# Multi-method Software Estimation Utilizing Judgment and Model based Methods

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Abstract:

ct: This paper describes a multi-method approach utilized at ABB to derive size and effort estimates at the planning stage of software development projects. The planning stage is the stage where the organization has more insights into the project that at the initial conceptual stage. This does not mean that uncertainty is totally eliminated but it is reduced as analysis of features has resulted in more detailed requirements. The approach assumes that the organization conducting the estimation exercise does not have reliable historical data that can be used to derive the estimates. A case study is presented that describes a pilot conducted in an ABB Unit where the method has been implemented. This paper also shows how key estimation principles have been incorporated to the methods discussed to form a comprehensive estimation process. By implementing the methods and key principles described in this paper, an organization can begin storing reliable historical data for future use. Judgment-based and model-based methods are used to derive size and effort estimates. The paper shows that using different estimation methods helps the project manager to gain better insight on the estimates and obtain a composite estimate that is more robust and reliable.

### **1 INTRODUCTION**

In spite of all the research conducted in the software estimation discipline, a large number of software development organizations these days still have enormous difficulties developing reliable size and effort estimates that result in on-time and on-budget delivery of their software products and with the expected functionality and quality. There are several reasons why this happens. First, many software development organizations do not have a robust software estimation process. Second, there are a myriad of estimation methods that have been developed and each method provides different outputs (one estimate point, two-point interval estimate, probability and estimate, direct effort estimates, etc.) which may become confusing to practitioners. Third, most software estimation tools assume that organizations have reliable historical data and this is seldom true. Fourth, it is not clear to organizations how to use estimation methods when they do not have reliable historical data. Fifth, many organizations are not aware of the basic estimation principles and how to present their estimates to relevant stakeholders. Sixth, many organizations confuse the concepts of target, estimate, and

commitment. Lastly, often organizations do not fully understand the benefits of decoupling size estimates from effort estimates. To address these concerns, this paper focuses on several objectives. First, define key software estimation principles. Second, outline an approach to utilize different software estimation methods. Third, define an approach to begin reliable data collection. Finally, define an overall software estimation process that can lead organizations towards a high software estimation maturity.

## **2** ESTIMATION RESEARCH

This section presents a brief review of previous software estimation research. Cohn (2006) provides a useful definition of estimation and points out that "[a] good estimate is an estimate that provides a clear enough view of the project reality to allow the project leadership to make good decisions about how to control the project to hit its targets". After decades of research in the field of software estimation, and despite the large number of cost factors gathered and the rigorous data collected in the software industry, there is a lot of uncertainty on

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how to effectively estimate software projects. In practical terms, the ability to estimate software projects well depends on how much knowledge or uncertainty exists about the project being estimated (Laird, 2006). Estimation should focus first on deriving size estimates and then utilize these size estimates to compute effort and cost estimates (Galorath, 2006); (Laird, 2006).

Software estimation has different stages and they can be aligned with the development lifecycle stages. The initial estimation occurs at early stages of the lifecycle and this is a stage where uncertainty is still quite high. Planning estimation occurs when the product is better defined and more detailed requirements are known, but there is still a high degree of uncertainty (Minkiewicz, 2009). During the development lifecycle stage, a lot of the uncertainty has been removed and the preliminary commitment estimates can be made. This paper focuses on helping a project manager to develop estimates at the planning stage of the development.

Estimates are a communication vehicle that allows the whole organization to have a meaningful dialogue about the project and its significance to the organization (Muir, 2009). The process of approving an estimate involves two very distinct sides in the organization, the business side and the technical side. The goal is to balance both the business and technical perspectives. A friction point arises over the gap between the business' target for the project and the technical staff's estimate of project completion. The gap between the two views represents the organizational risk. Frequently, the organization resolves the organizational risk by adopting the target as the plan. For many organizations, the debate over the gap between the target and the estimate can degenerate into strife, or a "negotiation", instead of an open discussion. This can "poison" the project and make the organization lose sight of the "estimation process" and focus only on the end result of the estimation process. This means that the organization focuses on the certainty of the estimation outcome, downplaying and deemphasizing the risks and uncertainty that could prevent success. This situation short-changes the organization by taking away the opportunity to develop an in-depth understanding of the project in terms of the risks, rewards, and benefits.

As seen above, conflict arises because of the difference between the "target" and the "estimate". This situation pits the project planning team against the business management team. Frequently, Senior Management seeks to resolve the situation by imposing the target on the project planners.

