

# Best Practices for Establishing an ICoE Featuring Deloitte

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# Presenters

## Boomi



**Mark Clifton**  
Global Director of Architecture Services

## Deloitte



**Sanjiv Sinha**  
Managing Director - Cloud Development and Integration



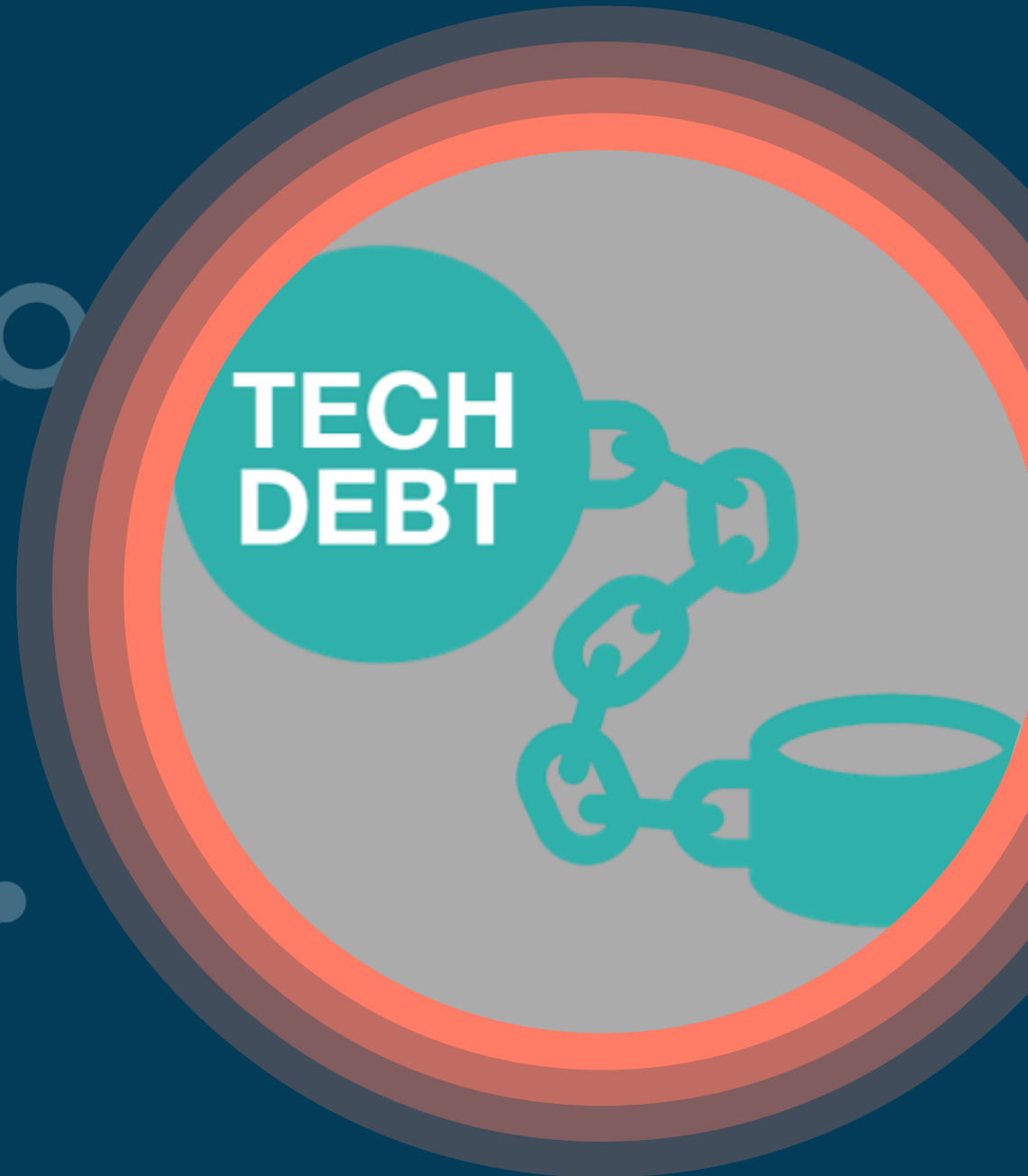
**Vijay Mavuduru**  
Manager - Solution Development and Integration

## CIOs and CFOs are looking for

- The ability to cut IT expenditure
- But enable growth as the company powers through the recession



