

## ZAPTHINK ZAPNOTE™

### ADEA SOLUTIONS *RIGOROUS PROJECT METHODOLOGY FOR LOWERING THE RISK OF SOA ENGAGEMENTS*

*Analyst: Jason Bloomberg*

#### **Abstract**

Adea Solutions is an IT solutions and services company with over 1,700 team members in six countries. They leverage technology to create business value for clients in the communications, retail/consumer, healthcare/life sciences, and government industries. They offer an adaptable global delivery model and a rigorous SOA project methodology that lowers the risks of SOA projects, focusing on process decomposition, Service domain composition, and Service prioritization.

All Contents Copyright © 2005 ZapThink, LLC. All rights reserved. Reproduction of this publication in any form without prior written permission is forbidden. The information contained herein has been obtained from sources believed to be reliable. ZapThink disclaims all warranties as to the accuracy, completeness or adequacy of such information. ZapThink shall have no liability for errors, omissions or inadequacies in the information contained herein or for interpretations thereof. The reader assumes sole responsibility for the selection of these materials to achieve its intended results. The opinions expressed herein are subject to change without notice. All trademarks, service marks, and trade names are trademarked by their respective owners and ZapThink makes no claims to these names.



## Process-Centric PSO

Dallas-based Adea Solutions is an IT solutions and services company with over 1,700 people in six countries. Founded in 1996, they have expanded upon their roots as a staffing augmentation company to become a diverse professional services firm covering the communications, retail/consumer, government, and healthcare/life sciences markets. They are a Capability Maturity Model Integration (CMMi) Level 5 company, signifying an internal focus on documented processes. They leverage this process-centric approach within their Service-Oriented Architecture (SOA) practice as well. They offer a global engagement model and an international subsidiary that represents their operations in Europe and Asia.

## Tackling the Right SOA Project

Adea runs their SOA planning engagements out of their Strategic Services practice, and their SOA implementations out of their Development and Integration Services practice. Their key differentiator for their SOA approach is their methodology for planning and executing SOA engagements that aligns their clients' business goals with the technology implementation, while lowering the risk to Adea as well as the client. This methodology leverages their internal process expertise for both midsize and large clients across verticals as well as geographic locations. In addition, Adea's SOA methodology even works well in problematic client situations, for example, where the client's IT department has lost the trust of executive management due to a history of failed projects or cost overruns. In such situations, it can be essential to show a client how they can begin their move to SOA without the need to budget any additional funds.

Adea works with the client to devise an incremental roadmap within their existing IT project portfolio—in particular, a small project with good ROI that the client can document as an example of SOA success. Adea identifies such candidate projects from within their clients' existing portfolio of projects by looking for "low hanging fruit" in the existing IT portfolio. In this way, their clients' first SOA projects come out of funds they have already budgeted.

This incremental roadmap approach also mitigates another one of the risk factors involving SOA projects that Adea has identified: the risks that result when IT drives the SOA initiative. In such situations, Adea looks to converge the business and technology vocabularies, improving the alignment between the business drivers and the IT functionality. Such alignment is at a more fine-grained level than the more basic strategic alignment between business and IT that all IT projects should have.

Adea's SOA approach also leverages their clients' existing project portfolios. It is surprising how much prior completed work their clients tend to ignore when embarking on an SOA initiative. As a result, Adea attempts to resurface these prior efforts and use them as input.

Thank you for reading ZapThink research! ZapThink is an IT advisory and analysis firm that provides trusted advice and critical insight into the architectural and organizational changes brought about by the movement to XML, Web Services, and Service Orientation. We provide our three target audiences of IT vendors, service providers and end-users a clear roadmap for standards-based, loosely coupled distributed computing – a vision of IT meeting the needs of the agile business.

Earn rewards for reading ZapThink research! Visit [www.zapthink.com/credit](http://www.zapthink.com/credit) and enter the code **ADEASN**. We'll reward you with ZapCredits that you can use to obtain free research, ZapGear, and more! For more information about ZapThink products and services, please call us at +1-781-207-0203, or drop us an email at [info@zapthink.com](mailto:info@zapthink.com).



## Tackling the SOA Project Right

Adea's SOA methodology has four core steps:

1. process decomposition
2. Service domain and subdomain composition
3. Service prioritization
4. Determination of candidate projects

Adea Solutions accelerates the adoption of SOA by first focusing on the business issues. They begin with the client's use cases as with any engagement. Then they decompose the processes specified in the use cases to derive functions from those use cases, and use those functions to create candidate Service domains, subdomains, and individual Services. The challenge is how to articulate what Services will be most appropriate in the client's environment. Their functional decomposition approach focuses on specifying Services to maximize reuse.

