

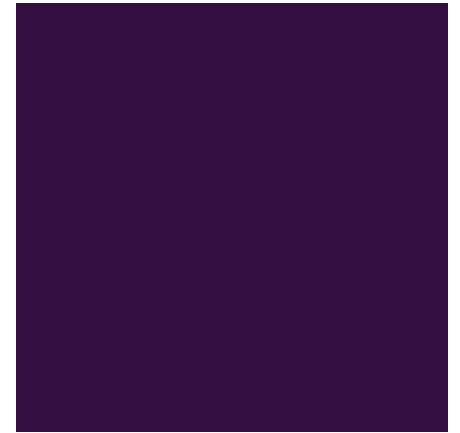
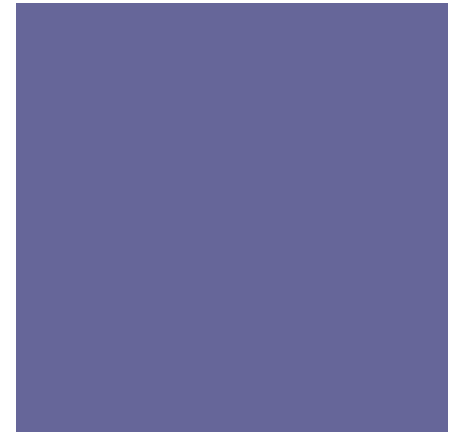
## Open meeting

COSMIC International Advisory Council

# + Structure of the meeting

- Welcome
- Formal agenda
- Development agenda





# Welcome

COSMIC International Advisory Council

# + Welcome

- Introduction of new IAC members
- Introduction round
- Dinner arrangement  
*chef's table in the Club room (promenade deck)*



# + New IAC members

- Denis Krizanovic *from Australia*
- Sanae Saadaoui *from Belgium*
- Nelly Condori Fernandez *from Spain*
- Pablo Rodriguez Soria *from Spain*



# + Short introduction

- Your name
- Your organization
- Your experience with the COSMIC method





# Formal agenda 2014

COSMIC Executive Committee

# + Formal agenda

- Minutes of the Ankara meeting
- Financial statement







# Income statement

## COSMIC - INCOME STATEMENT

OCTOBER 2013 to SEPTEMBER 2014

2014

2013

	Current year	Last Year
<b>INCOME</b>		
Proceeds from certification exam	€ 8 862	€ 7 548
Interest on cash account	€ 8	€ 15
	<u>€ 8 870</u>	<u>€ 7 563</u>
<b>EXPENSES</b>		
Conference hosting fees	€ 0	€ 0
Certification exam fees (Software tool usage)	€ 46	€ 0
Licencing, taxes & permits	€ 23	€ 0
Miscellaneous expenses	€ 0	€ 0
Bank fees	€ 255	€ 84
Profit (loss) on exchange rate	€ 4	€ 165
	<u>€ 327</u>	<u>€ 250</u>
<b>NET ANNUAL BENEFITS</b>	<u><u>€ 8 543</u></u>	<u><u>€ 7 313</u></u>

Exchange rate (CAD / Euro)

0,71079

2014-10-05

# + Balance sheet

## COSMIC - BALANCE SHEET

OCTOBER 2013 to SEPTEMBER 2014

	2014 Current year	2013 Last year
<b>ASSET</b>		
Cash	€ 28 832	€ 19 217
Accounts receivable	€ 800	€ 1 868
	<u>€ 29 632</u>	<u>€ 21 085</u>
<b>LIABILITIES</b>		
Liabilities	€ 4	€ 0
	<u>€ 4</u>	<u>€ 0</u>
<b>NET WORTH</b>		
Accumulated benefits	€ 21 085	€ 13 772
Annual benefit (or loss)	€ 8 543	€ 7 313
	<u>€ 29 628</u>	<u>€ 21 085</u>
	<u>€ 29 632</u>	<u>€ 21 085</u>
Exchange rate (CAD / Euro)	0,71079	0,71089
	2014-10-05	2013-10-17

