

Lean Integration

Translating an Innovative Agile Approach into Business Value

John Schmidt
VP, Global Integration Services
Informatica

 **INFORMATICA®**

Discussion topics

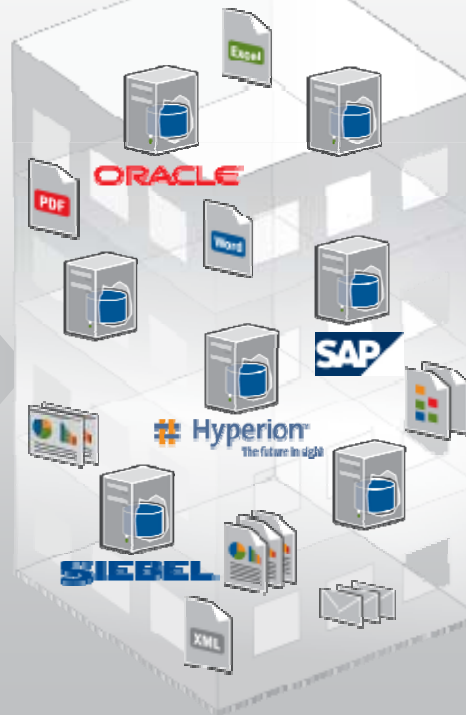
- **The Big Idea, and Why Lean**
- **The 7 Principles of Lean Integration**
- **Next Steps**