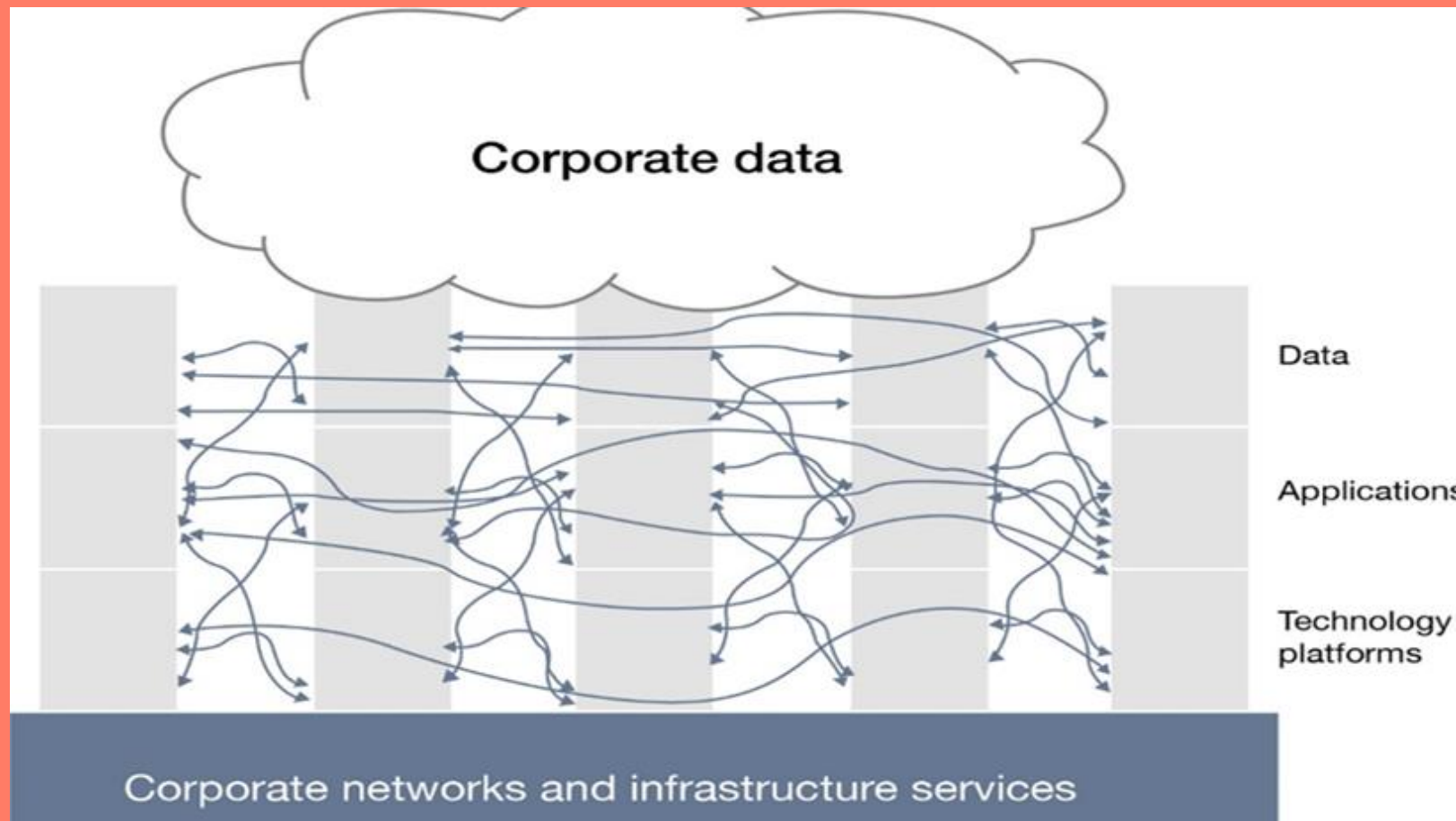
**Industry Analyst Jack Gold says, “I’d estimate that up to 50% of a typical company’s IT software budget is spent on making sure legacy systems are well integrated and keeping up with integrations to new systems.”**



