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**Poseidon House  
Castle Park  
Cambridge CB3 0RD  
United Kingdom**

TELEPHONE:  
INTERNATIONAL:  
FAX:  
E-MAIL:

**Cambridge (01223) 515010  
+44 1223 515010  
+44 1223 359779  
apm@ansa.co.uk**

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**APM**

## **Checklist for sponsor progress**

**Rob van der Linden**

### **Abstract**

To help us finalise the 1995-1998 ANSA Workplan it is necessary to solicit inputs from the companies sponsoring ANSA.

This document contains the checklist for questions to be asked during interviews to be held in October and November of 1995.

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APM.1609.00.03

**Draft**

17th October 1995

Project Management (confidential to APM)

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**Superseded by:**



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## **CHECKLIST FOR SPONSOR PROGRESS**

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## MAIN TECHNICAL CHALLENGES

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What are the six most important technical issues to your company in the field of distributed systems and with a product horizon of three to five (or maybe more) years from now?

For example:

- security
  - end-to-end security for applications rather than systems
- real time
  - adjustable end-to-end quality of service
  - high performance (e.g. for telecommunications services)
- federation of systems
  - CORBA and OLE distributed computing technology converge for electronic commerce
  - business process driven distributed information processing
- networks of networks
  - distributed control of broadband multi-media networks
- infrastructure at the language/operating system level
  - syntax independent programming
- multi-media
  - active content paradigm for electronic information

What is the single additional thing that you wish ANSA would address in addition to the existing workprogramme?

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## WORKPROGRAMME

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How do you think the effort should be split (in%) between the two major technical workprogramme topics?

What percentage of overall effort should we apply to “technology transfer”?

How many consulting days do you think you will need next year and on what topics? (Reviews of projects, training, design help, joint working).

What fee level do you think is appropriate for 1996?

Do you have any views on the differing rates for different sponsor classes?

How do you think we can encourage visitors and secondees again?

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## DELIVERABLES

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What requirements might you have on the format of the deliverables:

- design methodology applied
- documentation tools used (FrameMaker, Word)
- document formats supported (postscript, html, MIF, RTF, text)
- programming languages used (C, C++, ADA)
- software control and build environment?

- platforms, operating systems

What code would you require from each of the workpackages

- examples
- prototypes
- integrated release

To what quality level should code adhere?

What documentation levels are expected?

What can be done to improve the review process for deliverables?

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## **INTERFACE**

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We would like to plan and document the interface better. As part of that we would like to agree an action plan at least once every six months.

Who in your company could be identified as the main interface to coordinate such an action plan?

Are there any workshops that you would you like us to arrange?

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## **OPERATIONS**

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Anything we can do to improve our administration, invoicing etc.?

Does the counting of consultancy days satisfy you?

What is your opinion on the TC and MC meetings?

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## **BUSINESS CASE**

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How do we develop a list of the benefits you get from the ANSA Workprogramme for your company?

Can we complete the list and prioritise the items today? If not, what process can we set up to achieve a prioritised list?

What are the five key benefits that you get from us?



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## **Diary**

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### **0.1 BT**

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Date: 11 October 1995

Present:

Steve Rudkin, Bob Briscoe, Steve Condie

Andrew Herbert, Rob van der Linden

### **0.2 DRA**

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Date: 12 October 1995

Present:

Andrew Herbert, Mike Eyre

### **0.3 BNR**

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Date: 16 October 1995

Present:

Andrew Herbert, Mike Eyre

### **0.4 Eurocontrol**

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Date: 16 October 1995

Present:

Ben Bakker, Eike Meyenberg, Gert Lauter, Michelle Khavari

Rob van der Linden

### **0.5 HP**

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Date: 17 October 1995

Present:

Andrew Herbert, Mike Eyre

### **0.6 France Telecom**

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Date: 27 October 1995

Present:

### **0.7 ICL**

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Date: 30 October 1995

Present:

Andrew Herbert, Mike Eyre



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# 1 BT

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*Overall we had a very constructive meeting.*

*BT's main concern is the balance of the workprogramme being too far tilted towards DIMMA. The workplan appears to fit their internal developments rather well. Many small points for improvement and adjustment were identified.*

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## MAIN TECHNICAL CHALLENGES

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**Federation**, specially as seen from a business perspective. BT expects to be active in the electronic shopping mall arena but will not be the first player. Consequently they will need to be able to work with everyone else

**Security**, specially as it concerns federation between security domains.

**Payment**, as related to electronic commerce, and security

**Navigation**, the metadata work we did is interesting to BT.

*Real time infrastructure with Web based multi-media will be important.*

What is the single additional thing that you wish ANSA would address in addition to the existing workprogramme?

*Federation and security*

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## WORKPROGRAMME

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How do you think the effort should be split (in%) between the two major technical workprogramme topics?

*50-50*

What percentage of overall effort should we apply to "technology transfer"?  
*the current 30% is about right.*

**Standards:** BT believe that IETF, OMG and W3C are the right targets, ISO etc have had their day. BT see ANSA play an important role in helping to set up working groups in these fora.

*TINA: the interface between Steve Rudkin's group and TINA is being taken over by the COMBAT project which is often not following TINA "standards". COMBAT is about advanced Service Control. Senior support for TINA is still in place.*

**Evaluation:** *we received a message after the meeting stating that the evaluation work we did on CORBA products was extremely valuable and should not be lost.*

How many consulting days do you think you will need next year and on what topics? (Reviews of projects, training, design help, joint working).

*The pre-paid consulting days are seen as very useful as they allow a company to engage us without extra administrative or contractual overheads. The number of days is an issue of unclarity. It seems that there are sufficient days.*

What fee level do you think is appropriate for 1996?

*Current fee level is acceptable and perceived as good value for money*

Do you have any views on the differing rates for different sponsor classes?

*BT is clearly unhappy about the difference between system integrators, vendors, and end-users. They were unprepared for the question. Without saying it they seemed to question Bellcore's fee reduction.*

How do you think we can encourage visitors and secondees again?

*BT have had a head count freeze. This may change in the next year or so. The relationship between fee structure and secondees had not occurred to them.*

#### 0.0.1 Other points raised

*The DIMMA work should be focussed better, perhaps with a real application. We talked about this and the demonstration workpackage BT has in the ReTINA project. We agreed that APM would target the DIMMA work at helping support BT's demonstrator in ReTINA. The issue of what the ReTINA TORB will look like (and how close to DIMMA it may end up) was discussed.*

*DIMMA needs to also look at RSVP and other Internet protocols for real time.*

*AST/IDL and stubcompiler work is NOT the primary interest of those at BT we talked to. They recognized these are important productivity improving techniques. They would buy this technology from software vendors and not develop it themselves.*

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## DELIVERABLES

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What requirements might you have on the format of the deliverables:

- design methodology applied

*Steve's group have no tools, prescribed methodologies, version control systems or anything of that sort. They have few preferences.*

- documentation tools used (FrameMaker, Word)

*Word 6 is the standard across BT*

- document formats supported (postscript, html, MIF, RTF, text)

*The delivery of documents in gzip and postscript is unsuitable for PC and Mac users. BT would welcome directly browsable html, text, rtf etc in addition to what we carry right now.*

- programming languages used (C, C++, ADA)

*happy with C/C++, unhappy with demands for ADA from other sponsors*

- software control and build environment?

*no preferences. It is recognised that the ANSAweb deliverables will be used by BT and that a suitable format will need to be agreed.*

- platforms, operating systems

*BT is moving to Solaris, but alpha + OSF/1 will remain the major platform for RT work (Steve Condie's group)*

What code would you require from each of the workpackages

- examples
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*ANSAweb will be used by BT and they would like that to be as close to product as possible. DIMMA is much more experimental in their view.*

What can be done to improve the review process for deliverables?