Data Driven Enterprise: Using data for competitive advantage

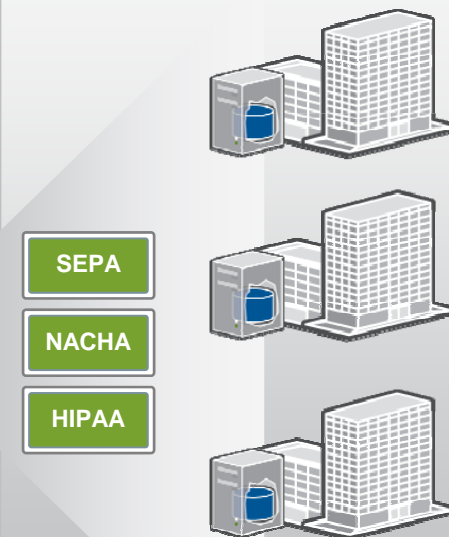
Cloud Computing



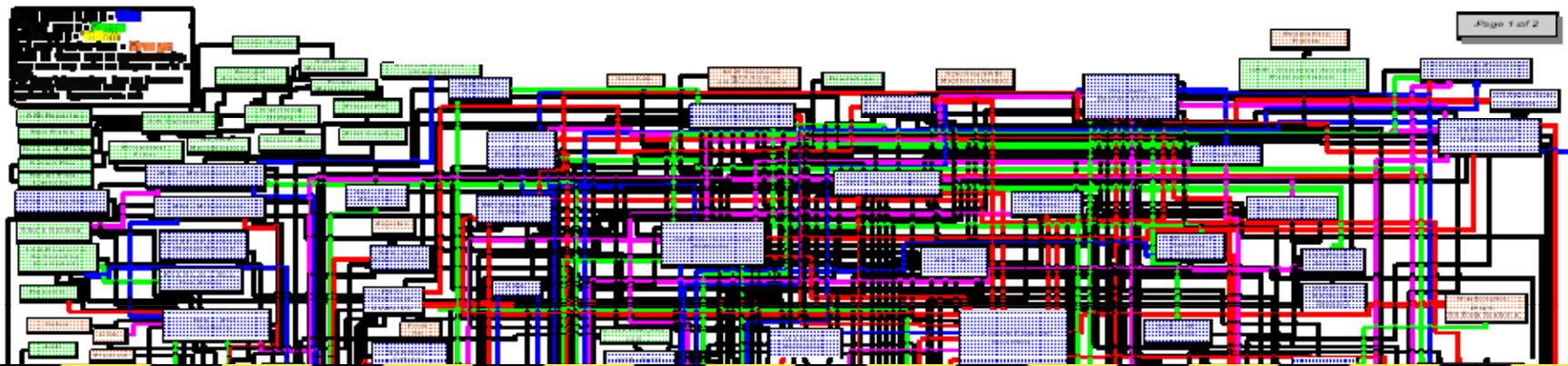
Traditional Enterprise



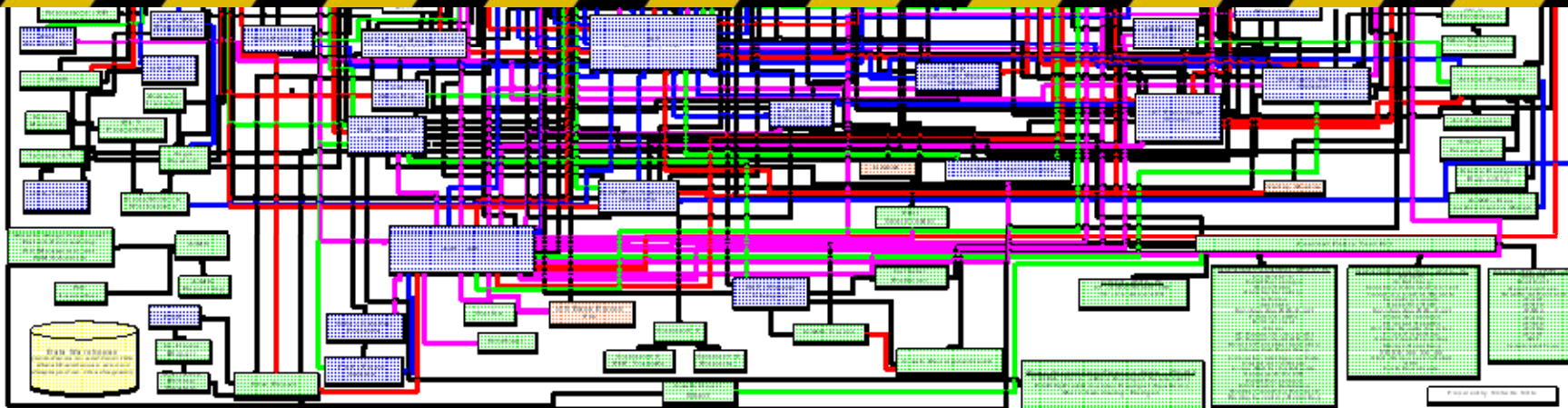
Partner Trading Network (B2B)



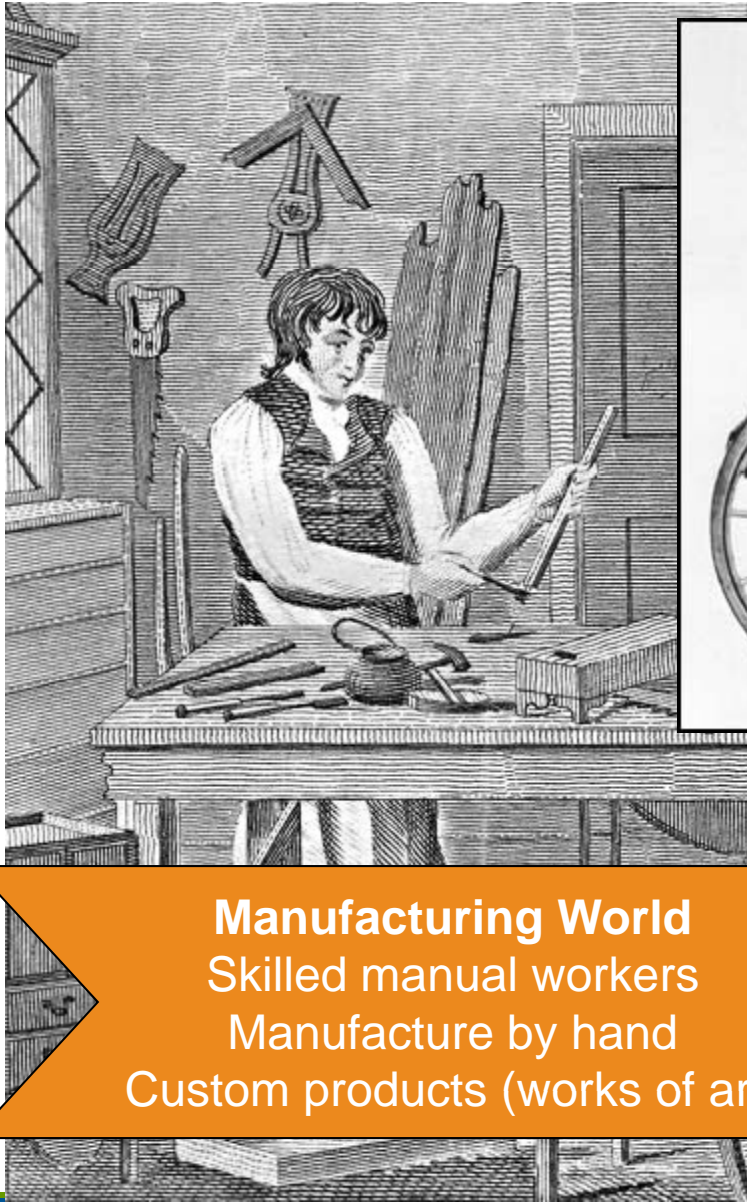
Problem: Data chaos results from unnecessary complexity



