How to Convince your Boss that you need eaDocX

We know that budget holders need to be persuaded that new tools will deliver benefits for them - even tools as brilliant as eaDocX. So here are the answers to some typical questions you might come across...
Why do you need a document generator? - there's one in EA already

• Creating and updating documents is much faster than using the RTF generator. eaDocX guides me with options that make it simple to structure and format all my documents exactly how I want them. Then just 2 clicks updates everything.
• I can print things with eaDocX that the rtf generator can’t. With no need to program, write scripts or create XML. The UI is simple to understand.
• And with document management there’s version control, status, document history and approvals all saved in the EA model.
• It will save me time and keep track of the documents I produce as well.

⇒ Simple User Interface ⇒ Flexible documents
⇒ Range of formatting options ⇒ Focused communication
⇒ Tailored contents and structures ⇒ No programming needed
What are the benefits for the business?

1. Documents are better quality.
   - All our analysis and design data in EA can be printed in diagrams, tables, matrices, paragraphs, spreadsheets or charts – whatever the business needs.
   - Hyperlinks and conditional formatting let readers navigate quickly to the information that is important to them.
   - All styled to comply with company document standards.

2. The web publishing and collaboration capability gives us a mechanism for speeding up document review and approval.

3. Delivering better projects, faster, for less money.

⇒ Produce and update documents fast
⇒ Include rich relationship data
⇒ Sets of consistent documents
⇒ Formatted for clear communication
⇒ Improved review and update cycle times
⇒ Ease of use for reviewers
Web publishing and collaboration?

• All EA generated documents can be published to the web.
• Time-limited, password controlled access lets stakeholders feedback and comment on the documents. All their inputs captured real-time and made visible to other reviewers**.
• And the dashboard lets me monitor the progress of each document review by each reviewer.
• Everything is stored in the model linked to the correct elements so I can make changes quickly and easily, drastically reducing the time taken to publish, review and re-issue documents.
• Model history/traceability is improved to remember Why? as well as What?

(** Comments visibility can be limited to author only.)

| ⇒ Access on any web enabled device | ⇒ Time limited, password controlled reviews |
| ⇒ Online discussions to resolve issues | ⇒ Dashboard for monitoring progress |
| ⇒ Answer questions and vote | ⇒ Improved traceability of model changes |
Isn’t it just another tool?

- eaDocX isn’t replacing tools we’ve already got – it’s joining up the ones we're using already - Enterprise Architect, Word and Excel. And it’s letting a much wider audience share and contribute to that information.
- It will deliver huge benefits, because it makes it so easy to move information around. It will let us integrate the information in EA with the rest of the business and reduce errors by letting everyone work with consistent information.
- Stakeholder engagement will be improved through online review and approval.
- eaDocX makes the most of the knowledge and time we've already invested.

| ⇒ Simple import/export/edit of EA data | ⇒ Direct into Word and Excel |
| ⇒ Integrate knowledge from many sources | ⇒ Increase efficiency: deliver greater value |
| ⇒ Expand audience contributing to projects | ⇒ Improve quality of project deliverables |
It's too expensive

• A single licence costs less than half a day of my time and I will save that amount of time producing the first document. It’s so cheap it costs more to raise the PO!

• With eaDocX I’ll have more time to spend on analysis, design and thinking, as I’ll spend less time producing documents - that means a huge efficiency increase.

• Documents can be tailored for every reader, so it will save their time as they will only have relevant information to review.

• And online collaboration increases engagement and saves time and money in the document review and approval process. So there are real cost benefits which increase as the project progresses.

⇒ Minutes not hours to create documents
⇒ Readers get exactly what they need
⇒ Instant updates and changes
⇒ Increase stakeholder engagement
⇒ Reduce review and approval times
⇒ ROI delivered with first document
How do you know it will do what we need?