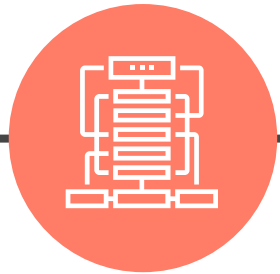
# Why It Matters Today

- Intelligently cut significant expenditure by going after the tech debt of integration
- Eliminating the band-aids and duct tape of Tech Debt Integrations will allow the business to become more agile and able to create digital business capabilities out the other side of the IT recession.
- Boomi's approach to integration and the people and processes of integration, iCOE, will enable IT organizations to quickly and efficiently cut integration of systems and data integration expenditure to a fraction of current cost in particular outside consulting labor while eliminating all maintenance costs going forward basis

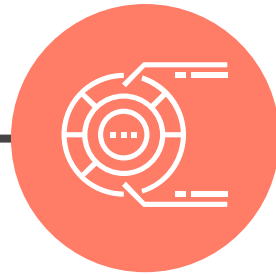
# Integration Center (Community) of Integration



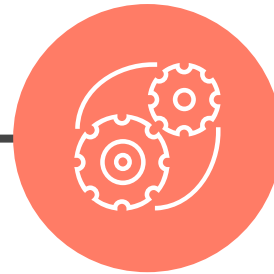
# Integration Center of Excellence (ICOE) Promised?



Standardize how integrations are done



Cost effective way to manage integration

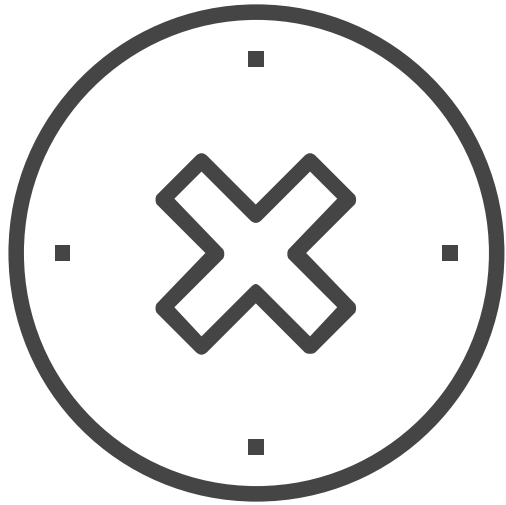


Delivering better, more efficient biz processes



Enable business transformation

# ICOE Failed Customers



- Often didn't standardize process
- Didn't necessarily cut integration costs
- Didn't always improve business processes
- Hindered business transformation



# What is Needed is an Evolution

C=Center



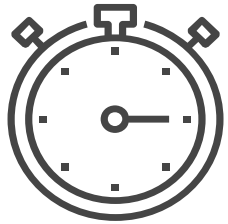
- Command and Control
- Standardized Processes
- Expert Integrators
- Project Managers
- Scheduled Release

C=Center & Community

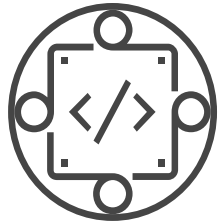


- Distributed Responsibilities
- Balance Autonomy vs. Alignment
- Rapid processes
- Continuous Release
- Move to Citizen Integrators/Business Analyst

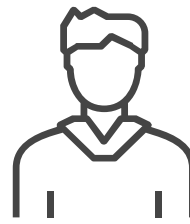
# Why Boomi's Technical Advantages Are Many for Integration, More is Needed



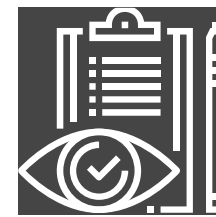
Reduces time creating & sustain integrations



Changes integration with drag-and-drop, data mapping tools, and a library of connectors