Service domains tend to have clear business owners who are often business experts with domain expertise. An example of such a domain is "order management." Subdomains then have a finer granularity than the domains. Once they have defined the domains and subdomains, they then look at discovering the appropriate Services and prioritizing them within the context of the business taxonomy. They work with the business user to rank priorities for the Services. Eventually, they identify the Services which are a top priority for the client. Once Adea has determined the top priority Services, they further refine the ROI calculation for building those Services, since they have only had an approximate ROI up to this point in the project. For customers with some success building Services, Adea can measure ROI vs. their existing IT portfolio, including how to reallocate resources and money for a higher ROI.

## The ZapThink Take

Adea Solutions is a great example of a company that takes a rigorous project methodology and engagement process to planning and building SOA implementations. Because of their careful attention to following such processes, they are able to tackle riskier SOA projects than other firms might attempt, including clients with untrusted IT departments, lack of budget for new projects, or projects with insufficient business involvement. Fortunately for Adea, there are many such problems out there.

## Adea Solutions Services

### Strategic Services, Development and Integration Services

#### Overview:

Adea offers SOA planning and implementation services offered via a rigorous project methodology and client engagement process. Adea's methodology includes process decomposition, Service domain and subdomain composition, Service prioritization, and the determination of candidate projects, in advance of implementation.

#### Value Proposition:

Adea's approach to SOA engagements lowers the project risk for both the client and for Adea, enabling Adea to bring in projects on time and under budget, even if they are particularly risky.

Profile: Adea Solutions	March 2005
Funding:	Privately held
CEO and Chairman:	Abid H. Abedi
Employees:	Over 1,700
Services:	Strategic Services, Development and Integration Services
Address:	7701 Las Colinas Ridge 8th Floor Irving, TX 75063
URL:	<a href="http://www.adeasolutions.com">http://www.adeasolutions.com</a>
Main Phone:	972-764-1700
Contact:	<a href="mailto:sales@adeasolutions.com">sales@adeasolutions.com</a>

## Related Research

- *SOA Consulting* Foundation Report (ZTR-WS109)
- *Wipro* ZapNote (ZTZN-1168)
- *Tier1 Innovation* ZapNote (ZTZN-1169)
- *MphasiS* ZapNote (ZTZN-1151)
- *EDS* ZapNote (ZTZN-1154)
- *Accenture* ZapNote (ZTZN-1155)
- *SAIC* ZapNote (ZTZN-1160)
- *Infosys* ZapNote (ZTZN-1162)
- *Samsung SDS* ZapNote (ZTZN-1163)
- *ThoughtWorks* ZapNote (ZTZN-1170)



## About ZapThink, LLC

ZapThink is an IT advisory and analysis firm that provides trusted advice and critical insight into the architectural and organizational changes brought about by the movement to XML, Web Services, and Service Orientation. We provide our three target audiences of IT vendors, service providers and end-users a clear roadmap for standards-based, loosely coupled distributed computing – a vision of IT meeting the needs of the agile business.

ZapThink helps its customers in three ways: by helping companies understand IT products and services in the context of Service-Oriented Architecture (SOA) and the vision of Service Orientation, by providing guidance into emerging best practices for Web Services and SOA adoption, and by bringing together all our audiences into a network that provides business value and expertise to each member of the network.

ZapThink provides market intelligence to IT vendors and professional services firms that offer XML and Web Services-based products and services in order to help them understand their competitive landscape, plan their product roadmaps, and communicate their value proposition to their customers within the context of Service Orientation.

ZapThink provides guidance and expertise to professional services firms to help them grow and innovate their services as well as promote their capabilities to end-users and vendors looking to grow their businesses.

ZapThink also provides implementation intelligence to IT users who are seeking guidance and clarity into the best practices for planning and implementing SOA, including how to assemble the available products and services into a coherent plan.

ZapThink's senior analysts are widely regarded as the "go to analysts" for XML, Web Services, and SOA by vendors, end-users, and the press. Respected for their candid, insightful opinions, they are in great demand as speakers, and have presented at conferences and industry events around the world. They are among the most quoted industry analysts in the IT industry.

ZapThink was founded in October 2000 and is headquartered in Waltham, Massachusetts. Its customers include Global 1000 firms and government organizations, as well as many emerging businesses. Its analysts have worked at such firms as IDC, marchFIRST, and ChannelWave, and have sat on the working group committees for standards bodies such as RosettaNet, UDDI, and ebXML.

Call, email, or visit the ZapThink Web site to learn more about how ZapThink can help you to better understand how SOA will impact your business or organization.

### **ZAPTHINK CONTACT:**

ZapThink, LLC  
11 Willow Street, Suite 200  
Waltham, MA 02453  
Phone: +1 (781) 207 0203  
Fax: +1 (786) 524 3186  
[info@zapthink.com](mailto:info@zapthink.com)  
[www.zapthink.com](http://www.zapthink.com)