# + Financial highlights

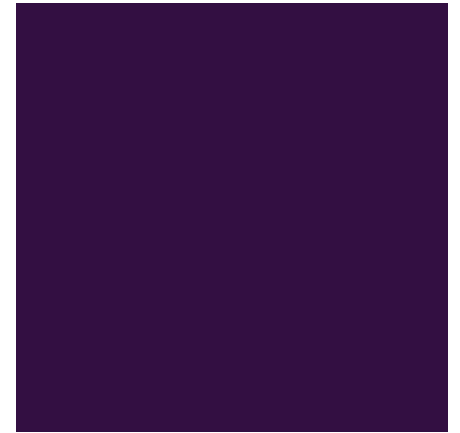
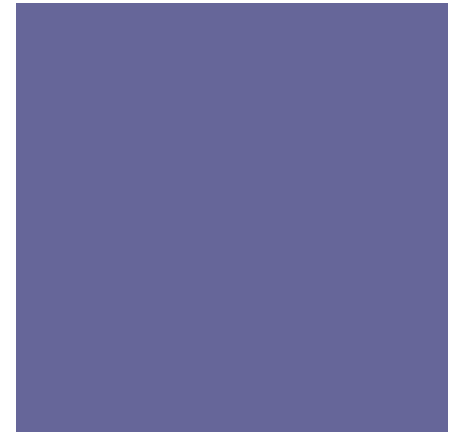
- HSBC closing of bank accounts (all SMB)
- New bank accounts opened at Desjardins, a cooperative banking organization
- New COSMIC constitution deposited to Industry Canada to abide the new law for Not-for-Profit Organizations
- Income tax reports sent to both government tax agencies (Quebec and Canada)
- Waiting for feedback from them



# + Formal agenda *(Continued)*

- Constitution 2.0
- Formalization of committees
- Annual report 2013





## Development agenda

Progress on the COSMIC method

# + COSMIC method version 4.0



- Easier to understand  
more diagrams, clearer examples, etc
- Incorporates 5 existing MUB's
- No changes needed in basic principles
- Existing measurements should remain valid
- New 'Introduction' document
- Translations have revealed some errata  
Issue v4.0.1 early 2015
- Already > 1000 downloads





# Cooperation with other Software Metrics Associations



- Proposed to IFPUG that we try to avoid competing. Instead collaborate to grow the software metrics market
- Proposed joint publications on:
  - Benefits of FSM and metrics in general
  - Taxonomy of NFR terms
- Other:
  - Translations of COSMIC publications via SMA SIG's, e.g. NESMA?
  - COSMIC/ISBSG benchmarking initiative
  - Collaborate with FiSMA on 'Northern Scope'?
  - Collaborate with UKSMA on Defect Standard?
  - Contribute to MAIN



# + NFR Guideline



- Contents:
- Understanding NFR
- A classification structure for NFR
- How to deal with NFR's in project performance comparisons and when estimating for new projects
- Examples of functional size measurement of NFR's
- Measurement of NFR's (for the future)
- Glossary of candidate NFR terms





# + Approximation guideline

- Very important in industry
- Approximately nearly ready





# Report on certification 2014

Jean-Marc Desharnais

# + Language of certifications exams



- Exams were mainly in Polish (101)
- 5 in Italian
- 9 in English



# + Countries of certification exams



- Certification exam from 4 countries.
- Distribution by countries:
  - Canada 2
  - Italy 5
  - Mexico 7
  - Poland 101
- Others
  - 3 certification exams online



# + Activities



- Creation of the certification exam version 4.0
- Creation of an online certification exam (version 4.0)
- Two dummy test and three live test for online certification exam: 2 live tests went well (Italy and India) and 1 had some difficulties (Mexico)
- To do:
  - to continue to test the certification exam online. Need more volunteers.
  - to eventually propose online certification but with a proctor
- Note: from our online certification exam experience it shows that the online certification exam save time and could be more secure, but still need to rely on a proctor.



# COSMIC CERTIFICATION

## ADVANCED LEVEL



Polskie Stowarzyszenie  
Miar Oprogramowania

**SS ROTTERDAM**  
**October 6, 2014**

- level of certification depends on the level of knowledge eg OCUP (OMG Certified UML Professional)
- high level certificate requires documented experience eg PMP (7500 hours of experience)
- different application areas means different exam and certificate eg CISM (Certified Information Security Manager), CISA (Certified Information Systems Auditor)

- COSMIC method delivers rules and concepts about measurement
- to put it into practice, we need to embed it in a specific domain and type of FUR specification – some rules and concepts need to be defined
- at the intersection of COSMIC and specific domain appear new issues, good practices, etc.