*Early announcement of readiness of deliverables would help most. It is recognised that BT staff needs to be made available to perform the reviews.*

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## INTERFACE

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*no specific opinion*

We would like to plan and document the interface better. As part of that we would like to agree an action plan at least once every six months.

*This was received well. It was recognised that it requires a commitment at BT as well as at APM.*

Who in your company could be identified as the main interface to coordinate such an action plan?

*As a starting point it would be Steve Rudkin.*

Are there any workshops that you would you like us to arrange?

*We were requested to organise specific workshops at BT for BT staff. Perhaps running TC presentations or in-depth design workshops on both DIMMA and ISF.*

*We will also be invited to give talks at BT internal events, where we do not have to prepare the whole day but maybe have one or two presentations together with others. This will help us learn about BT's activities and priorities too.*

### 0.0.1 Other points raised

*The **training programme** has helped a lot in spreading the word. Over 200 people were trained so far, a lot from the London Systems Engineering Centre (LSEC). Bob Briscoe is trying to collate a list of all those who attended so these people can be kept up to date on ANSA developments.*

***Ian Marshal:** has gone negative regarding ANSA following the federation deliverable which he sees as too abstract. The prototype part of the work was well received but there is clear disappointment of ANSA not having followed*

*through the business model side of federation. Andrew Herbert should seek contact in the first half of 1996 to turn the tide. Patrick Farly and Martin Chapman are in Ian's group and there are some politics between Steve's and Ian's group too it seems.*

**Steve Proctor:** *is doing an MSc and also in a more development oriented area now (operational support systems, interest in security issues and a big push on databases). His area has been a customer of the training courses APM have provided. We agreed that this interface remains in the training area.*

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## OPERATIONS

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Anything we can do to improve our administration, invoicing etc.?

*there are no complaints in this area.*

Does the counting of consultancy days satisfy you?

*BT is happy for us to count and tell them every quarter by means of the TC/MC progress report.*

What is your opinion on the TC and MC meetings?

*There appear to be too many MC's. One or two a year would be enough. TC's should carry a significant workshop content or be slimmed down and replaced by more visits of technical staff giving progress and design presentations (see interface above).*

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*We were given a copy of the slides for a presentation on how ANSA relates to BT's current activities and whether it is seen as value for money. We are given an overall "well worth the investment". The presentation contains a number of pointers to the business case for BT.*

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## Actions

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*The list of agreed actions:*

- *student secondee possible shortly after Christmas*
- *ANSA presentations at BT events to be planned (by BT)*
- *In depth workshops to be organised (first one early November on DIMMA)*
- *document publication to sponsors needs different formats (html)*
- *ANSAweb release and handover needs agreement on the formats*
- *APM to cooperate on the ReTINA demonstrator over DIMMA*
- *More interactive TC's*

- *AJH to approach Ian Marshal after code deliverables DIMMA & ANSAweb*

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# 1 DRA

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What fee level do you think is appropriate for 1996?

Do you have any views on the differing rates for different sponsor classes?

How do you think we can encourage visitors and secondees again?

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## DELIVERABLES

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## INTERFACE

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Are there any workshops that you would you like us to arrange?

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## OPERATIONS

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Anything we can do to improve our administration, invoicing etc.?

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## BUSINESS CASE

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# 1 Eurocontrol

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*Overall this meeting was very constructive.*

*Eurocontrol's main objective in taking part in the ANSA activities is strategic:*

- *encourage an OPEN air traffic control architecture*

*Eurocontrol encourages industry to standardise but does not like to prescribe the standards. They aim at COTS solutions which allow member states to cooperate/federate in the future.*

*Consequently, Eurocontrol is less concerned about the precise details of the workprogramme and much more in the effect of our actions in industry and standards. They would like to see ATC suppliers and member states take note of ANSA and ODP (standards). There is evidence that we are influencing companies like Thomson CSF and DEC and country CAA's (e.g. DFS) already.*

*Eurocontrol joined originally for 1 year and are aware of the 6 months notice period. They are going through a process of re-appraisal and this meeting helped formulate the business case for them.*

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## MAIN TECHNICAL CHALLENGES

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What are the six most important technical issues to your company in the field of distributed systems and with a product horizon of three to five (or maybe more) years from now?

