

Gururaj becomes certified as CMMI® ACQ V1.2 Lead Appraiser by SEI

In the complex world of outsourcing, CMMI® Acquisition plays a key role to influence the acquirer's capability to outsource and manage the overall project in an efficient way. Gururaj Managuli, Consulting Partner at QAI has been certified by SEI as CMMI® ACQ V1.2 Lead Appraiser. Gururaj has been with QAI as Consulting Partner, for last 8 years. He is a certified Lead Appraiser for CMMI® DEV V1.2, High Maturity Lead Appraiser (HMLA) and also an authorized CMMI® instructor. He has conducted more than 35 formal SCAMPI-ASM appraisals and has diverse background of working in various countries and domains.

Gururaj has overall 25 years of experience that includes mechanical/systems engineering, software development, project management, senior management, process management and consulting experience. More than 50 formal appraisals have been lead by Gururaj since 1998 (including CBAIPs) - this includes several reputed large organizations across the countries. Gururaj has been one of the early lead appraisers - he received authorization to conduct CMM based appraisals (CBAIPI) in Early 1998.

About CMMI® for Acquisition (CMMI®-ACQ)

According to recent studies, 20 to 25 percent of large information technology (IT) acquisition projects fail within two years and 50 percent fail within five years. Mismanagement, the inability to articulate customer needs, poor requirements definition, inadequate supplier selection and contracting processes, insufficient technology selection procedures, and uncontrolled requirements changes are factors that contribute to project failure. Responsibility is shared by both the supplier and the acquirer. The majority of project failures could be avoided if the acquirer learned how to properly prepare for, engage with, and manage suppliers. In addition to these challenges, an overall key to a successful acquirer-supplier relationship is communication.

CMMI® for Acquisition (CMMI®-ACQ) provides an opportunity to avoid or eliminate barriers in the acquisition process through practices and terminology that transcend the interests of individual departments or groups.

CMMI®-ACQ provides guidance to acquisition organizations for initiating and managing the acquisition of products and services that meet the needs of the customer. The model focuses on acquirer processes and integrates bodies of knowledge that are essential for successful acquisitions. CMMI®-ACQ provides an opportunity for acquisition organizations

- To avoid or eliminate barriers and problems in the acquisition process through improved operational efficiencies
- To initiate and manage a process for acquiring products and services, including solicitations, supplier sourcing, supplier agreement development and award, and supplier capability management
- To utilize a common language for both acquirers and suppliers so that quality solutions are delivered more quickly and at a lower cost with the most appropriate technology

CMMI®-ACQ contains 22 process areas. Of those, 16 are CMMI® Model Foundation (CMF) process areas that cover process management, project management, and support process areas. Six new process areas focus on practices specific to acquisition addressing agreement management, acquisition requirements development, acquisition technical management, acquisition validation, acquisition verification, and solicitation and supplier agreement development.

For Acquisition related advice and services, please write to us at: customer_relations@qaiglobal.com