

Why Upgrade?



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A 3D wireframe head, resembling a stylized human face, is the central focus. The head is composed of numerous small, light-colored polygons that form its structure. The surface of the head is heavily fragmented and cracked, with many of the polygons missing or displaced, giving it a shattered and incomplete appearance. The head is set against a dark, almost black background. On the right side of the image, there is a bright, glowing orange-red light source, which creates a strong lens flare and illuminates the right side of the head and the surrounding space. The overall mood is one of transformation, decay, or a state of being in flux.

Why Change?



The Business Environment Changes.

With that, the Business Process changes.

With that technology changes to assist The
Business Process.

Technology is not The Business Process.

Problem: Regulation

Government Loves New Legislation

Examples:

HIPAA: Health Insurance Portability and Accountability Act

COPPA: Children's Online Privacy Protection Act (1998)

Problem: Standards



Industry Standards

ISO-*****

PCI DSS: Payment Card Industry Data Security Standard

Problem: Responsiveness

Speed to which a response can be made to a request.

NOT “How fast it appears on the screen.”

“How much trouble do I have to go through to get an answer to this?”

Look at the business process!

Is there collaboration happening?

Integration to other data base/service needed?

Problem: Throughput

Amount of start to finish work load typically performed by a transaction.

Transactions are the work being performed by the business activity – not the database

Bottlenecks in the business process not the technology

How long do I have to wait for an answer?

Problem: Economy



Reducing avg cost of services

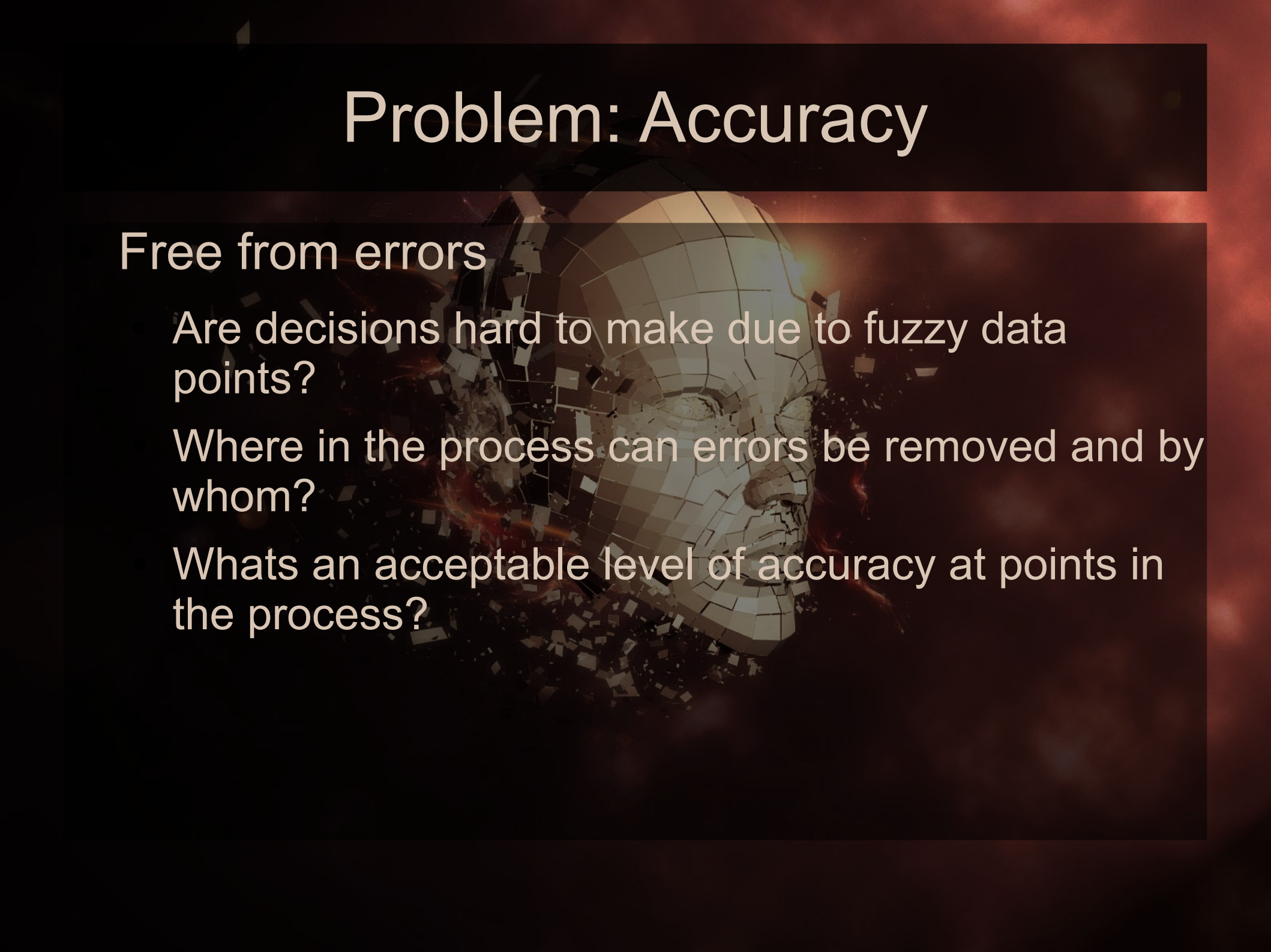
Change of hardware and operating system?

