How would you convince management that following a four-model approach is wise?

A four-model approach is the best approach time and money permitting. A common theme across all systems is that getting a clear understanding is beneficial.

## Current physical system

Understanding the current physical system will provide many benefits. A key thing to note is often systems that have been in place a long time can have portions that are forgotten, not understood and/or inefficient. Identifying legacy portions allows the possibility to upgrade or replace them.

1. Understanding what the physical system can support will make the new system design easier.
2. Knowing the current physical system’s limitations can help in designing the new system to be able to grow more efficiently.

## Current logical system

Understanding the current logical system provides similar benefits as does the physical system.

1. Seeing the current logic can help spot unknown issues.
2. Some processes can be combined or simplified when viewed from the big picture.

## New physical system

Seeing exactly how the new system is laid out will speed completion time and be more accurate.

1. Once the physical limitations are defined it makes some choices easier.
2. Errors will be reduced with a good design.
3. Its important for the physical system be completed before the logical system is finished.

## New logical system

This area usually encompasses the majority of changes

1. Its important not to introduce any new issues, so a clear understanding is vital.
2. This is the best way to keep everyone on the same page.
3. Understanding this system will Streamline the design of the testing process.

While it is true there will be an additional cost for the four models, the cost / benefit ratio would indicate four models saves money in the big picture.