

# ***The Train Arrived ...And You Were On The Wrong Platform***

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You've got the right product, the right price, the right packaging. All your ducks are in a row and the consumer is demanding. Yet the window of opportunity passes you by because the software that puts it all together, doesn't work right together.

*IT'S SAID THAT HALF THE MONEY SPENT ON SOFTWARE IS WASTED, BUT NOBODY KNOWS WHICH HALF.* From government to banking, software is failing to meet expectations at an alarming rate. Yet there's nothing difficult about the clients' needs, software developers are competent and the hardware is just fine. Is there a missing link?

At Omsphere, we're dedicated to the principle that the interface between client and software developer is not evolving with the technology.

So we created a universal interface called Quality Evolutionary Development - QED.

QED is a combination of products and practices that's already cut the software release cycle for the most successful internet bank in Europe, and one of the largest wireless providers in the U.S.

It could save you a bundle, too.

Let's say you want to launch a web based financial services company in six months, (but it might just as well be a military satellite).

You have a tight, driven team, and your IT guys follow their logic, first translating your business needs into a language engineers understand. Then they design the architecture, order the hardware, outsource or build software in house, agree testing schedules and due dates, then leave the engineers alone!

Hardware is installed, software in development is tested and your team continues to refine and modify the service products. There will be more live interface testing needed, but testing is good, right? Change orders go in, no problem to the software developers except more testing, which eventually shows that everything is fine and on time.

All the pieces of the system are delivered to order, but guess what? De-bugging takes longer than expected, performance & reliability are erratic, and a whole lot of the live interface testing fails to repeat in regression. The system doesn't work overall, and the parts that do work, don't look familiar.

Even with recoding and more testing, launch date is first postponed, then drifts over the horizon as ingenious band-aids and paperclips try to support the original design against more performance and load testing.

You let the software people (who thought they performed well) know that you are far from pleased, and all too often the teams fall into the lock step of the death march.

Everyone acted and thought logically when someone needed to be thinking out of the box. Let's face it... we live in an out-of--the-box world created by the very technology that seems to be failing us.

If you try to install new tools and processes into a "classic" management model, it will overheat. And if you don't integrate with software developers, they will never pick up the nuances of day to day change taking place in your operation and build reliable packages because they don't even speak your language. You can't afford to wait until D-day to find out something was lost in the translation.

And if you don't find a way to constantly prove the cohesiveness of a system as it develops in fragments, how can you expect it to act cohesively when you try to put it together?

If we all don't find a way to reduce the amount of testing, we will drown in a sea of it.

Radical change is needed, and Omsphere has the radical, even revolutionary products and processes that aggressively meet the challenge of such change. Users of our products and processes will attest to some unique characteristics.

With Omsphere's QED . . . You can test and demonstrate the functionality of a system being built.

The quality of your code will go up with an increase in automated testing.

You get a stronger and better management team. The testers are freed by productivity to originate unexpected improvements, and products - or satellites - can get launched on time.

Best of all, QED can pay for itself by that launch date, because . . .

- We help you change the obsolete development-test-deliver system into one cohesive end-to-end product evolution program.
- We fix the way your teams work together so they manage smooth integrated lifecycles and create quality products, on time.

In one of those classic business truisms, Development tries to deliver on time, and QA tries to prevent it by finding as many defects as possible. It's nothing personal - just how people see their priorities. But differing goals can produce contests with no winners.

Omsphere puts Development, QA, and Business Teams in a domain where they share the same goal:

**The right product at the right cost at the right time.**