Root Cause - Integrations manufactured as custom point solutions



Craftsman Approach – Custom Development



Manufacturing World
Skilled manual workers
Manufacture by hand
Custom products (works of art)

Integration World
Skilled IT Specialists
Hand coding
Custom integration points

Assembly Line Approach



Benefits
Consistent Quality
Lower Cost



Manufacturing World
Dedicated skilled labor
Standard Tools
Mass production

Integration World
Dedicated skilled labor
Standard Tools
Periodic Large Releases

Modern Factory Approach – Automated flow of materials and information



Benefits

Low cost AND high quality
Exactly the way you want it

United States Buy Online or Call 1-877-671-3355 Sign In Cart

Shop Support Community Keyword Search

Solutions Services Systems Printer Software Accessories TechCenter View All

Large Business

Select Components

1. COMPONENTS 2. SERVICES & SUPPORT 3. REVIEW SUMMARY

PowerEdge Energy Smart 2950 III
Starting Price.....**\$6,183**
[Print Summary](#)

PowerEdge Energy Smart 2950 III
Starting Price.....**\$6,183**
[Print Summary](#)
[Continue](#)

SYSTEM OPTIONS

PowerEdge 2950 III
Quad-Core processors from Intel® can enable up to 340% improved performance over single-core Intel Processors*

