

Raghav Nandyal, 您好：

首先，我想对您和几位ATM成员这几天高强度的评估工作表示感谢，你们辛苦了。其次，我要感谢你们给我们的工作提出了很多专业的改进建议。这些建议对我们的流程优化、精确的度量、准确的估算、风险的管控、问题的处理都有很大的帮助，能帮助我们准确的识别组织的战略目标，用科学的方法实现管理的精度，降低项目实施在质量上的波动。针对这几年实施高成熟度的质量过程，以及这几天评估师和几位ATM成员提出的改进建议，我总结了几点实施高成熟度的质量过程对企业的作用：

- 1、通过科学方法、工具、技术，能帮助我们准确的估算项目规模、成本、收益，能帮助我们准确的制定项目目标和计划，为项目管理和决策提供科学的依据；
- 2、通过一系列的风险管控措施、问题分析和处理措施，能大大的提高项目成功的概率；
- 3、通过准确的搜集项目的各种度量数据，能帮助组织准确的制定战略目标；
- 4、通过持续不断的优化和改进组织过程，能更好的实现组织的战略计划。

通过以上几点总结，高成熟度的质量过程会给企业形成良性循环的好处，帮助组织用科学的方法管理、持续的发展。

作为一个高成熟度的公司，我们还要坚持做到一下几点：

- 1、通过实施项目反馈的经验教训和组织战略发展的需求，持续优化改进工作流程；
- 2、在项目实施过程中，实施各种组织流程和战略发现所需要的数据，并进行分析；
- 3、要不断深入优化和改进项目子过程，及各子过程度量数据的收集；
- 4、要不断的学习更多更准确的数据模型和科学计算方法，帮助我们进行数据建模，准确分析公司目前的情况，为公司的战略决策提供科学的依据；
- 5、结束的项目要进行经验教训的总结，并在跨项目组之间进行经验分享。

最后，再次感谢您和几位ATM成员的专业建议，这些建议是我们的宝贵财富。



Hello, Raghav Nandyal:

First, I would like to thank you and the ATM members for your intensive assessment from December 23-30, 2017. Secondly, I want to thank you for putting forward many professional suggestions for improvement to our work. These suggestions are very helpful for our process optimization, accurate measurement, accurate estimation, risk control and problem handling/solving methods. It can help us to accurately identify the strategic objectives of the organization, using scientific methods to achieve the accuracy of management and reduce the quality of the project implementation fluctuations. With regards to the high maturity quality process appraisal and the suggestions for improvements made by you and your team over the past few days, I sum up the impact of implementing high-quality quality processes on the business :

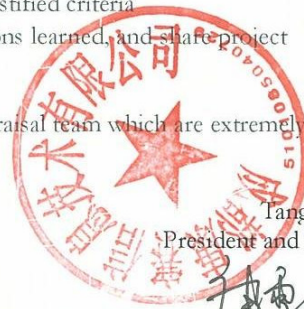
- 1、 Through scientific methods in the field of software engineering, use of tools and techniques proposed by you in your Points to Ponder slides, we should accurately estimate project size, cost and benefit, and accurately formulate project objectives and plans so as to provide a justifiable basis for project management and decision-making;
- 2、 Through a series of risk control measures, problem analysis and treatment measures, we can greatly improve the probability of project success;
- 3、 By accurately collecting various measurement data of the project, we can help the organization and projects to accurately formulate and act on the strategic objectives;
- 4、 Through continuous optimization and improvement of the organization process, the organization's strategic plan can be better realized.

Through the above summary, the high-maturity of the quality process will give enterprises a virtuous cycle of benefits to help organizations use scientific methods of management, continuous development.

As a high-maturity Level 5 organization since 2014, we also learned a few things that are useful:

- 1、 Through the implementation of project feedback of lessons learned, the organization's strategic development needs, continuous optimization and improvement of workflow can be improved
- 2、 In the execution of the project implementation of various organizational processes and strategy to find the required data and analysis should be nurtured in real-time
- 3、 To continue to optimize and improve the project sub-process, and the sub-process measurement data collection strategies by improving the focus on process modeling
- 4、 To continue to learn more about accurate data models and scientific methods to help us in data modeling, accurate analysis of the company's current process capability, to ensure that the company's strategic decision-making process is based on a justified criteria
- 5、 At the conclusion of the project we need to summarize lessons learned, and share project experience across different project teams

Lastly, thanks again for your professional advice and to your appraisal team which are extremely valuable!



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