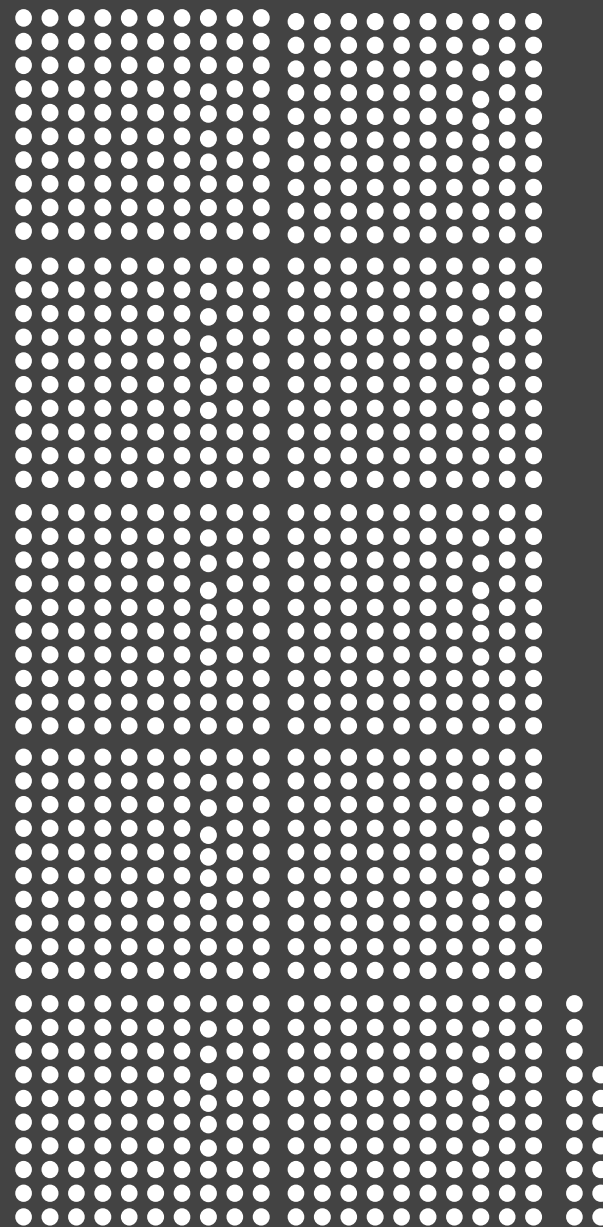
179.598

Hours/ Person





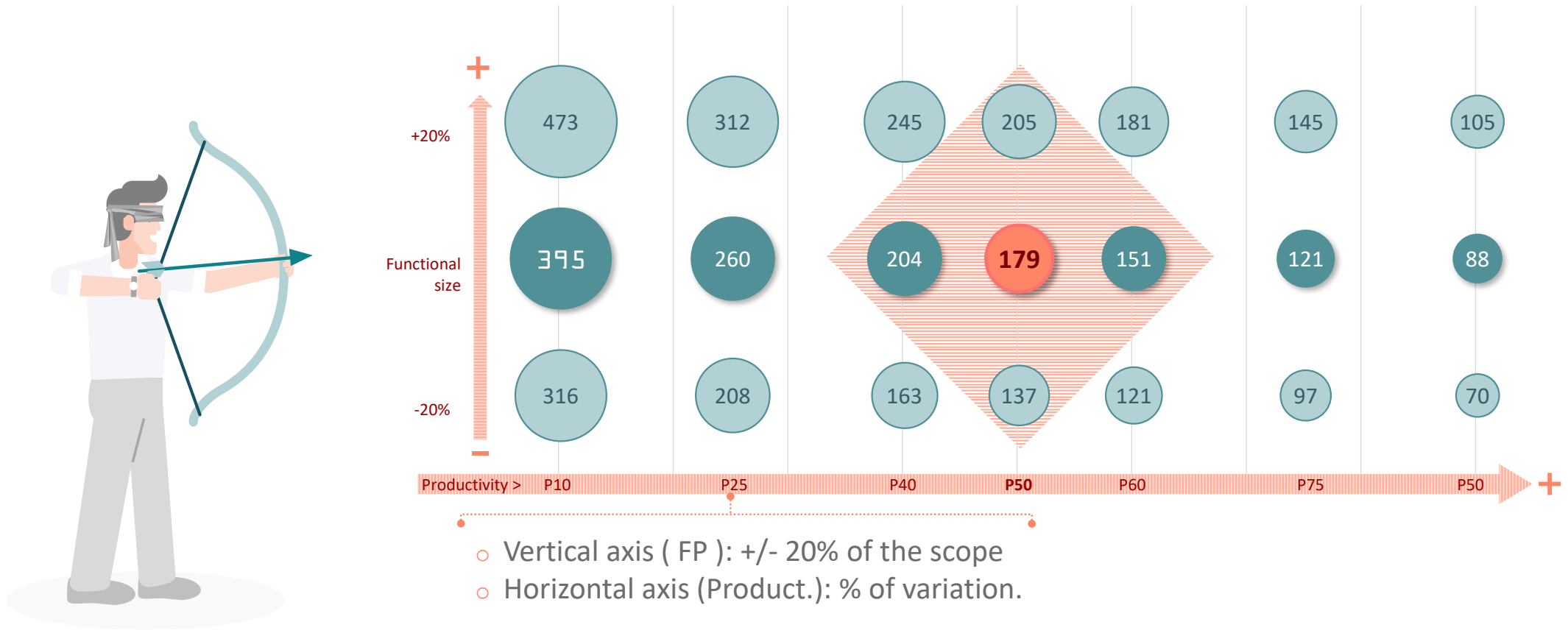
## THE RESULT





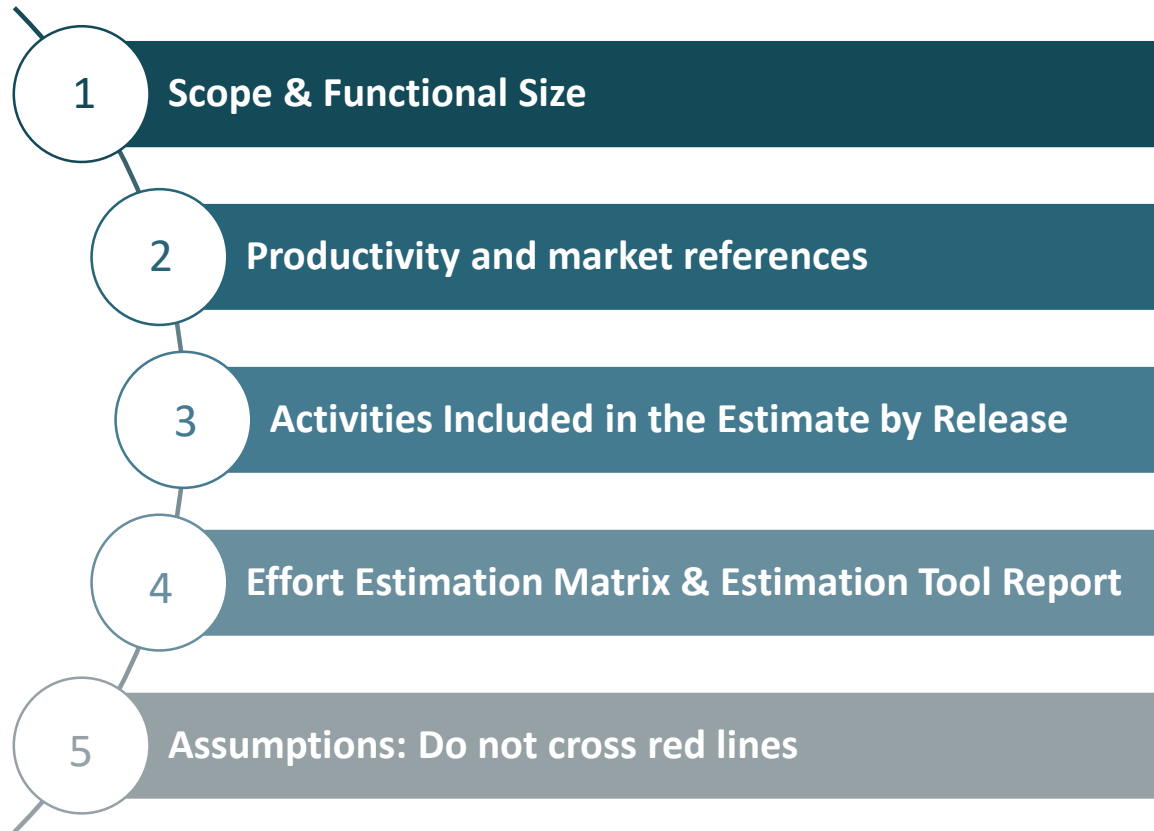
# The Result

## Effort Estimation Matrix



# The Result

## Report





## THE FEEDBACK

*"Thank you very much for the detailed information. Now we have an additional extra value to be used in negotiations with vendors"*

**The client**

# In a nutshell

**01 Scope, scope & scope !!!**

**02 Customized by Client needs**

**03 Cope with uncertainty: ranges of values**

**04 Results, assumptions & automated estimation tool**

A person stands on a rocky mountain peak, arms raised in a gesture of triumph or joy. Below them, a vast sea of white clouds fills the valley, with distant mountain ranges visible in the background under a hazy sky.

# Gracias

# Thank you!

[contact@leda-mc.com](mailto:contact@leda-mc.com)

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