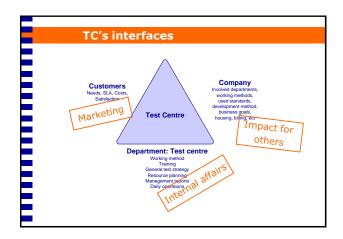
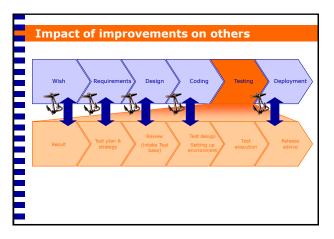


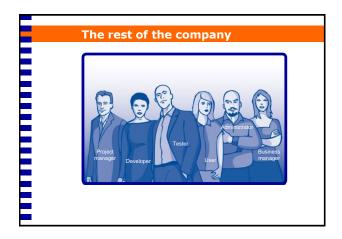


## Problems within maintenance dep. \* High work pressure \* Combining test work and operational tasks \* Dissatisfied customers \* Unplanned bug fix releases \* Projects added to the release at late stage \* Extra releases require to much test capacity

	Project	Change
Time line	Weeks to months	Hours to wee
Repetition	Unique	Many
Regression testing	Limited	Extensive
History	No	Yes
Impact	Known	Known ?
Involvement	Project organization	Maintenance department

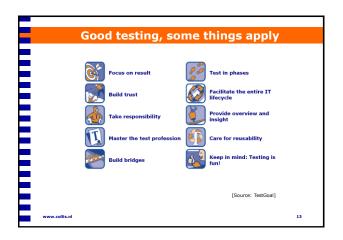


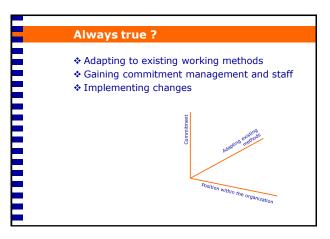


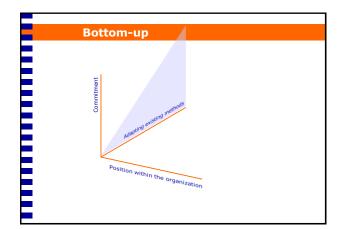


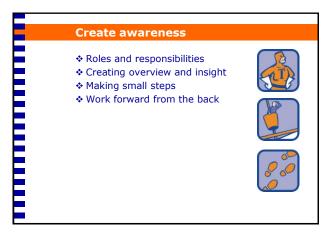


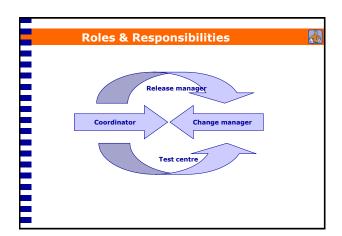


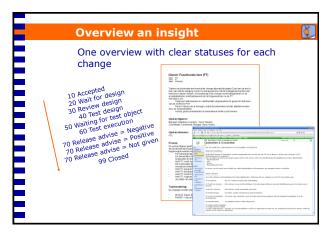




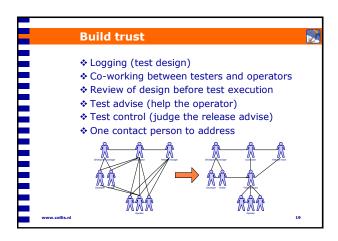




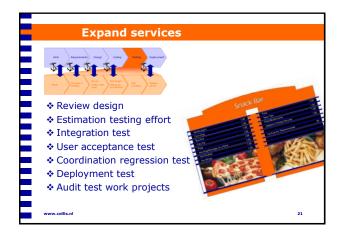


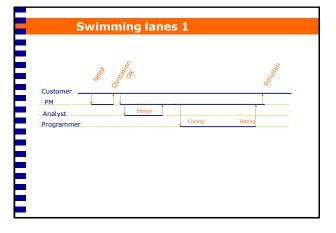


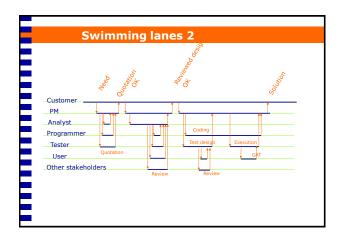


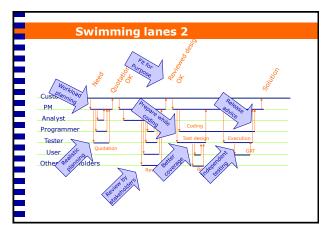






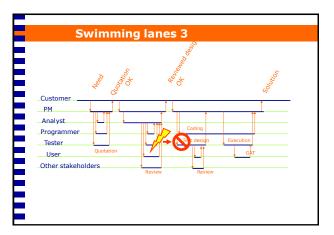


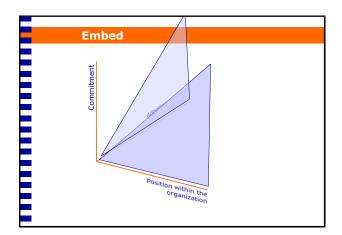












Customers

Do not force them to use your services
Seduce them to be helped

Thus
Provide added value for each customer
Be flexible
Provide clear information on what to expect
Report on key assets

The organization is a customer too...