Change of architecture (aka chui to web)?

What can be consolidated?

What should be discontinued?

Problem: Accuracy



Free from errors

Are decisions hard to make due to fuzzy data points?

Where in the process can errors be removed and by whom?

Whats an acceptable level of accuracy at points in the process?

Problem: Reliability

Improving the consistency of accuracy

This is a business process aided by technology.



Problem: Security

Protection from

Fraud

Cracking/Phishing

Data/Presentation Vandalism

Improper Access

Sabotage

Compliance with

Government Regulation

Industry Standards

Problem: Information



Not enough information for decision making no matter what the level

Analysis Tools

ODBC/JDBC drivers for analysis tools

Upgrades in ODBC/JDBC versions to match connection points.

Career Relevancy



Few developers want to be left behind – they will leave the company before allowing that to happen.

Frustration when developing something with old tools when they know something is already out there.

Formulae Of Success



Productivity = Motivation + Capability

Formulae Of Success



Capability = Skills + Tools

Formulae Of Success



Skills = Experience + Education + Training +
Practices

Formulae Of Success



Practices = Policies + Development + Recognition
+ Expectations

Formulae Of Success

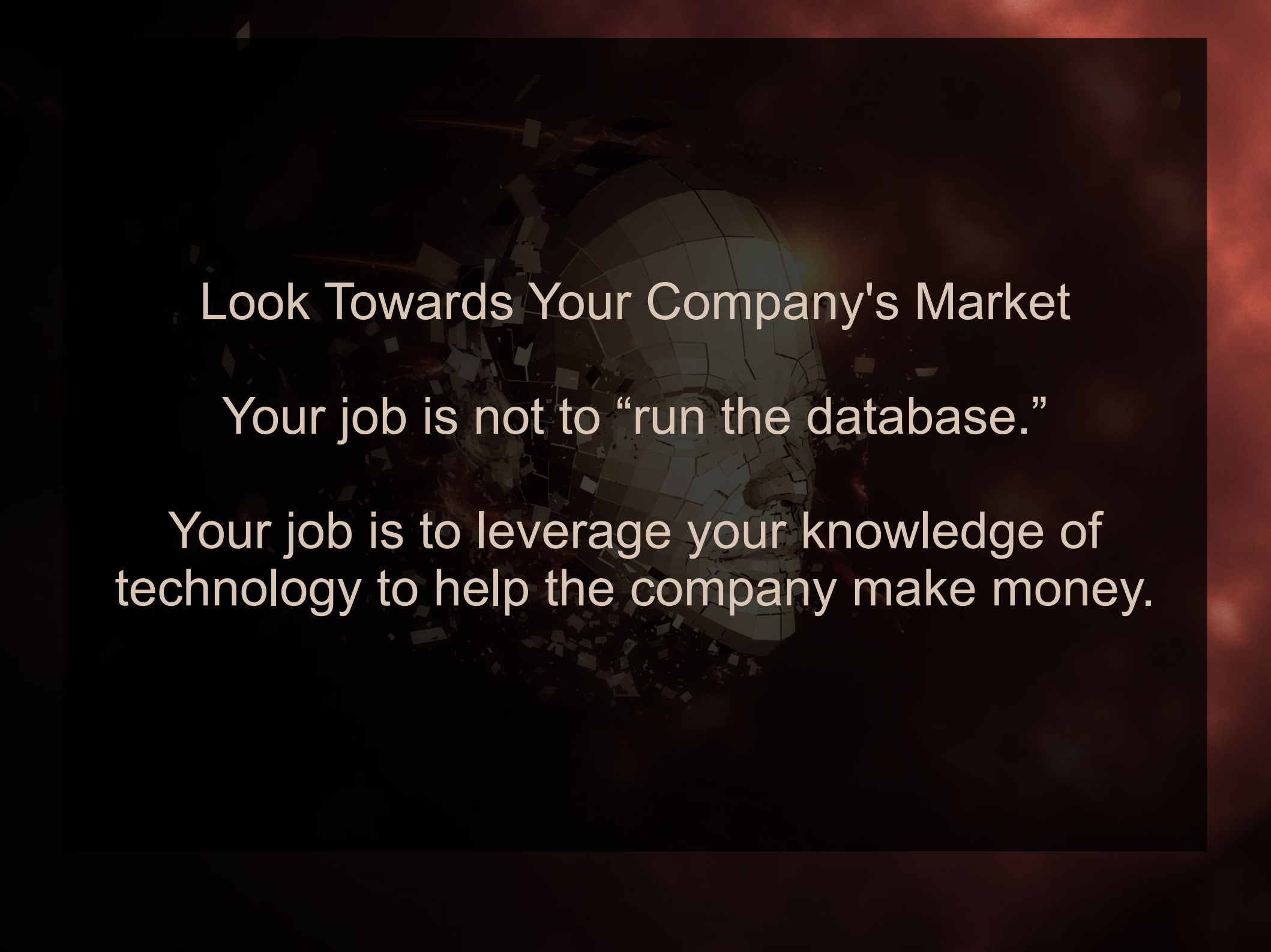


Quality = Functionality + Reliability + Integrity +
Efficiency + Maintainability + Ease Of Use +
Flexibility + Uniqueness + Satisfaction

Formulae Of Success



Management = Plan + Organize + Direct + Control
+ Staff



Look Towards Your Company's Market

Your job is not to “run the database.”

