

FIXED VALUE PROJECTS

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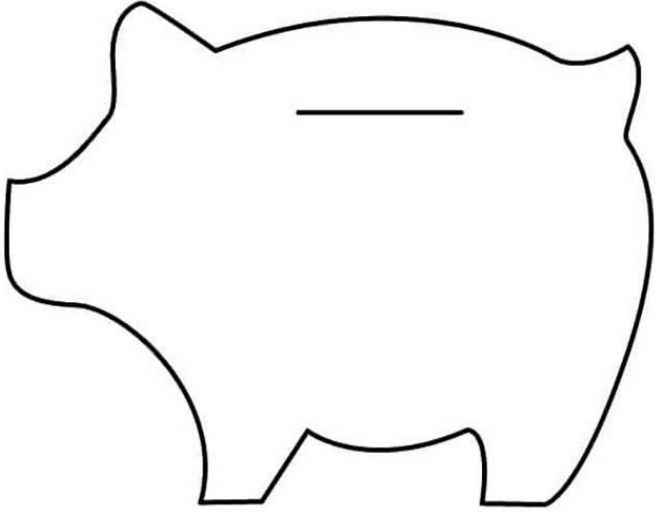
softserve

INVOLVEMENT VS IMPACT

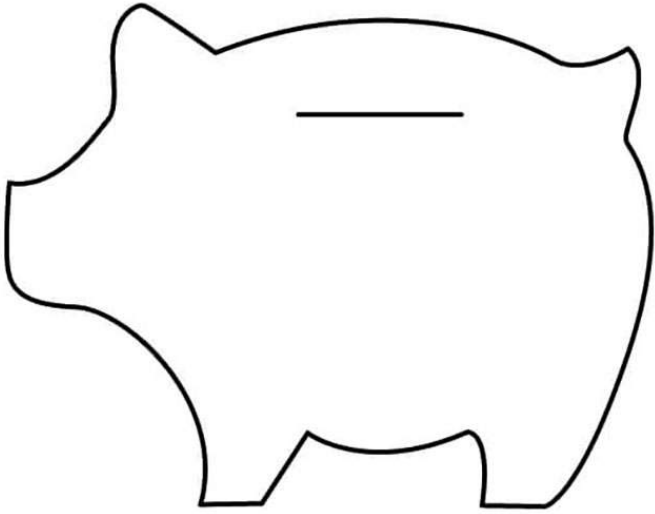
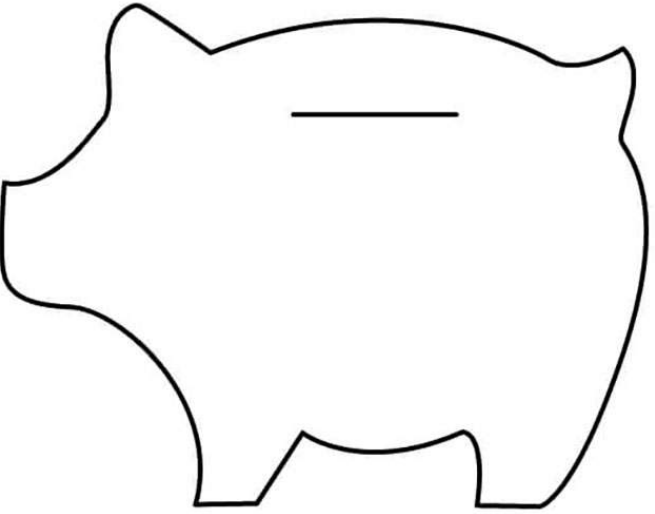
T&M (DT, MD)