A "savvy" Project Manager knows how to utilize the estimate to promote a business discussion focused on the gap between the estimate and the organization's target. At the end, this discussion will serve to make the organization aware of the level of risk in the project and to frame a discussion around how to creatively mitigate the project risk and thus, the gap between the target and the estimate.

A good presentation of an estimate includes the description of the estimate's scope, the estimation methods utilized, the accuracy, and the inherent uncertainty of the estimate. Planning estimation is most successful when multiple methods and different people are employed to develop the estimate. Convergence in the estimation is an indication of the accuracy of the estimate and it also provides higher level of confidence in the estimate.

A fundamental concept in software estimation is the Cone of Uncertainty (McConnell, 2006). The Cone of Uncertainty represents the uncertainty intrinsic to any project and shows how estimation should become more accurate as the development of a product moves from early development lifecycle stages towards later stages as shown in Figure 1. The "Y" axis in Figure 1 shows the degree of error in the estimate and it is closely correlated with the uncertainty that exists in every project. Estimates created early in the development lifecycle have a higher degree of uncertainty and estimates improve rapidly after the first third of the project. It is important to notice that the most important business decisions related to the software project are made at the time when there is minimum knowledge about the project and hence maximum uncertainty (McConnell, 2006). The Cone of Uncertainty represents the best-case accuracy that is possible to have in software estimates at different points in a project. The Cone represents the error in estimates created by skilled estimators. If the project is not well controlled or the estimators are not very skilled, estimates can fail to improve and the uncertainty instead of being a well defined Cone, is a Cloud that persists until the end of the project as shown in Figure 1. Hence, the Cone of Uncertainty is narrowed by making decisions that remove uncertainty from the project. Studies show that estimators who start their estimates with single point estimates often do not adjust their minimum and maximum values sufficiently to account for the uncertainty (McConnell, 2006).

The Cone of Uncertainty should be used to derive estimates taking into consideration the software development lifecycle stage. A way in which the Cone of Uncertainty can be utilized is to estimate a most likely size and then use the factors in Table 1 (which are mapped to the Cone of Uncertainty) as a guide to compute estimate ranges. It is important that the estimation team carefully analyzes at which stage on the development lifecycle the project is when the estimation exercise is conducted. This is important to properly select the error factors from the Cone of Uncertainty that will be utilized.



Figure 1: Planning Stage in the Cone of Uncertainty.

It is important to notice that even if an organization has reliable historical data for estimation purposes, there are points in the estimation process that still require some "subjectivity" and selecting an appropriate development lifecycle stage is one of these "uncertain" points.

| Development<br>Phase                      | Possible<br>Error<br>Low side | Possible<br>Error<br>High<br>Side |
|---|-------------------------------|-----------------------------------|
| Initial concept<br>complete               | 0.25 * X                      | 4.0 * X                           |
| Initial product<br>definition<br>complete | 0.5 * X                       | 2.0 * X                           |
| Approved<br>product<br>definition         | 0.8 * X                       | 1.25 * X                          |
| Requirements<br>specification<br>complete | 0.85 * X                      | 1.15 * X                          |
| Detailed design<br>complete               | 0.9 * X                       | 1.1 * X                           |

Table 1: Cone of Uncertainty factors.

## **3** PLANNING ESTIMATION OF A CASE STUDY

In this section we will discuss a real-world case study conducted within a software development Business Unit (BU) of ABB. The focus of this case study is to outline the process of developing planning estimates for software development projects. The objective of the software development project at the BU was to enhance the functionality of the User Interface of an existing software substation system that allows a Utilities Engineer to define the settings of intelligent electronic devices (IEDs) of a substation in a power distribution grid. Table 2 below shows the list of needed enhancements identified to be developed in the software substation system as defined at the initial stage of the project.