Quad Core Intel® Xeon® L5410, 2x6MB Cache, 2.33GHz, 1333MHz FSB, ES

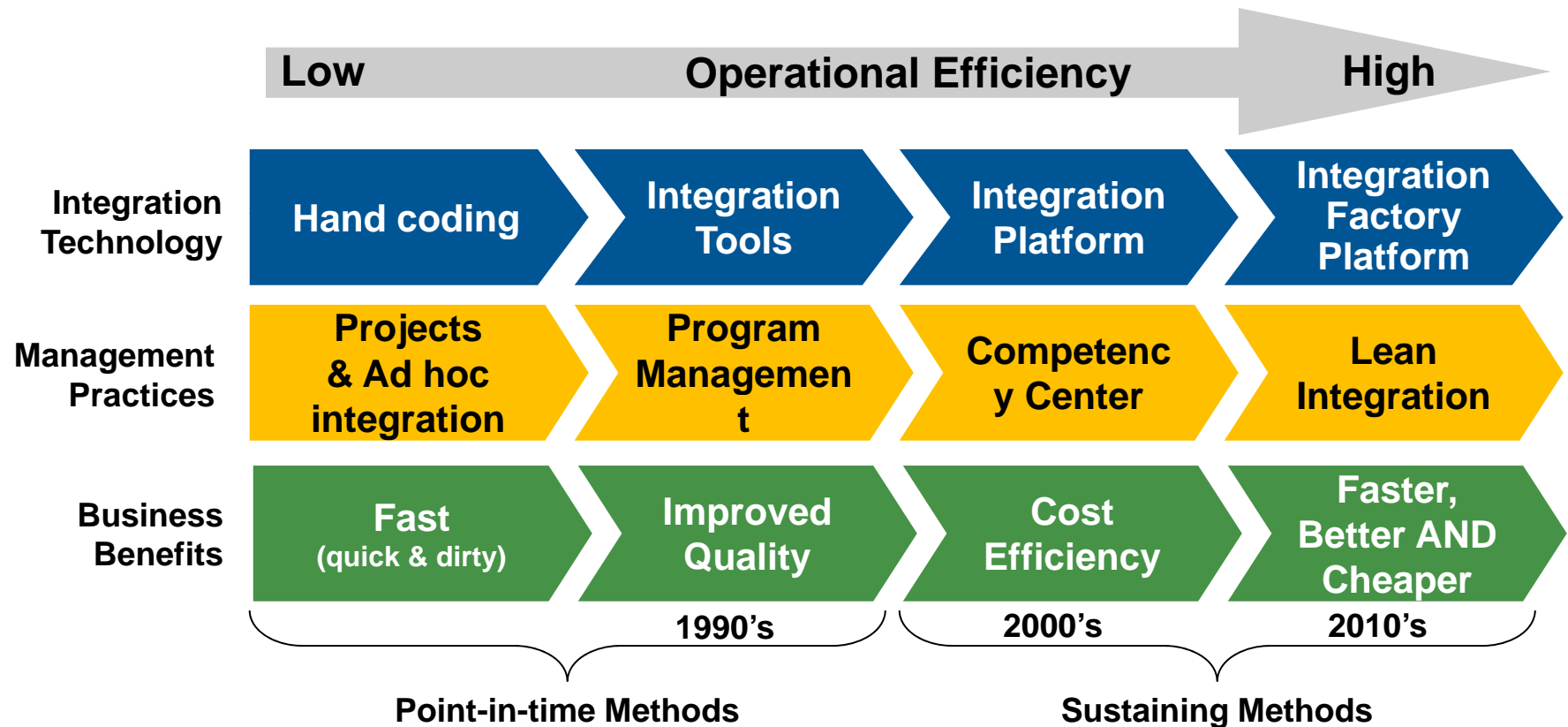
☐ No Operating System

- ☐ Windows Server® 2008, Web x64 Edition [add \$399]
- ☐ Windows Server® 2008, Standard x64, Incl Hyper-V™, Incl 5 CALs [add \$799]
- ☐ Windows Server® 2008, Enterprise x64, Incl Hyper-V™, Incl 25 CALs [add \$3,699]
- ☐ Windows Server® 2008, Datacenter x64, Includes Hyper-V™, (2 CPU) [add \$5,999]
- ☐ Windows Server® 2008, Web Edition [add \$399]

Manufacturing World
Automation
JIT Workflow
Mass-Customization

Integration World
Template-driven self-service solutions
Agile/iterative Development
Configurable re-useable objects

It is critical that you have an expert and sustainable integration capability



Discussion topics

- The Big Idea, and Why Lean
- The 7 Principles of Lean Integration
- Next Steps

Lean Integration Principles

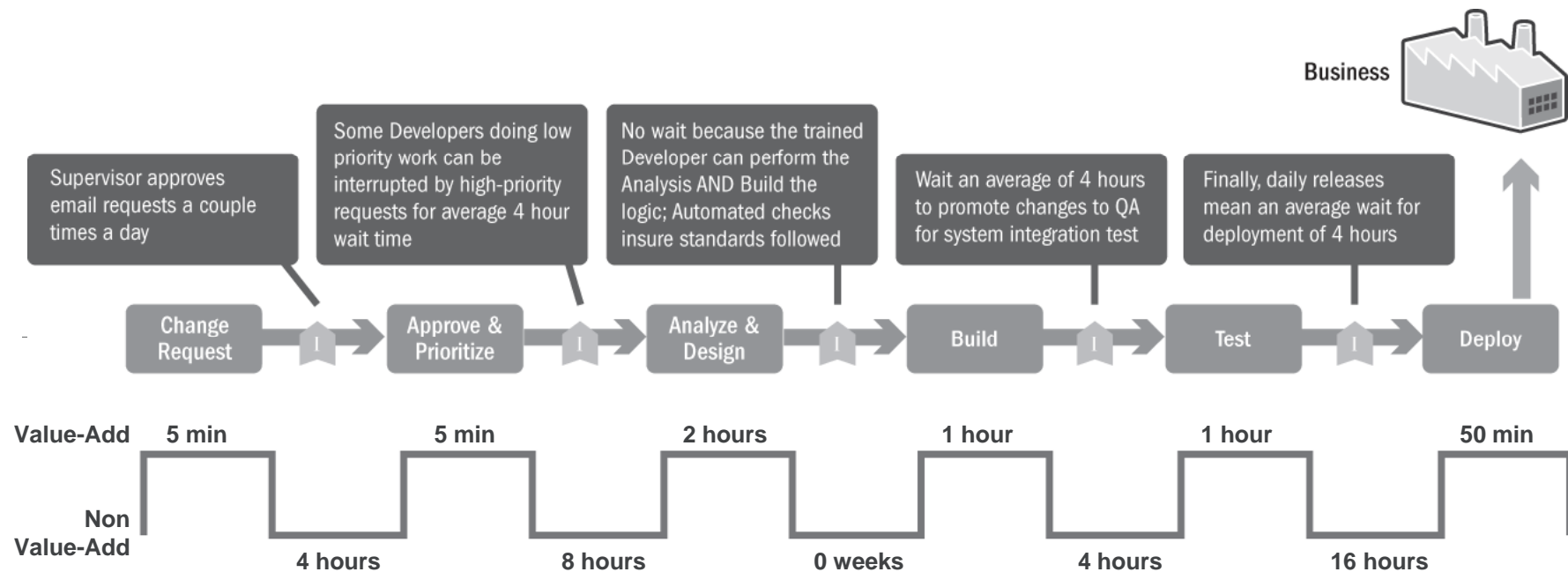
1. Eliminate waste ✓
2. Automate processes
3. Empower the team ✓
4. Continuously improve
5. Build quality in ✓
6. Plan for change

Lean is NOT about being “skinny” / eliminating staff

It is about continuously adding value by focusing on what really matters!

