GYRUS

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GYRUSAim® for the Best

# What Would You Do Differently?

## An Innocent Start

Every company has a “computer guru” that seems to know the ins and outs of most every program, and can whip up a little magic to solve most any daily problem. Meet Sam. Sam knows Access, so one day he wrote a little Access application to track the roster for his classes. It didn't take him long to do and it was pretty slick. A few weeks later Sam was tinker-ing with his little roster program and thought that it would be helpful (and not too much trou-ble) to track attendance too. It actually took a little longer to add this than it did to write the original roster program because he had to make some changes to the original program to get attendance to work, change the database structure, modify a couple of screens, add a menu, etc. But it worked and was great!

## Sam: The Hero!

One day Sam showed Allison his little roster/attendance program and she loved it. Alli-son teaches diversity training and it was perfect for her…well, almost perfect. Allison's courses are two days long instead of Sam's one day courses, and Sam’s program only tracks for one day. So Sam changed the program for Allison. It wasn't as easy as he first thought, but it only took a few hours. (Well, maybe a whole day but part of that time was researching an obscure feature of Access so he charged his time to course development. Next Allison asked if it would-n't be too much trouble if Sam could add a few more courses and schedule them further out than for the current classes. This would help track who would be attending in the future. "What a good idea," thought Sam. “It will take only a few changes to the program.” So he got to work on it! While Sam was working on Allison's latest demands, Allison was showing her coworkers what Sam had done. They too were amazed so Sam installed a copy on each of their computers. As his colleagues continued to ask for "little" changes, Sam was now spend-ing more time modifying his little “roster/attendance/scheduling” program than he was devel-oping his new "Advanced Access" course.

## Does It Ever End? Please!

Six months have gone by and now it is the roster/attendance/scheduling/classroom/instructor/reports” program. And there are problems: reports are inaccurate, without docu-mentation there are user errors, the scheduling module crashes when there are holidays, the menus are haphazard and everyone turns to Sam to support the errors and problems. Now Sam is spending way too much time on his program and is hiding it on his time sheet as course development because, after all, wasn't he learning more about Access?

# What Would You Do Differently?

## Busted!

Today, Sam's boss stopped him in the hallway and asked, "How is the 'Advanced Ac-cess' coming? I'd like a walk through tomorrow. We have a class scheduled for next week." Panic struck Sam as his boss turned and walked away. Then she stopped and said, "By the way,the trainers asked me if we could put your training roster program on the network and share the data. I told them that should be easy to do, right?"

## Don't Do It Sam!

Suddenly, Sam realized his mistake. If he could do it all over, he would have planned it better. His program was more of an evolution than it was a solution. He never planned the overall design of the program he just kept patching and adding to it. It was difficult to maintain and he was afraid to add anything else to it. He was worried that some parts had never been thoroughly tested. The program needed a rewrite and Sam just didn't have the time. Sam esti-mated he had spent over 200 hours working on this "simple little program", and he had no idea how long it would take to make it truly network compatible, to rewrite inefficient code, add a few features Allison needs, and develop documentation. He could easily spend 400 hours and still not have a commercial strength product.
At $25 an hour for salary and benefits this will end up costing $10,000 and keep rising each year. Not to mention that Sam is getting behind in his job. What's the cost to his compa-ny for that? What was Sam's mistake? He didn't concentrate on what makes him valuable to his organization: developing and teaching courses.

## The Solution

Gyrus Systems is the training industry's oldest learning management system designer. The release of GyrusAim marked the fourth generation of Gyrus' creations and cemented Gy-rus' reputation as a company that continuously anticipates and meets the needs of the train-ing industry. GyrusAim's revolutionary Skills Management component has the training world looking at a whole new dimension of employee development. As Gyrus continues to look to the future, the company is strong with the knowledge that their customer's continue to rely on the foundation Gyrus builds for them.