FIXED PRICE

CLIENT

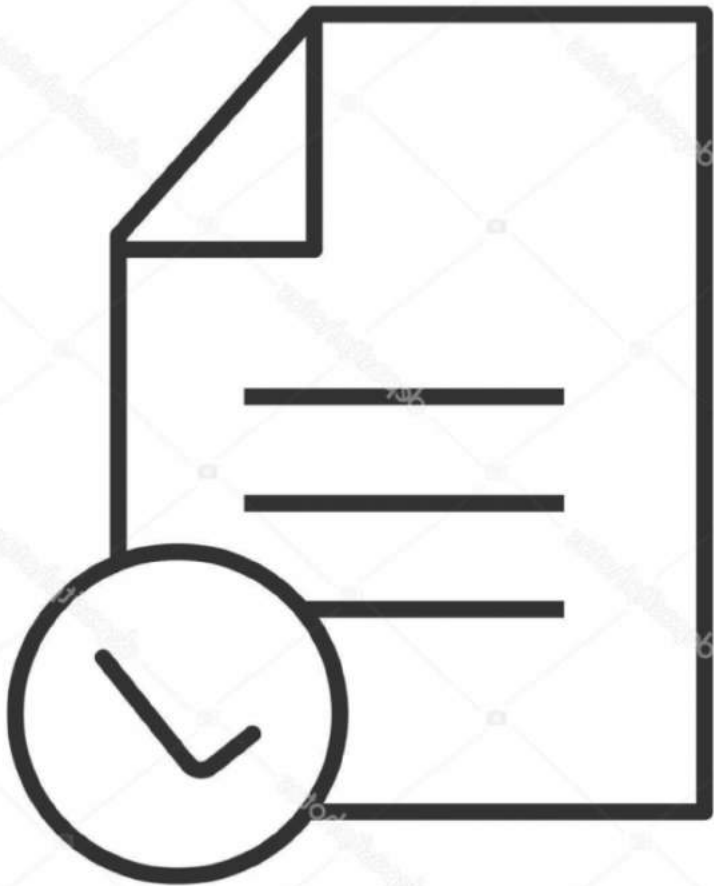


VENDOR



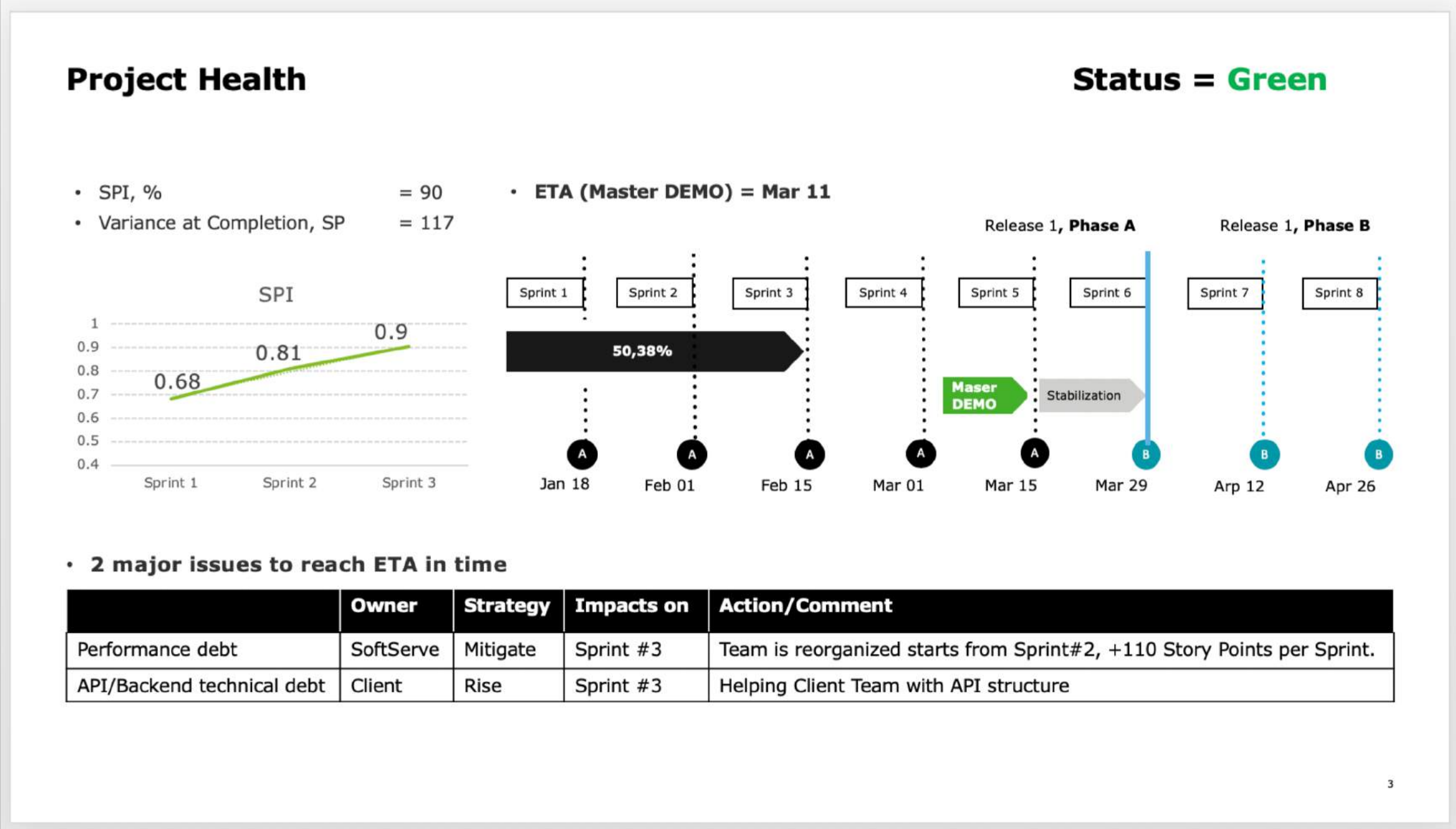
FIXED PRICE = FIXED SCOPE

SOW



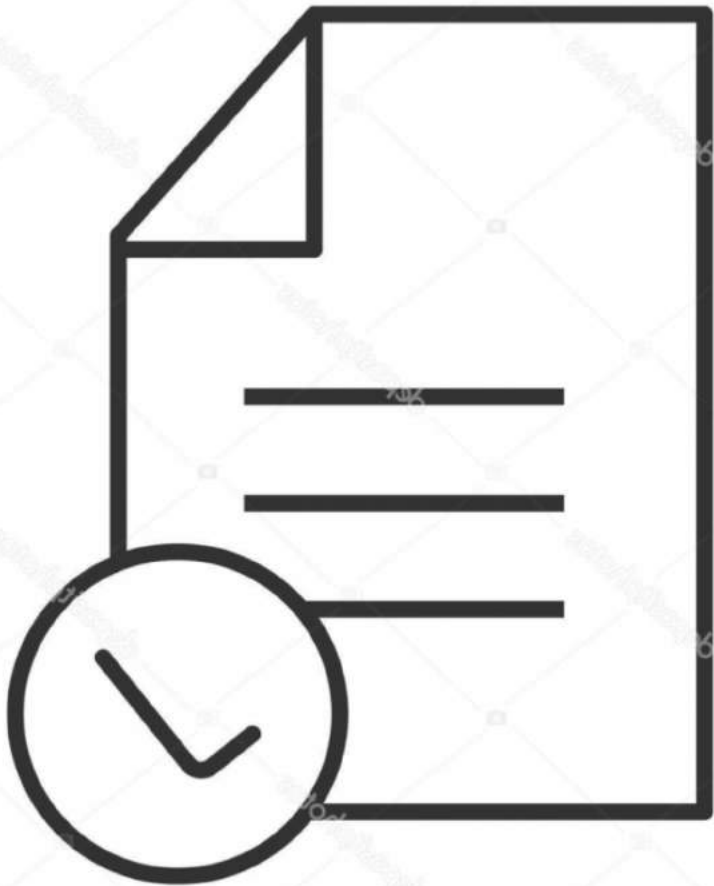
- DATE (ETA)
- PRICE
- SCOPE
- OUT OF SCOPE
- DEPENDENCIES
- NO CR