Eliminate Waste

Example: Simple Change Request to Data Warehouse

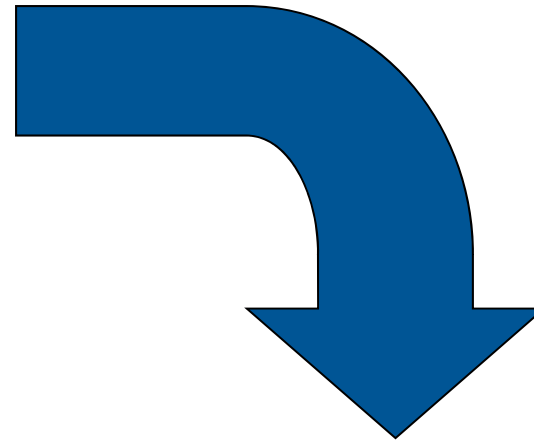
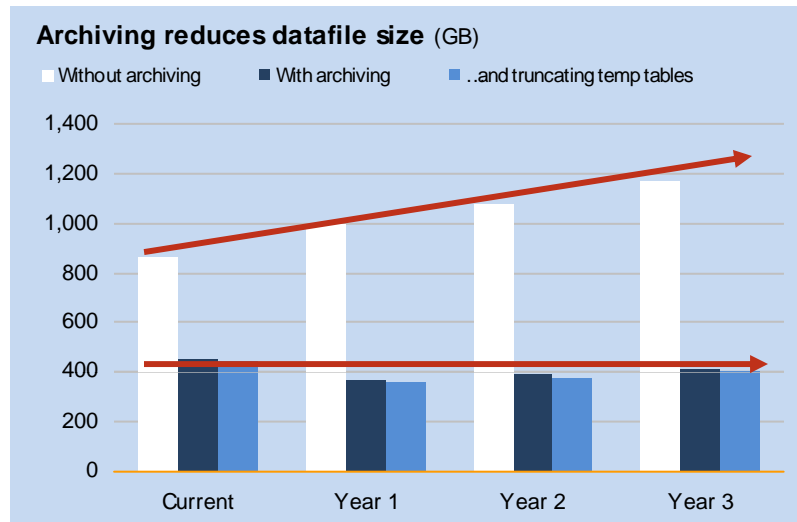


Lead Time Reduced from 2 months to <1.5 days

$$\text{Lead Time Reduction} = \frac{\text{Original Lead Time} - \text{Current Lead Time}}{\text{Original Lead Time}} = \frac{1344 - 32}{1344} = 97\%$$

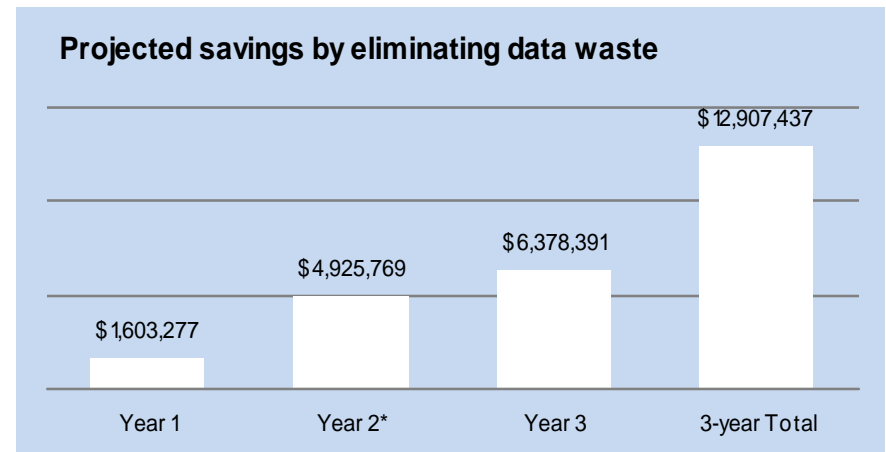
Eliminate Waste

Keeping data in production that no-one uses is waste



Data that is not used still costs a lot:

- Disk capacity (production, test, DW)
- Backup costs (tapes, labor, storage)
- Business slow-down by end-of-period jobs
- Application upgrade costs
- Impact on real-time transactions
- Compliance costs
- Data quality analysis and resolution time