Table 2: Customer needs for the substation software system enhancement.

| Defined Customer Needs for Substation          |
|--|
| System Enhancement                             |
| A user in a Utility needs to efficiently       |
| define the settings in intelligent electronic  |
| devices (IEDs) in substations                  |
| A user in a Utility needs to save the          |
| settings of intelligent electronic devices     |
| (IEDs) in feeders in substations               |
| A user in a Utility needs to efficiently load  |
| the values of intelligent electronic devices   |
| (IEDs) of feeders in a substation              |
| A user in a Utility needs to edit the settings |
| of intelligent electronic devices (IEDs)       |
| A user in a Utility needs to efficiently       |
| manage the feeders' settings in intelligent    |
| Electronic devices (IEDs) in substations       |
| A user in a Utility needs to print a           |
| simplified setting report for a selected       |
| intelligent electronic device (IED)            |
| A user in a Utility needs to export the        |
| settings of intelligent electronic devices     |
| (IEDs) in feeders                              |

Utilizing the customer's needs presented in Table 2 the market requirements for the system can be derived and they are presented in Table 3. The case study presented in this paper focuses on showing how several estimation methods can be employed to estimate the size and effort to develop the market requirements shown in Table 3. As this BU did not have any reliable historical data to apply to this specific project, the following estimation methods were employed to derive the initial estimates for this enhancement project: (i) Planning Poker; (ii) Modified Wideband Delphi method; (iii) Monte Carlo Simulation.

Table 3: Market requirements for the substation software enhancement.

| Market<br>Requirement/No.      | Description of Market<br>Requirement  |
|--------------------------------|---|
| 1 - Define IED<br>Settings     | The IED Configuration System<br>shall allow the Utilities Engineer<br>to define IED settings and enter a<br>description of each setting |
| 2 - Save IED<br>Setings        | The IED Configuration System<br>shall allow the Utilities Engineer<br>to save IED settings  |
| 3 - Load IED<br>Settings       | The IED Configuration System<br>shall allow the Utilities Engineer<br>to load IED settings  |
| 4 - Edit IED<br>Settings       | The IED Configuration System<br>shall allow the Utilities Engineer<br>to edit IED settings  |
| 5 - Manipulate IED<br>Settings | The IED Configuration System<br>shall allow the Utilities Engineer<br>to manipulate IED settings  |
| 6 - Print IED<br>Settings      | The IED Configuration System<br>shall allow the Utilities Engineer<br>to print IED settings   |
| 7 - Export IED<br>Settings     | The IED Configuration System<br>shall allow the Utilities Engineer<br>to export IED settings to other<br>systems                        |

#### 3.1 Planning Poker Method

The Planning Poker is a top-down and structured expert judgment estimation method and it is useful during the planning stage of estimation to provide a high-level perspective of the project. This method classifies the sizes of the market requirements in the work breakdown structure (WBS) relative to a selected baseline market requirement. After the sizes of the elements in a WBS have been estimated, it calculates the effort for each market requirement based on the team velocity. Team velocity refers to the amount of time a development team employs to implement the points associated with the baseline market requirement. The following steps are followed to develop the estimates shown in Table 4.

 After the estimation team has identified the main market requirements of the WBS, a "baseline market requirement" is selected and it is used to compare the sizes and complexity of the remaining market requirements in the WBS. If the organization has reliable historical data, the baseline market requirement can be selected from the historical database. If not, as in our present case, the estimation team selects the baseline market requirement by identifying a market requirements in the WBS that seems of medium size and with medium complexity, and assigns it a number (market requirement points) in the middle of the range that the team expects to use. The series of market requirements points can be selected in many ways, but the following set of points has been successfully used in practice: (1, 2, 3, 5, 8, 13, 20, 30, 40, 50, 70, 90, and 100) [1]. After the baseline market requirement has been selected and assigned a number of points, the team discusses and documents all associated assumptions (see Table 4, first row, and columns 1, 2, and 6).

- 2) The remaining market requirements in the WBS are now compared in terms of size and complexity with the baseline market requirement and assumptions are documented for each market requirements (see Table 4, all remaining rows, and columns 1, 2, and 6).
- 3) Once the estimation team has completed discussions and assigned points to each element of the WBS, the team has a discussion to ensure that major tasks (such as develop system architecture, integration testing, system documentation, etc.) have been considered. If there is any task remaining, add this task to the elements of the WBS and estimate its size in market requirement points (no additional tasks added in Table 4).
  - 4) As previously discussed, the team velocity in the project is the time that the development team requires to develop a certain number of market requirement points. It is recommended to use past historical data if it is available in the organization and is considered as reliable. Otherwise, as is the current case, the team can estimate the team velocity based on past experience. In our example the team velocity is considered as 2 person-days per market requirement (see Table 4, column 4). Estimates of velocity should be given as a range that reflects the uncertainty inherent in the estimate as shown by the Cone of Uncertainty. It is important to notice that team velocity is a critical component as the project evolves. For the most part, the points assigned to the market requirements of the WBS should not be adjusted throughout the project. The equalizer is the team velocity and this one is the one that can be changed.
  - 5) Finally, depending at what stage in the development lifecycle the project is at, use the Cone of Uncertainty shown in Figure 1 and the

values of Table 1 to determine the lower and upper range values for the effort estimates. In our case, the lifecycle stage was the "Approved Product Definition" or "Planning Stage" and hence the lower bound multiplier for velocity is 0.8 and the upper bound is 1.25 (see Table 4 columns 3 and 5).