Your job is to leverage your knowledge of technology to help the company make money.

Marketing Mix Variables



Product/Service

Price

Promotion

Place/Distribution

How can you help with these?

SWOT Analysis



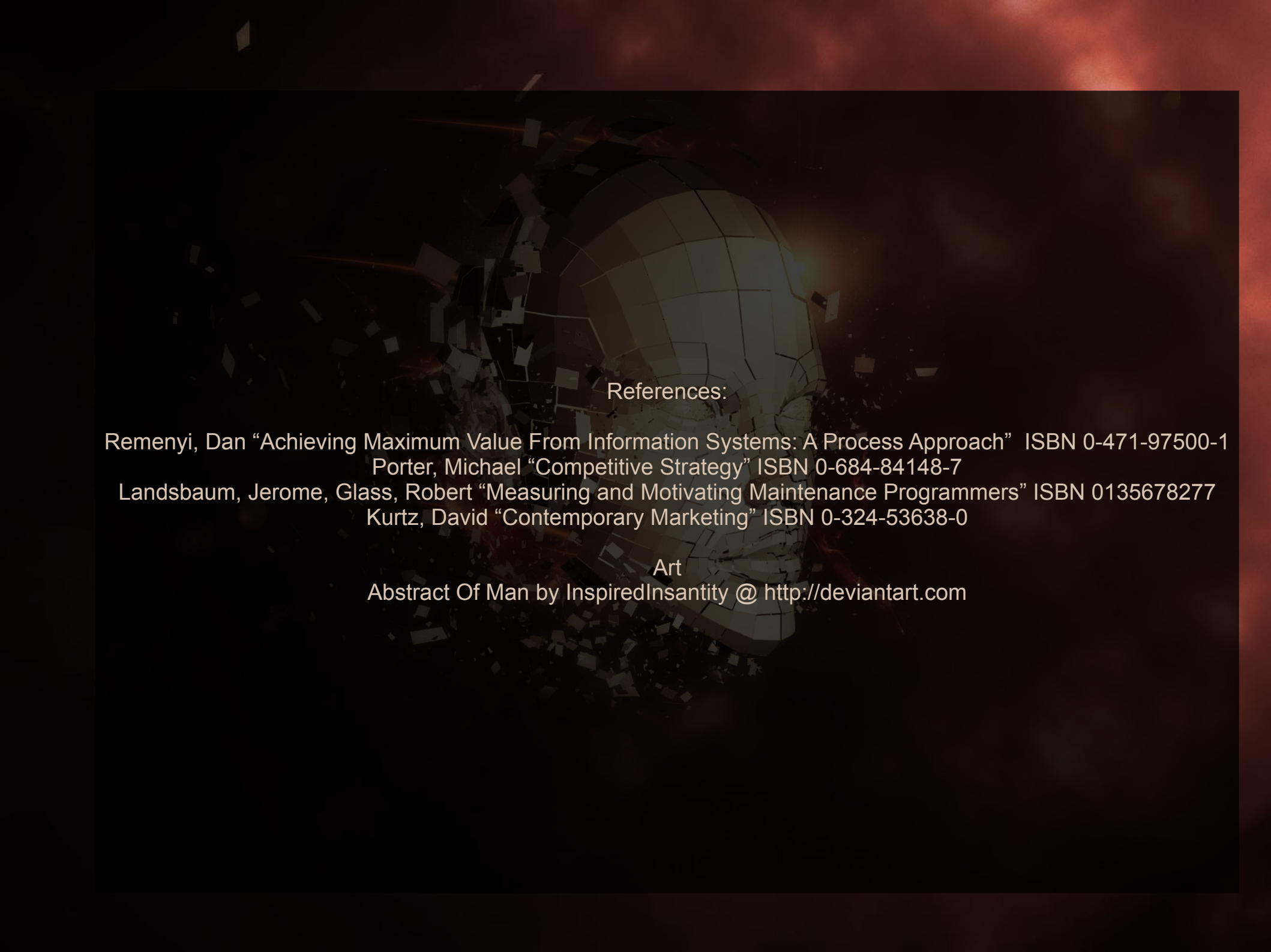
Strengths

Weaknesses

Opportunities

Threats

How can you help with these?



References:

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Art

Abstract Of Man by InspiredInsanity @ <http://deviantart.com>