Empower the Team

Problem: IT is the bottleneck for data requests

Solution: Give the business self-service capabilities

The screenshot shows the Dell website's configuration interface for the PowerEdge Energy Smart 2950 III server. The top navigation bar includes links for Shop, Support, and Community, along with a search bar and a cart icon. The main content area is titled 'Select Components' and features a progress bar with three steps: 1. COMPONENTS (active), 2. SERVICES & SUPPORT, and 3. REVIEW SUMMARY. Below the progress bar, the server model 'PowerEdge Energy Smart 2950 III' is displayed with a starting price of \$6,183. A 'Print Summary' link is available. The 'SYSTEM OPTIONS' section includes an Intel Xeon logo and a list of processor options. The selected option is 'Quad Core Intel® Xeon® L5410, 2x6MB Cache, 2.33GHz, 1333MHz FSB, ES'. Other options include 'Quad Core Intel® Xeon® L5420, 2x6MB Cache, 2.5GHz, 1333MHz FSB, ES [add \$60]' and 'Dual Core Intel® Xeon® L5240, 6MB Cache, 3.0GHz, 1333MHz FSB, ES [add \$370]'. The 'Additional Processor' section shows the selected option 'Quad Core Intel® Xeon® L5410, 2x6MB Cache, 2.33GHz, 1333MHz FSB' and an option to 'Single Processor only [subtract \$499]'. The 'Operating System' section shows the selected option 'No Operating System' and several other options with their respective prices, such as 'Windows Server® 2008, Web x64 Edition [add \$399]' and 'Windows Server® 2008, Standard x64, Incl Hyper-V™, Incl 5 CALs [add \$799]'. A 'Continue' button is located at the bottom right of the configuration area.

Business self-service improves business agility AND gives IT better governance

Build Quality In

Problem: Quality issues accumulate without business involvement

Solution: Involve business in fixing highest priority issues



Line of
business
manager

Scorecard_Before: Scorecard

NAME ▲	SCORE	% VALID CURRENT
CustomerNum_Validity	87	<div></div>
StateCd_Validity	90	<div></div>
ZipCD_Accuracy	80	<div></div>



Data
Steward

Issue	Severity	Count	First Occurrence	Last Occurrence	Resolution
CustomerNum_Validity	High	12	2023-01-01	2023-01-15	Not Resolved
StateCd_Validity	Medium	8	2023-01-05	2023-01-10	Not Resolved
ZipCD_Accuracy	Low	5	2023-01-10	2023-01-12	Not Resolved