6) With these data points, the estimation team can then add all the effort numbers and obtain the overall project effort (see Table 4 and row 9).

| Market   | MR     | Velocity | Velocity | Velocity |
|----------|--------|----------|----------|----------|
| Req.     | Points | p-days   | p-days   | p-days   |
|          | (size) | Best     | Most     | Worst    |
|          |        | Case     | Likely   | Case     |
|          |        | (effort) | (effort) | (effort) |
| 1        | 5.00   | 8.00     | 10.00    | 12.50    |
| Basalina |        |          |          |          |
| Dasenne  |        |          |          |          |
| MR       |        |          |          |          |
| 2        | 3.00   | 4.80     | 6.00     | 7.50     |
| 2        | 8 00   | 12.90    | 16.00    | 20.00    |
| SCI      | 8.00   | 12.80    | 10.00    | 20.00    |
| 4        | 8.00   | 12.80    | 16.00    | 20.00    |
|          |        |          |          |          |
| 5        | 13.00  | 20.80    | 26.00    | 32.50    |
|          |        |          |          |          |
| 6        | 8.00   | 12.80    | 16.00    | 20.00    |
| 7        | 5.00   | 8.00     | 10.00    | 12.50    |
| /        | 5.00   | 8.00     | 10.00    | 12.50    |
| Totals   | 50.00  | 80.00    | 100.00   | 125.00   |
|          |        |          |          |          |

#### Table 4: Planning Poker Estimates.

#### 3.2 Size Wideband Delphi Method

The Wideband Delphi is a structured group technique. This technique, estimation if appropriately used, can be employed by higher maturity software development organizations. It is important that historical data is stored, that estimating size is kept at the forefront and that effort and cost estimates are derived from the size estimates. Wideband Delphi is considered a bottomup and structured expert judgment estimation method and it is very useful at the planning stage of the development lifecycle, where size is estimated and effort is computed based on team velocity. This technique serves to discuss a group's estimates and improve them by holding structured meetings with the help of a facilitator. The following steps are followed to develop the estimates shown in Table 7.

1. A Delphi facilitator works with the estimation team to define the baseline market requirement that is used to compare each of the market requirements in the project. If there is a historical list of accepted baseline market requirements

classified based by their type (i.e. functional algorithmic, functional user interface, functional database related, non-functional, hardware, etc.) then this list will be used with the associated market requirement point sizes and assumptions. Moreover, historical data can provide the typical effort that a development team takes to implement one market requirement point. If no historical data exists, the estimating team may decide to identify the baseline market requirement that will be used to compare the size(s) and complexity(ies) of the market requirements to be estimated. The team also needs to estimate the level of effort (in person/time) that a market requirement point takes to be implemented. Table 7 shows market requirement 1 as the baseline feature shaded.

- . The Delphi Facilitator presents the group of experts with the description of the selected baseline market requirement. The assumptions made for the baseline market requirement are also discussed.
- 3. The Delphi Facilitator presents the group of experts with the description of the baseline market requirement in the WBS to be estimated, and guides the team into comparing the market requirement being estimated with the size and complexity of the selected the baseline market requirement. Each team member, in an anonymous way, provides a single most likely estimate of the size of the market requirement and arguments or assumptions behind the estimate. This step is followed for each of the market requirements identified in the WBS.
- 4. The Facilitator prepares a summary of the size estimates showing the different estimates and presents it to the group for discussion. The participants see how their estimates compare with other estimators' estimates.
- 5. Estimators vote anonymously on whether they want to accept the average size estimate as the Most-likely estimate for each market requirement. If estimate is accepted then estimators document assumptions behind this estimate. If any of the estimators vote no, they go back to step 3.
- 6. Estimators discuss Most-likely estimate and vote to provide a Best-case (BC), Worst-case (WC) size estimates for the market requirement (see Table 7, columns 2-4, and rows 2-8).
- 7. For each market requirement, we compute the Expected Case Estimate (ECE) with the following equation (1), where (MLC) is the most likely case estimate:

$$ECE = [BC + (3 * MLC) + (2 * (WC)] / 6$$
(1)

Studies have shown that estimators using the Wideband Delphi method tend to produce optimistic "Most-likely" estimates, which can yield to optimistic overall estimates. Equation (1) is a slightly altered version to consider "optimism" (see Table 7, column 7).