# concerning COSMIC domains



Polskie Stowarzyszenie  
Miar Oprogramowania

25

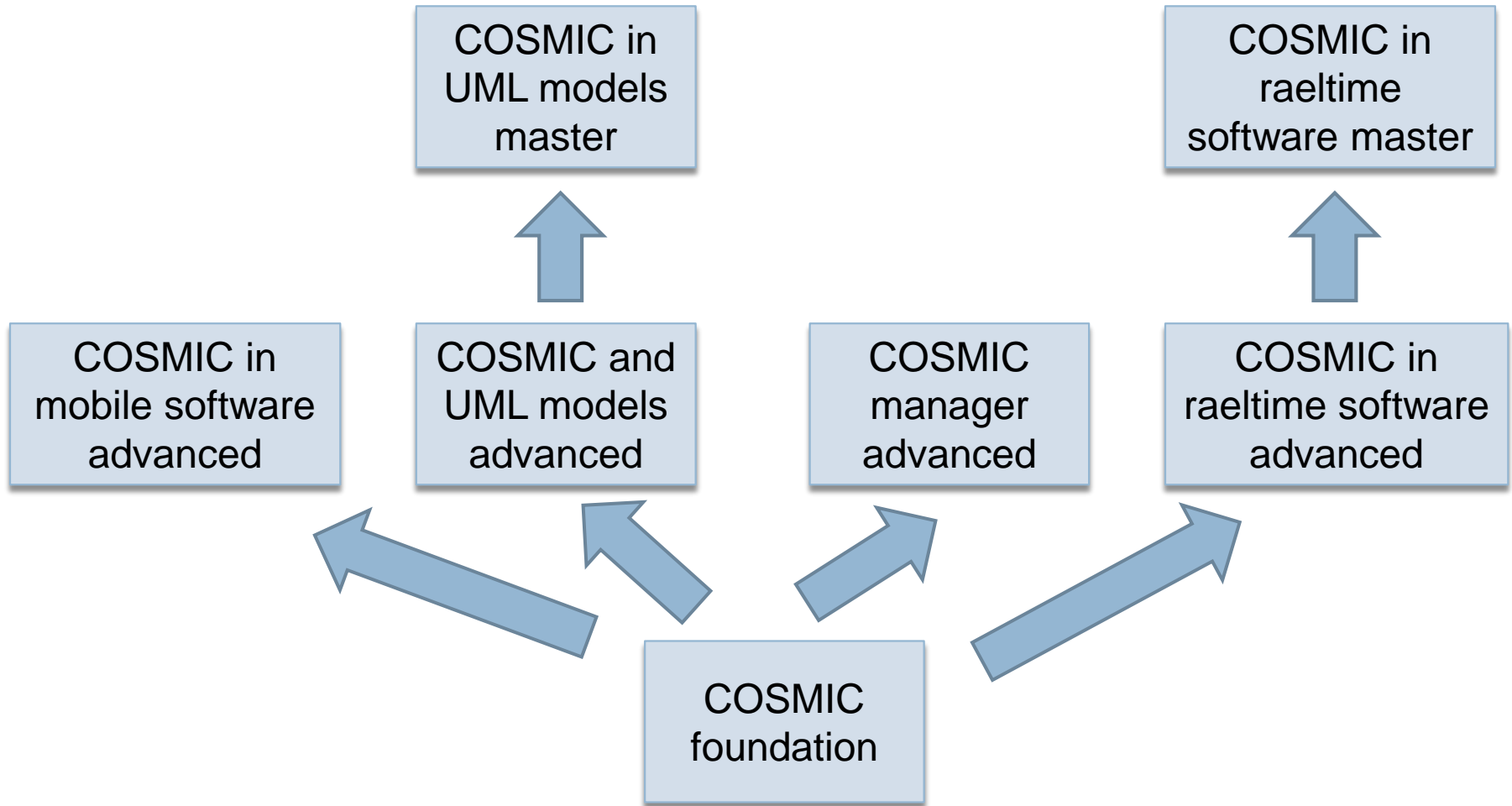
- type of software
  - ▣ business
  - ▣ real-time
  - ▣ mobile
- FUR specification
  - ▣ UML (for business and mobile software)
  - ▣ SimuLINK (for real-time software)
- application area
  - ▣ project estimating and budgeting
  - ▣ project management
  - ▣ automation of measure

Every one of these domains uses COSMIC on its own way, so every domain creates a new package of specific knowledge

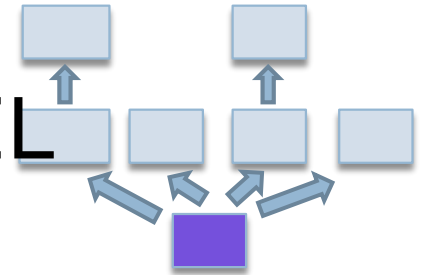
That is why advanced knowledge of the COSMIC is associated with a particular domain.

Therefore level advanced exam should refer to a specific domain and there should be several exams instead of one.