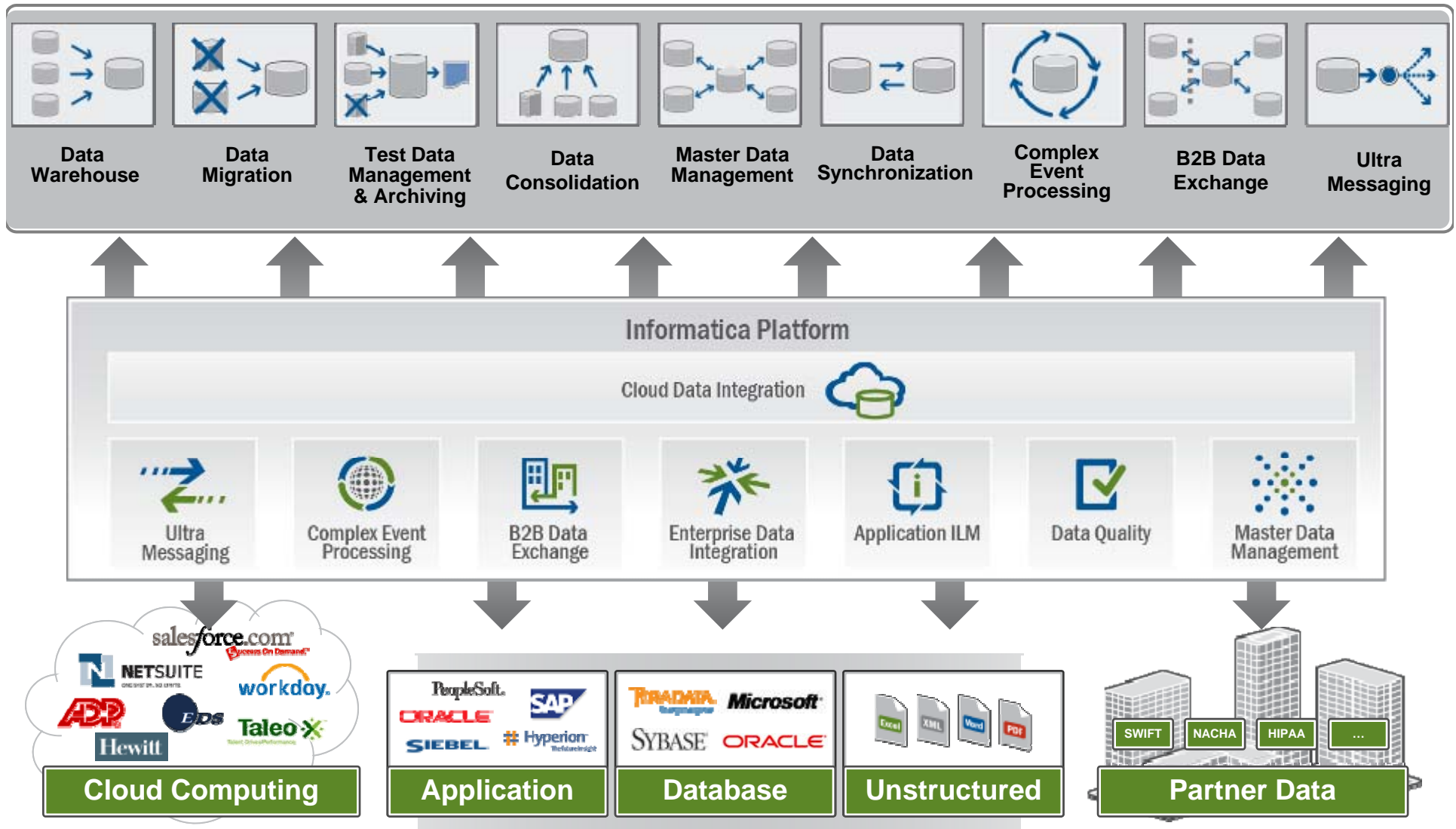
IT
Developer



Business improves revenues and decisions working from more accurate data. IT improves project efficiencies.