8. For each market requirement in the WBS we compute the Standard Deviation (STD) using equation (2) (see Table 7, column 5).

$$STD = [WorstCase - BestCase] / 1.4$$
 (2)

9. Using the divisor of 1.4 statistically implies that the estimators' ranges between Best-case and Worst-case will include the actual outcome of the estimate 50% of the times. To increase the percent to 70% of the times, the divisor in the equation must be changed to 2.1 instead of 1.4. Table 5 shows the divisors to be used when calculating standard deviations. Compute the Variance (VAR) using equation (3) and Total Variance (TVAR) using equation (4) (see Table 7, column 6).

$$VAR = [STD] ** 2$$
(3)

$$TVAR = \sum_{n}^{i=1} VAR_i \tag{4}$$

- 10. Compute the Aggregate Standard Deviation (ASTD) using equation (5) (see Table 7, row 10). ASTD = [TVAR] \*\* 0.5 (5)
- 11. Compute the 90% Percentage Confident Estimate (PCEST) using equation (6) (see Table 7, row 11).

$$PCEST = [ECE + (1.28 * ASTD)]$$
(6)

Table 5: Standard deviation factors.

| If this % of actual<br>outcomes fall<br>within estimation | then use this factor<br>as a divisor in the<br>STD calculation |
|---|--|
| range   |  |
| 10%   | 0.25   |
| 20%   | 0.51   |
| 30%   | 0.77   |
| 40%   | 1  |
| 50%   | 1.4  |
| 60%   | 1.7  |
| 70%   | 2.1  |
| 80%   | 2.6  |
| 90%   | 3.3  |
| 99.70%  | 6  |

Table 6 shows the percentage confidence based on use of aggregate standard deviation. This means that the PCEST is expected to be accurate with 90% confidence by using the factor 1.28

Table 6: Percentage confidence factors.

|   | Percentage<br>Confidence | Calculation       |   |
|---|--------------------------|-------------------|---|
|   | 2%                       | EC – (2 * STD)    |   |
|   | 10%                      | EC – (1.28 * STD) |   |
|   | 16%                      | EC – (1 * STD)    |   |
|   | 20%                      | EC – (0.84 * STD) |   |
|   | 25%                      | EC – (0.67 * STD) |   |
|   | 30%                      | EC – (0.52 * STD) |   |
| / | 40%                      | EC – (0.25 * STD) |   |
|   | 50%                      | EC                |   |
|   | 60%                      | EC + (0.25 * STD) |   |
|   | 70%                      | EC + (0.52 * STD) |   |
|   | 75%                      | EC + (0.67 * STD) | J |
|   | 80%                      | EC + (0.84 * STD) |   |
|   | 84%                      | EC + (1 * STD)    |   |
|   | 90%                      | EC + (1.28 * STD) |   |
|   | 98%                      | EC + (2 * STD)    |   |

- 12. Compute overall effort estimate by multiplying the team Velocity (see Table 7, row 12) by the PCEST (see Table 7, row 13).
- 13. Table 7 shows the results of the estimates carried out by the Business Unit estimation team using the modified Wideband Delphi method

| Table 7. Size widebally Delphi lesuits | Table | 7: | Size | Wideband | Delphi | results |
|--|-------|----|------|----------|--------|---------|
|--|-------|----|------|----------|--------|---------|

| Req      | BC<br>Size | MLC<br>Size | WC<br>Size | STD | VAR   | ECE |
|----------|------------|-------------|------------|-----|-------|-----|
| 1        | 3          | 5           | 7          | 3   | 13    | 5   |
| 2        | 1          | 3           | 5          | 3   | 25    | 3   |
| 3        | 3          | 8           | 10         | 5   | 51    | 8   |
| 4        | 5          | 8           | 9          | 3   | 33    | 8   |
| 5        | 5          | 13          | 15         | 7   | 115   | 12  |
| 6        | 3          | 8           | 10         | 5   | 51    | 8   |
| 7        | 5          | 5           | 7          | 1   | 5     | 6   |
| Totals   | 25         | 50          | 63         |     | 292   | 50  |
| ASTD     |            |             |            |     | 17.08 |     |
| PCEST    |            |             |            |     | 72.03 |     |
| Team     |            |             |            |     | 0.5   |     |
| Velocity |            |             |            |     | req   |     |
|          |            |             |            |     | pts   |     |
| Overall  |            |             |            |     | 144   |     |
| Effort   |            |             |            |     | pers  |     |
| Est 90%  |            |             |            |     | -     |     |
| Conf.    |            |             |            |     | days  |     |

