Technical and Managerial Challenges Using S1000D in Practice

Melissa Pennline
VP of Global Sales and Marketing
OneStrand Inc.
Melissa.Pennline@onstrand.com
DMRL, is more than just a list of DMs!

The DMRL is...

- your starting point for the DM delivery
- your cost structure
- your schedule
- your budget
- And, not just the DM list associated to a delivery!
• What is your profit margin?
  • Management Transparency
  • “Your profit is... FILL IN WITH FACTS AND DATA!”

<table>
<thead>
<tr>
<th>Description</th>
<th>Details</th>
<th>Formula</th>
</tr>
</thead>
<tbody>
<tr>
<td>Man Year equals</td>
<td>1860 hours</td>
<td>Given #</td>
</tr>
<tr>
<td>How many years is the contract</td>
<td>3 years</td>
<td>Given #</td>
</tr>
<tr>
<td>Total hours for per each employee for life of contract</td>
<td>5580 hours</td>
<td>Man Yr * contract years</td>
</tr>
<tr>
<td>Average salary (This includes admin, management, benefits, and material costs) in the employee average</td>
<td>$ 60.00 dollars</td>
<td>Given #</td>
</tr>
<tr>
<td>Total dollar amount on a per employee</td>
<td>$ 334,800.00 dollars</td>
<td>Per employee hours * Salary</td>
</tr>
<tr>
<td>Contract is worth</td>
<td>$ 1,800,000.00 dollars</td>
<td>Given #</td>
</tr>
<tr>
<td>Amount of employess to break even</td>
<td>5.38 number</td>
<td>Contract worth / Total $ amount per employee</td>
</tr>
</tbody>
</table>
“Document, document, document!”

• Estimating based on facts to support the...
  • Initial development (the entire time to achieve final initial delivery)
    • Initial
    • Quality
    • Validation/Verification (Val/Ver)
    • Delivery
  • Revision life-cycle
  • Revised for Applicability
Chasing a Moving Target

• Can you answer the following questions?
  • What source data is available?
  • Is there released engineering (i.e., signed off)?
  • How many WPs are you converting?
  • How many troubleshooting tasks are identified in the troubleshooting manual?
  • RPSTLs? IPDs? IPCs?
Digital vs Paper

• Estimating a digital manual as a paper manual starts with..
  • Educate & Support
  • Estimating a new S1000D project “per page”
  • How many pages per DM?
  • 50/50 gamble
  • Paper is of the past!
Thank you for your attention!

Questions?