Moves vast majority of integration work from developers to biz analysts

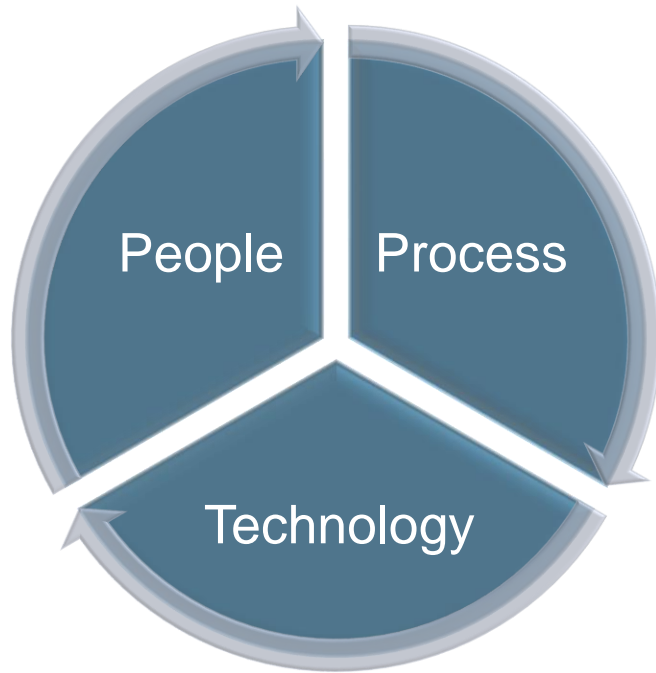


Automates spot check integrations for architectural effectiveness



Upgrades customer automatically—zero effort to deploy new releases

# ICOE Services Business Case



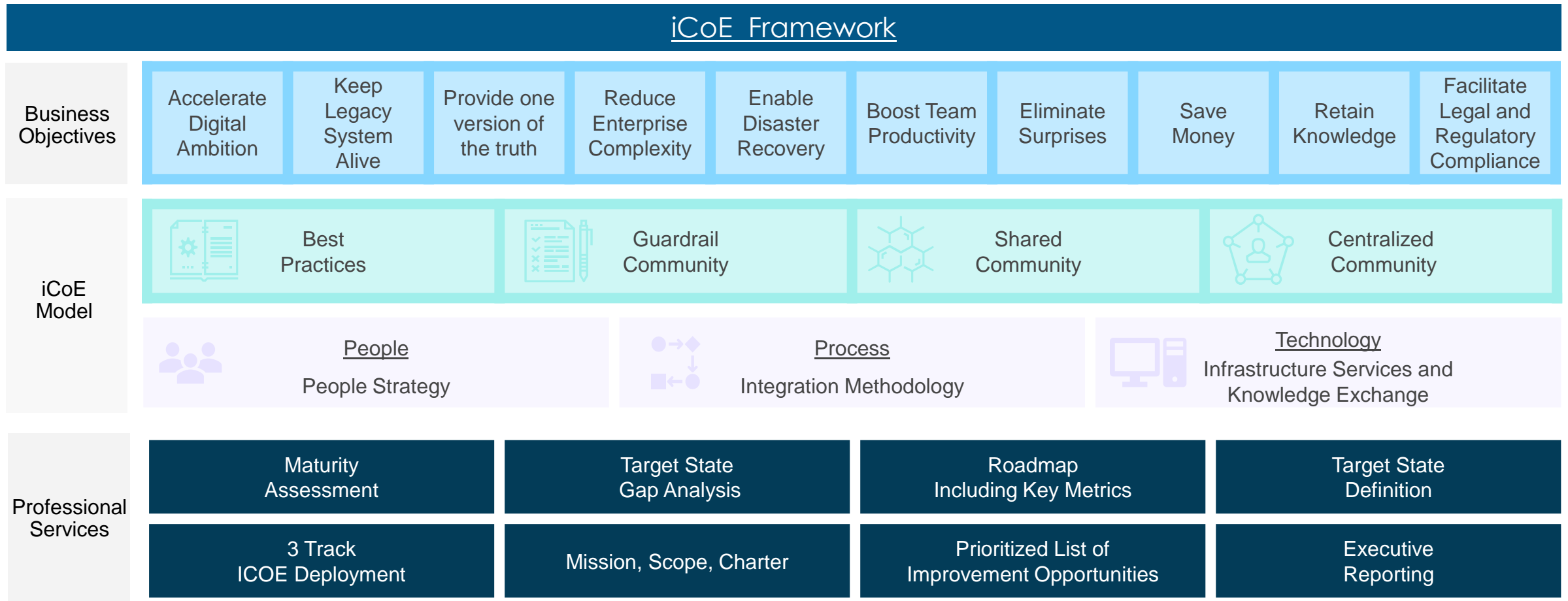
**Business Case:** The iPaaS market is evolving from a way to integrate applications and data in the cloud to a wholesale replacement of legacy on-premises integration offerings and ESBs

**Customer Problem:** The costs for building and maintaining integrations as well historical Tech Debt has swelled and many customers are turning to Boomi to break the back of these costs

**Getting in the Way:** Historically, iPaaS customers have had to develop on their own ICOE Best Practices, Staffing, Scalability Plans, Etc. This has limited potential adoption and increased time to value

