







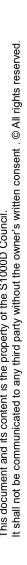
# Technical and Managerial Challenges Using S1000D in Practice

#### Melissa Pennline

VP of Global Sales and Marketing OneStrand Inc.

Melissa.Pennline@onestrand.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!"

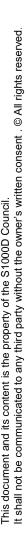
Description		Details		Formula
Man Year equals		1860	hours	Given #
How many years is the contract		3	years	Given #
Total hours for per each employee for		5580	hours	Man Yr * contract years
life of contract				
Average salary (This includes admin,				
management, benefits, and material	\$	60.00	dollars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





#### "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?**