What is the single additional thing that you wish ANSA would address in addition to the existing workprogramme?

*The main technical and political challenge is to create an OPEN architecture for ATC. One of the main issues is how to agree a framework for system development and deployment which will allow:*

- *increased functionality for ATC*
- *preservation of authority over sub-systems*
- *controlled cooperation between systems*
- *new technologies to be supplied by traditional ATC supplier companies*

*There is a strong interest in **dependability** as well as **real time**. The ATC industry is technically conservative as it requires proof of the dependability of new technologies.*

*It is generally difficult to develop a list of technical challenges since the backgrounds of those involved is very varied.*

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## WORKPROGRAMME

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How do you think the effort should be split (in%) between the two major technical workprogramme topics?



*The precise division between the two is unimportant. Eurocontrol agree that B tasks (DIMMA, specially real time) is more important than the C tasks.*

What percentage of overall effort should we apply to “technology transfer”?

*The A tasks, and specially standards, require more effort. The current 25% is too small. It is recognised that a stock of results from B and C workpackages is needed to back up any standards activities.*

How many consulting days do you think you will need next year and on what topics? (Reviews of projects, training, design help, joint working).

*It was hard to get a precise answer to this one as it depends on the kinds of things which are happening at Eurocontrol. The days have been successfully used for project review and awareness. In the near future they will be used for follow up sessions after the courses (as we did for BT).*

What fee level do you think is appropriate for 1996?

*The current fee level is sustainable. Any significant increase will require specific justification to the funding body inside Eurocontrol. Predictions are that such justification will be hard to produce given the high level strategic interest (with intangible results).*

Do you have any views on the differing rates for different sponsor classes?

*Eurocontrol sees the differential rates as justified on the grounds that they will not use the technology. Vendors and system integrators seek to make a profit with the results of the programme.*

How do you think we can encourage visitors and secondees again?

*no opinion.*

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## DELIVERABLES

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What requirements might you have on the format of the deliverables:

- design methodology applied

*Since the detailed results are of no immediate use this issue is not relevant.*

- documentation tools used (FrameMaker, Word)

*Better access for PC and Mac users would be welcome.*

- document formats supported (postscript, html, MIF, RTF, text)

*Eurocontrol would like to host their own site which could serve our documents to Eurocontrol staff over their Lotus Notes network. This needs further investigation.*

- programming languages used (C, C++, ADA)

*Since the detailed results are of no immediate use this issue is not relevant.*

- software control and build environment?

*Since the detailed results are of no immediate use this issue is not relevant.*

- platforms, operating systems

What code would you require from each of the workpackages

- examples
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To what quality level should code adhere?

What documentation levels are expected?

*Since the detailed results are of no immediate use this issue is not relevant.*

What can be done to improve the review process for deliverables?

*Eurocontrol do not see any need at this stage to participate in detailed reviews. However, as other parts of the organisation become interested this may change.*

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## INTERFACE

We plan to identify one APM/ANSA person to be your “mole” in APM. Any preferences on who?

*No preference. The current interface is clear: RvdL for general issues, CMM for training related issues, JAB for the PED project.*

We would like to plan and document the interface better. As part of that we would like to agree an action plan at least once every six months.

*This idea is welcomed very much.*

Who in your company could be identified as the main interface to coordinate such an action plan?

Reorganisation is making this hard right now.

*Eike Meyenberg remains MC rep until end 1995 when he moves to COMMS. Informally ANSA sponsorship may remain with him.*

*Ben Bakker remains TC rep for now, but moved to DED1.*

*Gert Lauter is likely to take on the MC role if ANSA sponsorship remains in DED2.*

Are there any workshops that you would you like us to arrange?