**Filling the gap:** Will accelerated large, legacy businesses iPaaS Adoption and the ability of large legacy entities to dramatically reduce cost and time to value

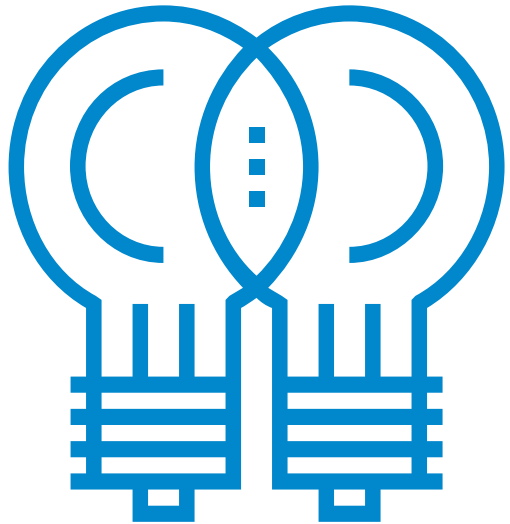
# Boomi iCoE Business Objectives





<p><b>LOGISTICS</b></p> <ul style="list-style-type: none"> <li>work location</li> <li>system access</li> <li>communication strategy</li> <li>meeting schedules</li> <li>reporting standards</li> </ul>	<p><b>ASSESS</b></p> <ul style="list-style-type: none"> <li>Conduct Integration Maturity Assessment Diagnostic survey to quantify the perceptions of the organizations level of discipline</li> </ul>	<p><b>WHAT DO I NEED TOMORROW?</b></p> <ul style="list-style-type: none"> <li>Organization structure and reporting relationships</li> <li>Identification of internal and external stakeholders</li> <li>Definition of roles and responsibilities</li> <li>Resource plan and funding model</li> <li>Internal team metrics and external success measures</li> <li>Service scope and service portfolio definition</li> <li>Policies for funding and governance</li> <li>Technology standards and related governance</li> <li>Infrastructure life-cycle planning and governance</li> <li>Operational requirements (including HA, Security etc.)</li> <li>Automation opportunities</li> </ul>	<p><b>DEPLOYMENT MODEL</b></p> <ol style="list-style-type: none"> <li>Executive-level PowerPoint presentation to gain agreement and support of the deployment roadmap</li> <li>Implementation-team PowerPoint presentation with additional details and implementation checklist</li> <li>Stakeholder PowerPoint presentation to broadly communicate the plans and set expectations</li> </ol>
<p><b>PLANNING HORIZON</b></p> <ul style="list-style-type: none"> <li>Determine the planning horizon for the deployment roadmap</li> </ul>	<p><b>INTERVIEWS</b></p> <ul style="list-style-type: none"> <li>Conduct interviews staff that represent different viewpoints of the enterprise digital ambition and AS-IS integration capability</li> </ul>		<p><b>DEPLOY KNOWLEDGE</b></p> <ul style="list-style-type: none"> <li>Deploy Knowledge Exchange (Boomiverse) portal to Customer.</li> </ul>
<p><b>STAKEHOLDERS</b></p> <ul style="list-style-type: none"> <li>Identify stakeholders that will be need to be involved in assessment activities, planning workshops and status reporting processes.</li> </ul>	<p><b>REVIEW</b></p> <ul style="list-style-type: none"> <li>Review AS-IS architectural documentation and standards, solution designs and SDLC artifacts.</li> </ul>		<p><b>FINAL ENGAGEMENT REPORT</b></p> <ul style="list-style-type: none"> <li>Facilitate a final engagement wrap-up to determine if expectations have been met, and plan follow-on activities if required.</li> </ul>

# Summary



## The Big Picture

- An ICoE ensures that every perspective – from business units to data security officers – is considered when tackling new integration projects. An ICoE builds a community of experts that help drive your boldest business ambitions.

## Trusted and Proven

- An ICoE reflects your organization's expertise in a growing library of proven frameworks for naming conventions, error handling, data security, and other functions critical to ensuring dependable integrations.

## Faster, Better, Cheaper

- By creating a proven, agreed-upon foundation of reusable frameworks for integration, an ICoE reduces integration project resource demands by as much as 80%, saving money and time, while improving the quality of code.

## Business Agility, Delivered

- An ICoE makes building connections fast, easy, and reliable. Want to turbocharge innovation and digital transformation? Set up an ICoE.

# Q & A