REPORT



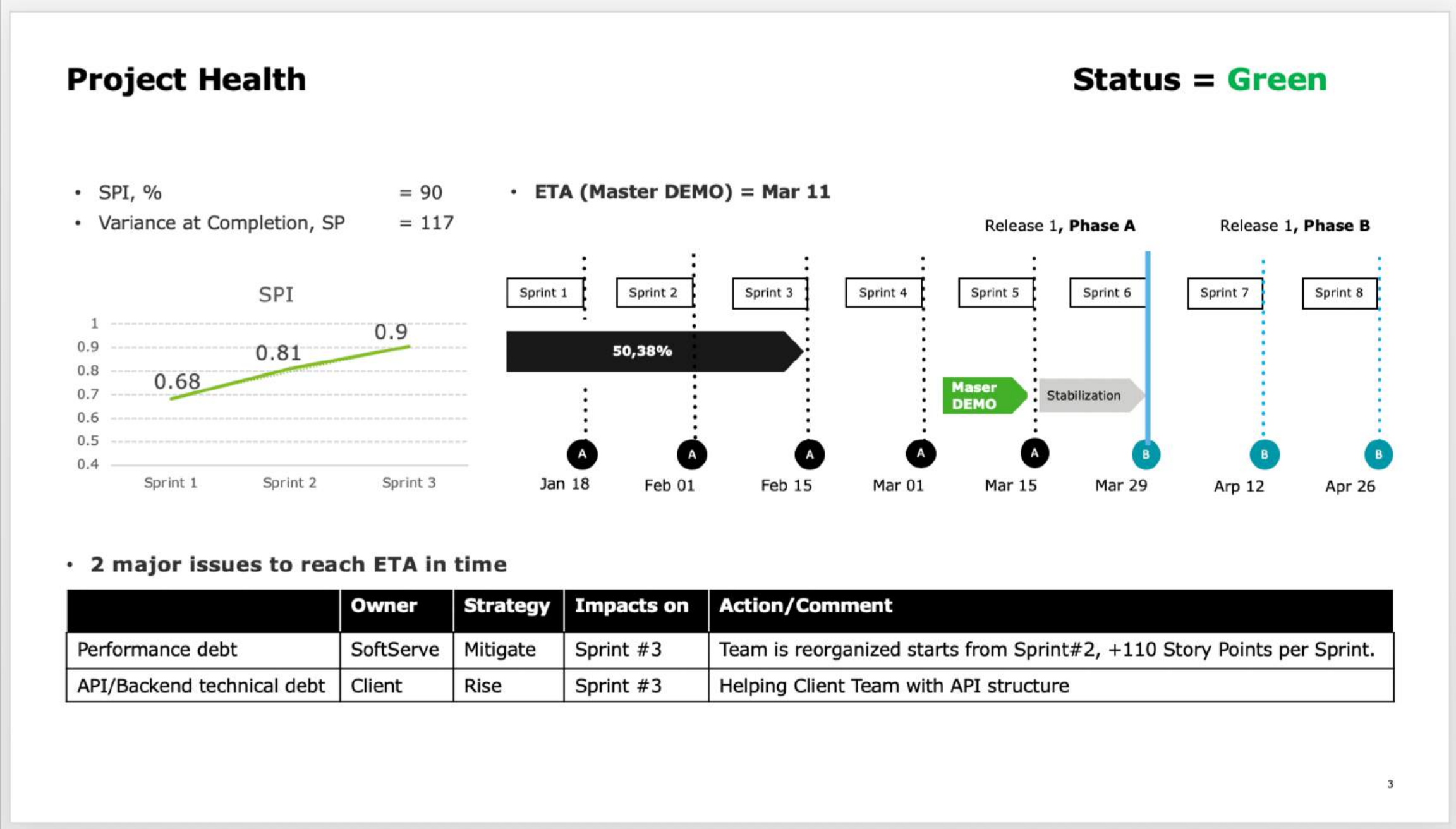
FIXED VALUE != FIXED SCOPE

CRs



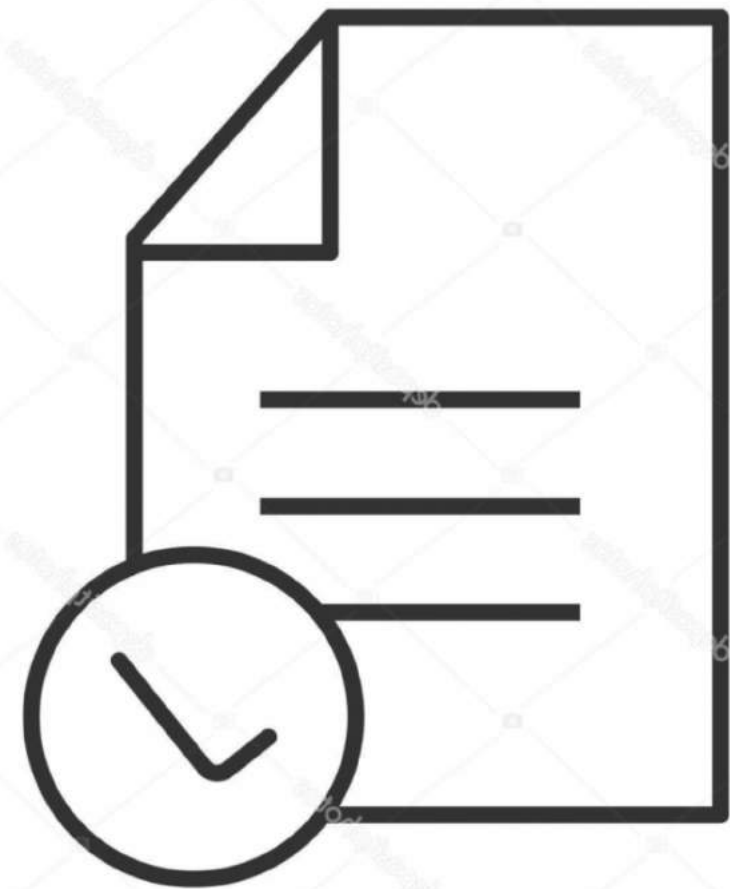
- **NEW FEATURES**

REPORT



FIXED VALUE - ATTRIBUTES

SOW



- **FIXED NUMBER OF BUSINESS FLOWS**
- **SCOPE CHANGES UP TO 40%**
- **FIXED NUMBER OF BUSINESS ACTORS**
- **THE VALUE AT THE END OF PROJECT**

DEVELOPMENT PROCESS

- **70% - FOR REUSABLE COMPONENTS DEVELOPMENT**
- **30% - FOR BUG FIXING**
- **CR PRODUCES THE BUG**
- **BUGS SHOULD HAVE BUSINESS PRIORITY**

QUESTIONS?