*Eurocontrol welcomes workshops and intends to attend these but has no firm view on subjects right now.*

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## OPERATIONS

Anything we can do to improve our administration, invoicing etc.?

*No problems.*

Does the counting of consultancy days satisfy you?

*No problems.*

What is your opinion on the TC and MC meetings?

*There are too many. One or two MC meetings would suffice (Eurocontrol would not attend more). TC meetings in workshop format are preferred over normal meetings. This would also give Eurocontrol the opportunity to send different staff to different workshops/meetings.*

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## BUSINESS CASE

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*A list of benefits was developed in the meeting:*

*First point is the extent to which ANSA can influence standards. The extent is more important than the direction right now.*

*Second is awareness. Our training courses will generate awareness inside Eurocontrol. The follow up awareness consultancy day will hopefully generate a lot of enquiries from national CAA's as well as industry. The more of these and the better we follow them up, the better our business case will be for 1996 funding.*

*Third, and related issue is: "does Eurocontrol's ANSA sponsorship help give a signal to the ATC industry to take note of ODP technologies?" This was discussed and the merits for and against examined. For the time being the "merits-for" have it.*

*Fourth (related) point is the enquiries we have had from DFS and the effect of the GAAS review we did on Thomson CSF. It is obviously important that we let Eurocontrol know how we follow these enquiries up (AJF?).*

*Access to consultancy days is almost accidental, but useful in justifying sponsorship to those who require more concrete benefits and justification.*

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### **Actions**

*Dissemination: We should help Eurocontrol put our documents over their Lotus Notes network.*

*Dissemination: can Eurocontrol distribute documents on CD to member states?*

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# 1 BNR

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# 1 France Telecom

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Who in your company could be identified as the main interface to coordinate such an action plan?

Are there any workshops that you would you like us to arrange?

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## OPERATIONS

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Anything we can do to improve our administration, invoicing etc.?

Does the counting of consultancy days satisfy you?

What is your opinion on the TC and MC meetings?

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## BUSINESS CASE

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How do we develop a list of the benefits you get from the ANSA Workprogramme for your company?

Can we complete the list and prioritise the items today? If not, what process can we set up to achieve a prioritised list?

What are the five key benefits that you get from us?

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## MAIN TECHNICAL CHALLENGES

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What are the six most important technical issues to your company in the field of distributed systems and with a product horizon of three to five (or maybe more) years from now?

For example:

- security
  - end-to-end security for applications rather than systems
- real time
  - adjustable end-to-end quality of service
  - high performance (e.g. for telecommunications services)
- federation of systems
  - CORBA and OLE distributed computing technology converge for electronic commerce
  - business process driven distributed information processing
- networks of networks
  - distributed control of broadband multi-media networks
- infrastructure at the language/operating system level
  - syntax independent programming
- multi-media
  - active content paradigm for electronic information

What is the single additional thing that you wish ANSA would address in addition to the existing workprogramme?

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## WORKPROGRAMME

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How do you think the effort should be split (in%) between the two major technical workprogramme topics?

What percentage of overall effort should we apply to “technology transfer”?

How many consulting days do you think you will need next year and on what topics? (Reviews of projects, training, design help, joint working).

What fee level do you think is appropriate for 1996?

Do you have any views on the differing rates for different sponsor classes?

How do you think we can encourage visitors and secondees again?

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## DELIVERABLES

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What requirements might you have on the format of the deliverables:

- design methodology applied
- documentation tools used (FrameMaker, Word)
- document formats supported (postscript, html, MIF, RTF, text)
- programming languages used (C, C++, ADA)
- software control and build environment?
- platforms, operating systems

What code would you require from each of the workpackages

- examples
- prototypes
- integrated release

To what quality level should code adhere?

What documentation levels are expected?

What can be done to improve the review process for deliverables?

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## INTERFACE

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