- Everyone can take the 30 day free trial to find out. Just register and download.
- Plus, there’s a whole set of Sample documents which show the output options that we can create.
- There’s lots of product Help, LinkedIn & forum discussions where we can ask questions.
- Finally there’s a free hour of 1-2-1 support during the trial so we can be absolutely sure.

| ⇒ Free 30 day Trial, no obligation | ⇒ Forums, LinkedIn, videos |
| ⇒ Sample documents | ⇒ 1-2-1 trial support |
It'll take too long to learn

- It uses Word and Excel which I know already.
- The alternative is to learn to program (which is what Sparx recommend to customise documents using their RTF generator).
- There is eaDocX training available if we need it - an “Introduction to eaDocX” course on the website or there are more detailed training courses available from eaDocX directly or from other EA partners.
- I can have desktop support through a 1-2-1 remote mentoring package.
What’s the difference between Collaboration, Corporate and Professional editions?

- Professional Edition includes full Microsoft Word integration.
- Corporate Edition includes all the features of Professional Edition plus full integration with Microsoft Excel*. It also includes html publishing and document management features to track document history, versions, status, approvals etc.
- Collaboration Edition includes all Corporate Edition features and allows password access for reviewers to collaborate online with real-time comments, reviews, votes and approvals stored directly in the EA model.

(*EA data can be directly created, read, and updated using Excel, and Excel charts and spread sheets can be automatically included and refreshed within Word documents.)

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Will everyone on the project need it?

• No, only those who use Enterprise Architect and need to produce great documents.
• But Excel integration also makes it really useful for anyone who needs to add or edit EA data. Because it produces Word and Excel files, everyone apart from the EA team just carries on as before, but with better documents.
• BUT it's so cheap we could let those “on the edge” of the project use it so they can create the documents they want whenever they need them - rather than relying on us every time!
• Only authors need a licence, whether Professional, Corporate or Collaboration edition. Access to documents for reviewers is free and unlimited.

⇒ Increases visibility of EA work
⇒ Connects EA with MS Office
⇒ Only Authors need licences
⇒ Anyone who creates or uses EA data
⇒ All stages of Project lifecycle
⇒ Reviewers have unlimited, free access
Will it work with our IT infrastructure?

- There are 2 options for installation - standard (single user) or floating licence.
- Organisational licences are also available – one standard style key shared between many users.
- The standard licence sits on a single machine (may require admin rights to install); the floating licence version needs a shared server to which all users have access.
- The collaboration edition must be installed on a Collaboration Web Server to which all authors need access.
- There’s a downloadable full user guide available for floating licence installation and setup.
- eaDocX appears as an Extension (Add-In) within Enterprise Architect.

| ⇒ Standard (single User) licence version | ✔️ Floating (shared) licence version | ✔️ Organisational licence version | ✔️ Collaboration Web Server |
What is the maintenance & support package?

- We can buy the software with 12 or 36 months of support and free updates.
- This lets us raise support tickets for bug fixes and other issues.
- There is also an active forum.
- Development is ongoing with regular major releases scheduled.
- Responsive to customer feature requests.
- We can get 1-2-1 support if we need it direct to our team through Ability Engineering’s Remote Mentoring package.

| ⇒ Support options, 1 or 3 years | ⇒ Constant innovation |
| ⇒ Access to updates and support desk | ⇒ Remote Mentoring for 1-2-1 support |
Who are eaDocX/Ability Engineering?

- eaDocX is a product developed by Ability Engineering - a UK based Sparx Systems global partner, VAR, trainer and reseller. They have many years experience working in complex technology organisations using Enterprise Architect.
- Their consultants wrote eaDocX because they needed it - so it’s developed by EA users for EA users.
- They’ve got sales and training relationships with other EA global partners that also provide worldwide access to eaDocX expertise.
- They are founding members of the European Enterprise Architect User Group.
- Worldwide reseller network

⇒ Sparx Systems Global Partner ⇒ Training, consulting and mentoring
⇒ EA User Group founding member ⇒ Sister product = Model Expert
⇒ Microsoft Partner ⇒ Delivering solutions since 1998