CA Agile Central Delivers Predictable Quality and Speeds Time to Market

As an Agile business, you create opportunities by anticipating market shifts through disciplined exploration. Counter threats by slashing cycle times and delivering value to customers faster. Connect agility throughout your organization to break down functional silos and develop sharp reflexes that yield smart decisions.

Infusing agility into your organization’s DNA involves linking three vital areas: delivery, portfolio, and business. Rally software and services help you speed up value delivery, align development with your portfolio’s highest priorities, and make responsiveness the backbone of your business.

Business challenges

Today’s hyper competitive environment is defined by innovative software applications tied to your most important products and solutions. Some of the many challenges you may encounter are:

- Prioritizing demand objectively
- Creating better plans faster
- Focusing on value-flow efficiency over resource utilization
- Providing straightforward and trustworthy progress status
- Optimizing team allocations for maximum value delivery
- Collaborating continuously to accelerate decisions

Key business benefits

- Prioritize portfolio demand according to value
- Track value from concept to cash
- Optimize team allocations to maximize value delivery
- Gain complete visibility into team utilization
- Track portfolio performance in real time to adapt plans to changes

Key results

- Productivity
- Quality
- Predictability
- Responsiveness

Marquee benefits yielding $4.4M per year in savings are detailed on the reverse side of this document in order to show examples of business value achievable through this CA Agile Central approach

For more information, please visit ca.com/us/lpg/agile-management
<table>
<thead>
<tr>
<th>Business Value Proposition</th>
<th>Business Value Enabler</th>
<th>Specific Measurement</th>
<th>Solution Area</th>
<th>Impact Range</th>
<th>Key Resources Affected</th>
<th>Average Resource Value</th>
<th>Projected Savings / year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reduction in development costs</td>
<td>Improved velocity, reduction in invisible inventory (software), reduction in WIP</td>
<td>cost savings in development resource labor</td>
<td>CA Agile Central</td>
<td>1.9 - 3.1%</td>
<td>Developer FTEs</td>
<td>950</td>
<td>$2,612,500</td>
</tr>
<tr>
<td>Reduction in QA costs</td>
<td>Improved team velocity ensures Quality Assurance Engineers spend more time focusing on incremental testing of smaller components leading to improved integration testing</td>
<td>cost savings in test and QA resource labor</td>
<td>CA Agile Central</td>
<td>1.9 - 3.1%</td>
<td>Testing and QA FTEs</td>
<td>150</td>
<td>$412,500</td>
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<tr>
<td>Cost Savings from Defect Reduction throughout the SDLC</td>
<td>Reduces cost of fixing defects after release to production which is typically many multiples higher than the cost of fixing during earlier development phases</td>
<td>cost savings in reduction in the total number of defects</td>
<td>CA Agile Central</td>
<td>2.0 - 3.4%</td>
<td>Defects per year per FTE (950 total)</td>
<td>6</td>
<td>$1,016,880</td>
</tr>
<tr>
<td>Predictability of market share through Consistency of project outcomes</td>
<td>Predictability of workload against effort is improved by utilizing relative sizing techniques</td>
<td>increased in quarter over quarter market share</td>
<td>CA Agile Central</td>
<td>0.9 - 1.5%</td>
<td>Proportion of revenue influenced by development FTEs</td>
<td>$31,000,000</td>
<td>$372,000</td>
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<tr>
<td>Improved time to value for revenue generating applications</td>
<td>Increase in productivity and velocity, due to agile provides faster time to market thereby increasing revenue</td>
<td>increase in revenue</td>
<td>CA Agile Central</td>
<td>2.4 - 4.0%</td>
<td>Revenue influenced by 90 day early release of application</td>
<td>$212,100,000</td>
<td>$6,787,200</td>
</tr>
</tbody>
</table>

This table shows some key benefits of CA Agile Central. Your CA representative can also share additional and more detailed ROI business case examples for each solution component by engaging the CA ROI & Business Value Analytics Team. This team offers complimentary help to CA Technologies customers to develop and analyze a comprehensive set of assumptions and environment specific metrics in order to build customized projective business cases.

1 The Impact Ranges shown above are estimations derived from the analysis of variance of past performance over a period of time recorded by Rally consulting staff with past customers.
2 The Average Resource column shows the metrics derived from a typical customer with 943 and 157 (total 1,100) staff FTE developers and QA testers. For remediation of cost per defect we use an IEEE industry standard of $7,136 per defect.
3 The Projected Savings calculations are based on the product of midpoints of the Impact and Average Resources to show a single representative potential savings value. The labor rates for all FTEs are an assumed blended rate of $55/hour for a 2,000 hour work year of 365 business operating days and 250 developer working days. We assume that developers influence 10% of total revenue of approx. $860M. Please note, the values expressed in this table are not a guarantee of achievable results and will vary depending upon your current infrastructure, people, and processes as well as the appropriate, effective implementation, adoption, and use of the CA solution.