Optimize the Whole

Establish an Enterprise-Wide Factory Platform



Discussion topics

- The Big Idea, and Why Lean
- The 7 Principles of Lean Integration
- Next Steps

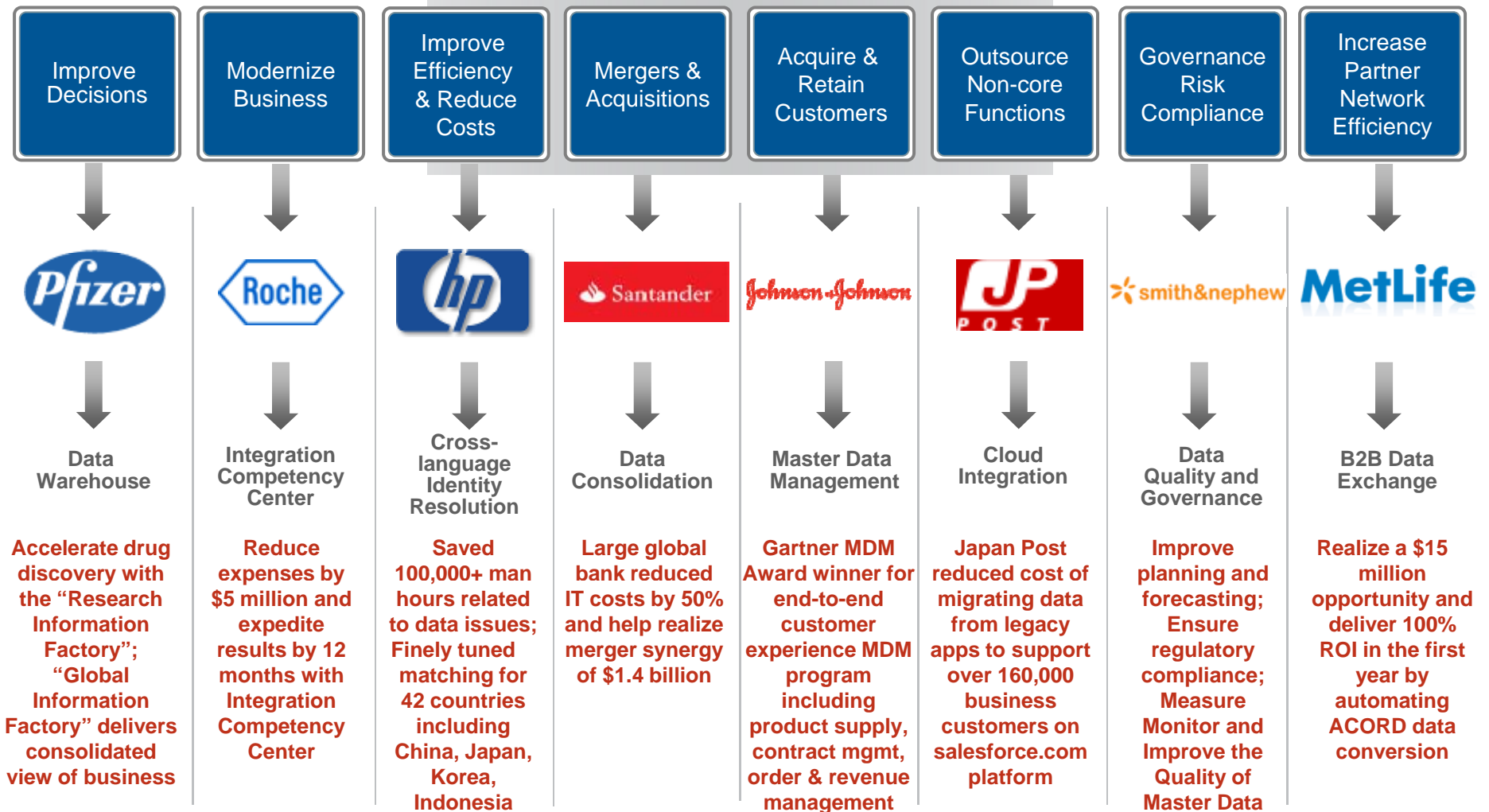
Getting Started

- **Two basic approaches – Top Down or Bottom Up**
- **Top Down – you need:**
 - Top-level support from a champion as big as the opportunity
 - Business case to establish cross-functional support
 - An implementation plan with measurable goals
- **Bottom Up – you need:**
 - An IT leader who “gets it” and serves as a change agent
 - A future state vision and a way to “evolve” towards it
 - An open technology platform – you don’t need to automate everything at once, but you need a platform that can grow

Select a project or a process – and get started
Don’t “*boil the ocean*”

The Informatica Platform

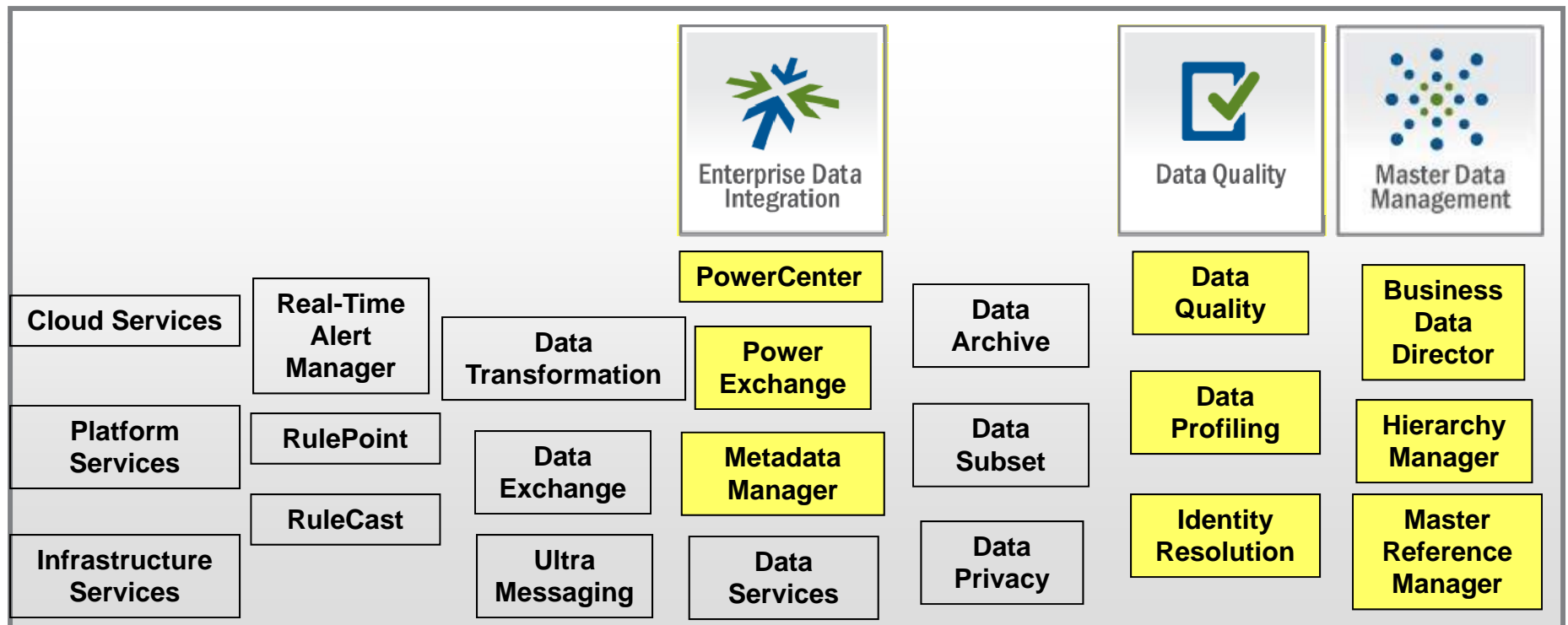
Proven Value Proposition: Standardize, Re-use, Scale



Lean Case Study

Johnson+Johnson

- **Integration Services group formed in 2004**
 - Generated savings of \$9.1M in the first 18 months
- **Early success as cross-organizational Procure-to-Pay process**
 - The Group now maintains over 4,000 interfaces
 - Used by over 500 projects to-date and is part of the corporate standard SDLC methodology which defines SOX, GxP, Security and Integration tracks



Helpful Resources: Best practice references

- ICC & Lean Books available at www.amazon.com
- Lean Integration website www.integrationfactory.com
- Whitepapers, Blog, and More at www.informatica.com

