Case Study

Dynanet: Continuing its Process Improvement Journey with CMMI for Over a Decade

The Business Need

A small-privately held organization, Dynanet provides IT technology services to federal and state governments. Because these customers value, and often require, independent assessments of capability, Dynanet has a long history of quality, process improvement, and CMMI appraisals and ISO certifications. Dynanet passed its first ISO 9001 audit in 2009 and received a CMMI-DEV V1.2 ML2 rating in 2009, CMMI-DEV V1.3 CL3 rating in 2012 (including process areas: Project Planning, Project Monitoring and Control, Requirements Management, Configuration Management, Process and Product Quality Assurance, and Measurement and Analysis), CMMI-DEV V1.3 ML3 ratings in 2015 and 2018, and most recently a CMMI-DEV V2.0 rating of ML5 in 2019.

According to Director of Process Improvement, Mike McEwen, “Senior management has always seen the value of process improvement as a means to improve performance, keep customers happy, and differentiate Dynanet from its competitors.” Consequently, Dynanet makes ongoing, significant investments to support its process infrastructure and quickly embraced the new V2.0 model.

The Business Challenge

In 2017, a Dynanet-led team won a $42-million contract to maintain and enhance one of the four systems that process over a billion insurance claims every year representing 3.5% of the U.S. GDP. That system performs benefit coordination and pre-payment claims validation for insurance Part A (hospital and nursing care) and Part B (doctor visits, lab tests, and medical equipment) to enable standardization of claims processing, which occurs at multiple data centers throughout the United States.
Despite a smooth transition onto the new contract, the defect rate of Dynanet software deliverables began rising and the delivery team’s accuracy of effort estimates began declining. Dynanet sought to determine the reasons for these performance issues and possible solutions as it planned a High Maturity Appraisal with CMMI Institute Partner Software Quality Center (SQC).

The Solution

Dynanet chose the Development view of the CMMI V2.0 model because their typical deliverables are software, documentation, and services related to software (e.g., requirements analysis and design). The CMMI-DEV view was a smart fit because it had practice areas for almost every aspect of Dynanet’s projects included in the scope of CMMI based practices. The capabilities targeted for improvement in this High Maturity Appraisal were:

- Ensuring Quality
- Engineering & Development
- Planning & Managing Work
- Sustaining Habit & Persistence
- Improving Performance

CMMI (especially the CAR and MPM practice areas) gave Dynanet the tools they needed to determine the root causes of their performance issues on the project, implement corrective actions, and statistically prove those actions worked. More importantly, CMMI enabled Dynanet to establish a quantitative framework of performance goals, objectives, and critical indicators with related procedures for data collection, analysis, and presentation.

This framework feeds data about corporate and project-level performance to senior management in easy-to-understand formats to reveal key insights and support better decision-making. This new capability is a key component of Dynanet’s transformation to being a fully data-driven organization. Qualitatively, this helped raise employee morale on the projects, and also provided management more insights and confidence in the ability of projects to be completed as promised.

“We have held ISO 9001 certifications and CMMI ratings since 2009. Receiving an ML5 rating is a major milestone on our performance improvement journey that demonstrates our relentless pursuit of quality in the products and services we deliver to our customers.”

Sean Peay
President and CEO
Dynanet
Key Performance Goals Achieved

Dynanet achieved an ML5 rating using the V2.0 DEV view of the model. This High Maturity Appraisal helped Dynanet achieve measurable and meaningful improvements.

Dynanet Identified and Solved Key Performance Goals

Lessons Learned

The quality journey that Dynanet began in 2008 demonstrates how CMMI can be tailored to the size and resources available to a small business. Dynanet cites the following key lessons learned in their process improvement journey.

- Develop a **performance improvement plan** identifying all the tasks needed
- Ensure you have an **experienced CMMI Partner** that is available by phone or email to answer questions within a few days. Have status meetings every 5-6 weeks with the Partner
- Have your **processes and artifacts well organized** to how the work is being performed to help streamline the appraisal
- Ensure those responsible for measurements and analysis have **adequate statistical background** and undergo detailed training
- **Keep senior management apprised** of progress and roadblocks
- **Train appraisal team members** and ensure they pass required certification exams as early as possible
Dynanet’s ML5 rating helps to differentiate them from other firms in the crowded government contracting space. Their current customers have recognized this achievement and strengthened their relationships with them, and Dynanet expects this to translate into additional projects.

Adopting a quantitative framework for monitoring performance and selecting corrective actions addressed the immediate issues on the contracts, which enables Dynanet to use it as a past performance reference for future proposals. And finally, establishing this quantitative framework helps ensure superior performance throughout the organization. Dynanet’s long-term focus on performance improvement and its partnership with CMMI have been instrumental in its quest to become a fully data-driven organization.

“Dynanet has seen tangible, statistically significant improvements with the continued persistence and habit of our processes that meet CMMI best practices. This is a major milestone and assures Dynanet’s customers of an ongoing focus on performance excellence using the best of best practices.”

Kris Puthucode
President & CEO
SQC

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