### 3.3 Monte Carlo Method

Monte Carlo is a stochastic technique based on the use of random numbers and probabilistic approaches that can also be used to derive initial estimates. Monte Carlo methods have been used to model business phenomena that have high degree of uncertainty. The following steps were utilized to derive the estimates presented in Table 8 utilizing the Monte Carlo method.

- 1. Table 8 is constructed using the size estimates identified in rows 2-8 and columns, 2, 3, and 4 from Table 7.
- 2. Inputs were generated using random numbers and the Triangular Probability Distribution for each Feature using the three inputs Best, Most Likely, and Worst cases and mapping them to the Triangular Distribution. Triangular Distribution random entries were generated for a total of 5,000 simulations for each market requirement. As shown in the results of the Monte Carlo simulation, the median size for the project was 46.2 market requirement points, with 10% of the observations as 41.6 market requirement points and with 90% of the observations with a highest value of 50.2 market requirement points. Figure 2 shows the summary of the results of the Monte Carlo estimation.



Figure 2: Monte Carlo size estimation output.

Once the Monte Carlo simulation calculates the size, the team Velocity is utilized and then the overall expected effort with 90% confidence is (2 persondays\*50.2 market requirement points) which results in 100.4 person-days effort.

#### 3.4 Analysis of Results

Table 8 summarize the results of effort estimates

computed by all three methods. All three methods converge in the overall size of the project being 50 market requirement points.

|                 | Total Effort in |
|-----------------|-----------------|
| Estimating      | person - days   |
| Method          | ML              |
| Planning Poker  | 100             |
| Wideband Delphi | 144             |
| Monte Carlo     | 100.4           |
| Average         | 114.8           |

Table 8: Summary of results.

The Planning Poker method estimated a total of 100 person-days to complete the project. Utilizing the Wideband Delphi method the effort estimate is 144 person-days to complete the project with 90% confidence level. Finally, utilizing the Monte Carlo simulation method, the total estimated effort to complete the project is 100.4 person-days with 90% confidence level. Ultimately, the approach followed is to compute the average estimate utilizing all three estimation methods and the final result is 115 person-days to complete the project.

## **4** CONCLUSIONS

The approved product definition or planning stage of the development lifecycle represents a point in the product where the software development organization has an understanding on the market requirements that will be included in the first release of a software product. The planning stage typically occurs when the organization has completed the initial concept and product definition and a general understanding of the product functionality is achieved. Although at the planning stage there is less uncertainty in the project that at initial stages, still the level of uncertainty is considerable. There is an added pressure at this stage because typically development budgets are confirmed and initial internal company commitments are made.

Utilizing several estimation methods is especially important at the planning stage as the organization can observe the project from two very different perspectives bottom-up and top-down. It is then important to utilize more than one estimation method to achieve robust size and effort estimates. It is also especially important to not only utilize a variety of methods but also to fully embrace key estimation principles such as not confusing estimates with targets, allowing people that will perform the work develop the estimates, identifying and documenting the estimation assumptions, and providing estimates as a range of values and a percent confidence, among others. It is essential to start the process by estimating the project size and then utilizing the team velocity to compute the effort and the project cost. The principle of the Cone of Uncertainty is a cornerstone to understand how estimates should be calculated, as it defines the multipliers to be utilized which are associated with the stage of the development lifecycle of the project. The methods described in this paper can be utilized by organizations that do not have reliable historical data to derive the estimates. If an organization has reliable historical data, these methods can also be utilized and will provide even better results. The methods and principles utilized in this paper do not require the implementation of costly software tools.

Through the estimation process the project manager will have the necessary arguments to establish a constructive collaboration between the business target position and the technical perspective of the estimation. The planning estimate represents a unique opportunity to be the communication vehicle that allows the whole organization to have a meaningful dialogue about the business objectives of the project and the development intricacies and effort required to produce the final product. This dialogue is important to reduce the risk to the organization.

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