THE SECTOR7 ENGAGEMENT PROCESS

Before embarking on a significant migration, organizations must be aware of challenges in project management and project implementation. Sometimes, lack of migration experience causes these challenges to become apparent in the middle of a migration project. However, when expected, and planned for, these challenges become opportunities for organizations to learn, grow and improve. Compatible compilers and emulation tools provide the solution for the obvious technical problems when moving from one platform to another. Technical problems, while important, are just one part of a business-critical migration project.

About Sector7

Since 1985, Sector7 has provided migration solutions for organizations that need to maximize their software investments by moving to new platforms. Sector7 has encountered all the pains and pitfalls of moving from one operating system to another.

Sector7 has performed migration projects for many organizations around the world. Our broad range of experience allows us to be effective in all aspects of a migration project — from the business case to the most detailed technical problem.

Experience

Sector7 brings extensive experience in project evaluation, language conversion, application migration and re-engineering, coupled with some very powerful tools that significantly reduce the cost and time that it takes to complete a migration.

Sector7's engagement process is designed to provide the client with a reduced risk, fixed price, rehosting solution. The technical challenges and risks are assessed at each stage in the engagement process, therefore the quoted price is accurate and uninflated. The final price is determined from the project plan, by simply applying the appropriate rates to the tasks to be performed.

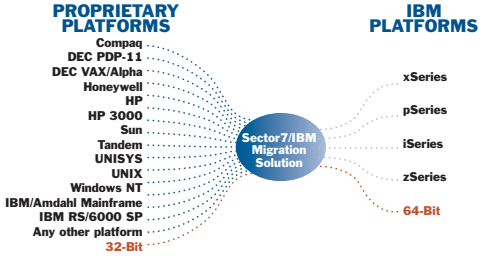
Successful Strategy

The engagement process consists of the following:

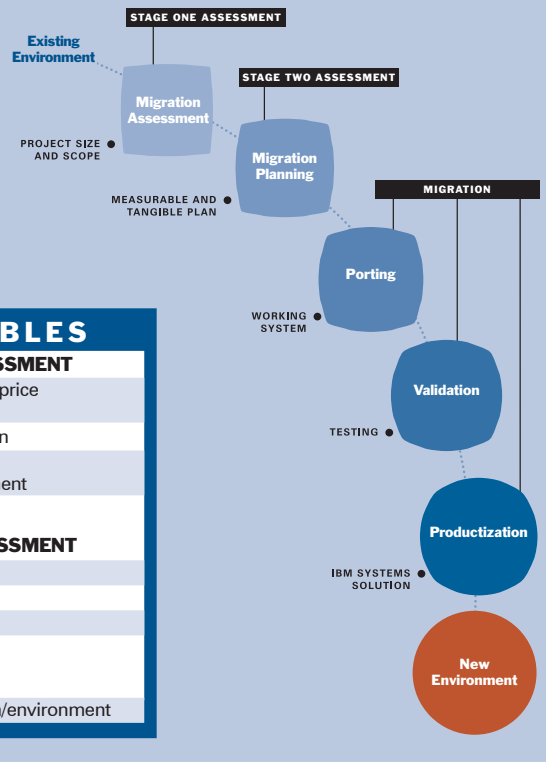
- Stage One Assessment (project scope and migration strategy)
- Stage Two Assessment (detailed migration strategy and plan)
- Migration (design and implementation)

The above approach has been a successful strategy for other customers with similar requirements. In addition, this approach will allow for "step deliverables" that provide you with information *before* each stage.

Full Migration Services



Sector7's Five-Step Process



DELIVERABLES

STAGE ONE ASSESSMENT

- Budget and planning price to within ± 30%
- High-level project plan
- Fixed-price quote for a Stage Two Assessment
- Written report

STAGE TWO ASSESSMENT

- "Best Efforts" price
- Detailed project plan
- Risk analysis
- Written report

MIGRATION

- A working application/environment

THE ASSESSMENT PROCESS — EVALUATING YOUR NEEDS

Stage One Assessment

The *Stage One Assessment* provides a sound beginning for a successful rehosting effort. The objective is to determine the rough order of magnitude, price and duration for what is normally a fixed-price project. We provide a Budget and Planning price to within ±30%.

The entire environment is reviewed for porting to the desired platform. Software components such as language, databases, user interfaces, communications and third-party software all come under scrutiny.

Time-Line

Based on previous experience, the expected duration* of each step is:

- Non-Disclosure Agreement 1 ~ 2 days
- Statement of Work 1 ~ 2 days
- Technical Overview Questionnaire 2 ~ 5 days
- Source Code Analysis 2 ~ 5 days
- Site Visit 2 ~ 5 days
- Analysis up to 10 working weeks
- Deliverables 5 ~ 10 days

Tasks

The tasks necessary to correctly evaluate an application with a view to rehosting are varied and numerous. Typical tasks include, but are not limited to:

- Inventorying the code.
- Reviewing code for porting complexity.
- Understanding existing test environment and determining testing needed to validate the code.
- Determining if the existing database is portable to the target platform. If not, determining a replacement.
- Determining if the existing user interface is portable to the target platform. If not, determining a replacement.
- Determining if the existing communication protocols are portable to the target platform. If not, determining a replacement.
- Understanding application build procedures. The ability to quickly build the application can impact the cost of rehosting.

Stage Two Assessment

The *Stage Two Assessment* facilitates an in-depth analysis of the application and determination of an overall plan for execution of the project. The objective of the *Stage Two Assessment* is to determine a fixed price and duration for a rehosting project. This is achieved by applying costs to the line items in the project plan. In some situations, the *Stage One Assessment* can be omitted and the *Stage Two Assessment* becomes the first activity in the rehosting project.

Sector7 will review any unresolved issues from the *Stage One Assessment*. All of the tasks for the project are entered into a highly detailed project plan. Completion criteria are also developed during this stage.

Time-Line

Based on previous experience, the expected duration* of each step is:

- Nondisclosure agreement 1 ~ 2 working days
- Technical Overview Questionnaire 2 ~ 5 days
- In-depth source code analysis 5 ~ 10 working days
- Site visit 5+ working days
- Analysis up to 10 working weeks
- Deliverables 5 ~ 10 working days

Tasks

The tasks necessary to correctly evaluate an application with a view to rehosting are varied and numerous. Typical tasks include, but are not limited to:

- Developing a plan to implement configuration management procedures.
- Very detailed code review for porting complexity.
- Planning for database replacement.
- Planning for user interface replacement.
- Planning for communication protocol replacement.
- Planning for data migration/conversion.
- Developing synchronization criteria.
- Developing test facilities.
- Ascertaining completion criteria.

**Due to the fact that no rehosting projects are the same, and to possible geographical/time-zone differences, these should be used for guidance only. Some steps indicated are optional.*

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