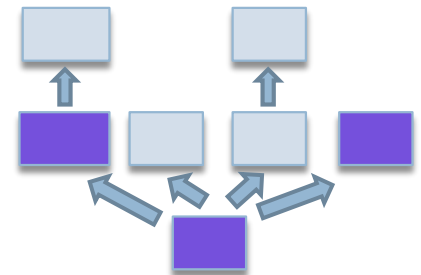
# COSMIC advanced level



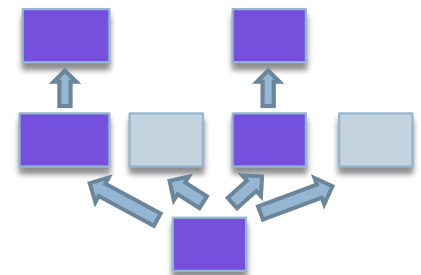
## COSMIC FOUNDATION LEVEL



## COSMIC ADVANCED LEVEL



## COSMIC MASTER LEVEL





## Development agenda *(continued)*

Progress on the COSMIC method

# + Development agenda *(continued)*

- Next level certification
- Automation of COSMIC measurement from UML
- Marketing & PR
- New website



# COSMIC Marketing Strategy

(based on inputs received from the  
COSMIC team)

# Marketing Strategy - Basis

- Analyze Strength, Weakness, Threats and Opportunities
- Shift Communications from 'Methods & Rules' to 'Values and benefits'
- Identify different audiences (market segments) and have collaterals, specific strategy to deal with them



# SWOT – Analysis (CS)

<p><b>STRENGTHS</b></p> <p>Fundamental principles &amp; stability of the method. Method fits well with modern RE methods, Agile, infrastructure software, components, real-time software. Open, free documents, translations, supporting documents (Guidelines, etc). Academic/research interest.</p>	<p><b>WEAKNESS</b></p> <p>Relatively difficult method to learn. Very few training courses (this was left to the market, but it has not responded). No paying members, so low income Web-site is OK but needs updating. Volunteer basis is limited. Several IAC members do nothing for us. No Guideline yet on estimating or NFR. Limited benchmark data. No expert level certification exam. Limited case studies. Marketing! Inertia in the metrics market (organizations do not want to have to discard all their existing measurements and experience</p>
<p><b>THREATS</b></p> <p>IFPUG (as a competitor). SNAP (in the short term). Poor software industry acceptance of metrics. Benchmarking companies, e.g. Gartner, who try to persuade companies to use FPA, Estimating tool companies that convert CFP to FP to SLOC as input, Caper Jones propaganda about FPA.</p>	<p><b>OPPORTUNITIES</b></p> <p>IFPUG if we could persuade them to collaborate and accept COSMIC. On-line or video training courses via YouTube or for download from cosmicon, or webinars. On-line certification at Foundation level. Collaborate with FiSMA to promote unit pricing (Northern Scope). Convertibility Guideline. We can help the software industry do a better job of delivering to time and budget.</p>

# Market segments (audience) & Strategy

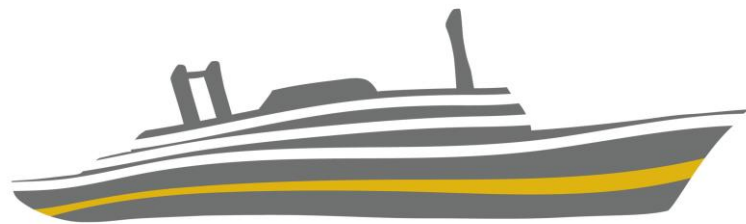
Market	Promotion Strategy
Project Managers	<p>COSMIC Value document in alignment with PMBOK</p> <p>Presentation in local chapters</p> <p>Identify and work with influencers in PMI for PMBOK Extension</p> <p>Inviting Local chairs of PMI chapters for any talk/seminars related to FSM/Measurements</p>
CIOs/ Top Management	<p>Simple presentation set on ' Value of Functional Sizing' which can lead them to trigger further exploration of COSMIC.</p> <p>A simple 'COSMIC Guide' book (different from Manual in the way talking to audience) to supplement PPT which can be used by next level staff to advice management.</p> <p>Video interviews from Top Management on how they perceive value of COSMIC FSM.</p>

# Market segments (audience) & Strategy

Market	Promotion Strategy
Early COSMIC adaptors/ Measurers	<p>On-line Certification Examination</p> <p>Good number of good case studies – different domains/ technologies/multi-layer</p> <p>On-line training materials – You tube?</p> <p>Increase bench mark data – Provide ‘Certificate’ based on data submitted for COSMIC benchmarking</p> <p>Annual Awards</p>
Experienced IT Professionals	<p>Periodically publishing articles communicating value of COSMIC:</p> <p>Writing articles in Trade journals (Automobile, Avionics, Supply chain...etc)</p> <p>Writing articles in Computer Journals (Data Quest, Computer world...)</p>

# Market segments (audience) & Strategy

Market	Promotion Strategy
Software Metrics Associations;	Speaking at National/ International Conferences; How COSMIC can go with IFPUG Recognize through COSMIC Annual Awards
Trainers/ Consultants	Shifting to 'Quantity Surveyors', 'Scope Managers'. 'Contract Auditors'
Professional Computer Societies	
Software Industry Trade Associations	
Others	



SS ROTTERDAM

Diner time

20.00

Club Room (promenade deck)