

嘉兴嘉赛信息技术有限公司

嘉总裁办（嘉文 20210601102）

尊敬的主任评估师 Raghav 先生：

非常荣幸在过去的 8 天中，嘉兴嘉赛公司得到您与您领导的团队给予的持续、专业、严谨、高效的评估服务与指导。我们基于 CMMI2.0 版本模型建立了一套符合自身特色的标准过程体系，包括过程、规程和指南、模板等，完成了嘉赛作为一个现代科技企业的集成化过程改进。

2019 年七月完成 CMMI ML3 到现在的两年中，嘉赛实现了软件管理和工程方面的过程文档化、标准化，并综合成自身的标准软件过程，初步优化了质量、成本和工期管理。我们决定对我们的两个关键业务项目——广东省监狱项目和南昌市移动统计局进行试点高成熟度评估。

Raghav 先生作为主任评估师加入嘉赛项目后，向嘉赛提供了强化量化管理与持续优化管理的必要输入，并且指导嘉赛如何高效地落实目标和计划。我们也会利用这些关键信息进行后续的推广活动。

相比上一次评估，Raghav 先生和他的团队更深入地评估了流程的有效性，并更彻底地审查了证据，为我们提供了高成熟度的本质。他们还提出了一系列十分具有价值的发现，不仅注重于如何加强工程能力，也强调了高层参与的重要性。基于这些发现，我们会提高我们自己找

寻问题的能力，寻找改进机会，高层管理者制定改进计划，落实改进方针，加强对过程管理，确保改进工作与计划的落实与执行。

在此过程中，嘉赛公司的业务数据也同步反映了优化成果：2021 年的经营目标 1.7 亿利润 5500 万，在 1-5 月份已经完成营收 6000 万利润 2300 多万，毛利提高了 18%，交付项目数量较去年同期增长 11.3%，交付量上升的同时客户满意度增长 2.6%。

我们对于落实 CMMI 带来的丰硕成果惊喜不已。更为重要的是，Raghav 先生和他的团队在本次评估中给我们提出的许多不仅有价值而且十分实用的过程改进建议，指导嘉赛进行持续的改进和优化。

嘉赛将根据 CMMI 模型的评价结果和需求改进的关键点及改进路径，结合自身特点、战略目标和需求层次，将所需改进的能力按优先级排序，再结合“最佳实践”要求，编制具体改进机会，落实到实际工作中，提高公司的经营效率。

再次感谢您和团队的专业与严谨，热情与友善。

嘉兴嘉赛信息技术有限公司

董事长 翁琼涛

2021年6月11日



翁琼涛

Jiaying Jiasai Information Technology Co., Ltd

Jia President Office (Jiawen 20210601102)

Honorable Lead Appraiser Mr. Raghav:

It is a great honor for Jiaying Jiasai Company to receive continuous, professional, rigorous and efficient appraisal services and guidance from you and your team over the last 8-days. Based on the CMMI V2.0 model, we have established a set of standard process systems in line with our specific company characteristics, including processes, procedures and guidelines, templates, etc., which enables us to complete the integrated process improvement of Jiasai as a modern technology enterprise.

After the completion of CMMI ML3 appraisal in July 2019, Jiasai has refined process documentation and standardization in software management and engineering for the last 2 years. Based on the standard software process, Jiasai is able to initially optimize quality, cost and schedule management. We decided to conduct a pilot high maturity scoped appraisal for two of our business critical projects, Guangdong Provincial Prison Project and Nanchang Mobile Statistical Bureau.

During the Jiasai high maturity appraisal, Mr. Raghav has provided Jiasai with required inputs to strengthen quantitative management and

continuous optimization management, and has guided Jiasai on how to implement the goals and plans in a more efficient and effective manner. We will use these inputs in our future roll-out exercise.

Compared with last appraisal, Mr. Raghav and his team have gone much deeper into evaluating the effectiveness of the process and have reviewed evidence more thoroughly to provide us the essence of high maturity. They have provided a great number of valuable findings, which not only focus on improving engineering capability, but also emphasize on the importance of senior management's involvement. Based on those findings, we can improve our own ability to find problems and look for improvement opportunities. Besides, senior managers will pay more attention to formulate improvement plans, implement improvement policies, strengthen process management, and ensure the implementation and execution of improvement work and plans.

In this process, Jiasai's business data also simultaneously reflected the optimization results: the business target of 2021 is 170 million and the profit is 55 million. In the first five months, it has achieved revenue of 60 million and more than 23 million, and the gross profit has increased by 18%. The number of delivered projects increased by 11.3% compared with the same period last year. While the delivery volume increased, customer satisfaction increased by 2.6%.

We are pleasantly surprised by the business benefits CMMI has brought us. More importantly, Mr. Raghav and the team have provided us with many not only valuable but also practical opportunities for improvement, which will guide Jiasai on continuous improvement and optimization.

Based on the evaluation results of the CMMI model and the key points of improvement and improvement paths, Jiasai will combine its own characteristics, strategic goals and requirement levels, prioritize the capabilities to be improved, and then combine the requirements of "best practices" to compile specific opportunities for improvement, then strictly implement those improvements in actual work to improve the company's operating efficiency.

Thanks again to Mr. Raghav and his team for the professionalism, rigor, enthusiasm and friendliness.

Jiaying Jiasai Information Technology Co., Ltd
Chairman of the Board Mrs. Qiongtao Weng



June 11st, 2021

Qiongtao Weng