

DEPLOY!™ 3.0

A business strategy game of optimization and capacity planning

by Nigel Hopkins

The company for which you work has started on an ambitious modernization and expansion programme, focusing heavily on replacing their outdated IT systems. A large number of projects have been created by the powers that be. Some of them could help to fund your department, others will add real business value to the company but may not help so much in your running costs. But, at the end of the day, it's all about the business value. You know the current IT Manager will not be with the company much longer and you are out to prove yourself a worthy successor.

WHAT'S IN THE BOX?

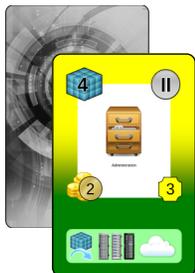
75 Credit Chips

-  30 white chips (1 credit)
-  25 yellow chips (5 credits)
-  20 green chips (20 credits)



First player standee

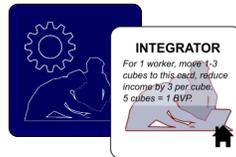
3 Project decks (18 cards each of I, II and III)



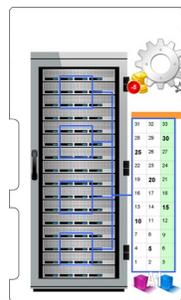
35 Capacity tiles



32 Skills and Technology development tiles



3 Pool 'A1' Special Technology boards



4 Server-room player boards



165 Workload cubes (55 each of yellow, blue and purple)



1 Bag

20 Extra workers (5 per player color)



12 Player Discs (3 per player color)



4 Pool 'C' markers (1 per player color)



4 Income trackers (1 per player color)



Rules booklet contents

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SETTING UP

Place the main board in the centre of the table. You will need 1 less Pool A1 special technology boards than the number of players.

Place the credit chips, BVP tokens and Pool A1 technology boards next to the main board. Place all the workload cubes into the bag.

Player board and pieces

Each player chooses a color and takes a server-room board, a capacity tile of value 2 and 50 credits plus, in their chosen color, 3 Player discs, 5 extra workers, 1 Pool 'C' marker (cylinder), 1 Income tracker and 50 credits.

- c. The board has a track to show your income. Place one of your discs onto the "0" of the circular track and the Income tracker in the left slot along the top of your board (this will be used to track the 10's of your income).
- d. Place your capacity tile in either Pool A (blue side up) or Pool B (yellow side up). This represents your starting capacity.

Place your server-room in front of you.

- a. Put your extra workers on the space provided to form your worker supply.
- b. Put your Pool 'C' marker onto the lowest position of Pool 'C'.

Set up your income track with a disk on the "0" and the tear-drop in the left slot

5 extra workers placed here in your worker supply

a

Start of round

c

50 credits cash in hand

d

Pool 'C' marker placed here

b

2 discs will be added to the main board

The player whose computer most recently crashed is given the 1st player standee.



Main board

1. Prepare the Capacity tiles

Arrange the capacity tiles in stacks according to their value and place one stack on each of the seven positions from "3" at the bottom to "9" at the top. Remove a number of tiles from each stack according to the number of players; 2 tiles with 2 players and 1 tile with 3 players (no tiles are removed for 4 players).

2. Worker roundel & BVP track

Starting with the player to the right of the first player and moving anti-clockwise around the table, each player puts one of their discs to the board on the home position of the Projects Team roundel. Each player adds one disc to the starting point on the BVP track

3. Add the Projects game deck

First prepare the Projects game deck as follows:

- Step 1**
Separate out the three Projects decks according to the level number on their backs (I, II and III). Shuffle each deck.
- Step 2 (2-3 players only)**
Randomly remove 4 cards of bronze solution type from each of decks I and II. With 2 players, also randomly remove 4 cards of silver solution type from each of decks I and II.
- Step 3**

Shuffle each deck once again and remove the top 3 cards from decks I and II.

- Step 4**

Create a single deck by placing the three decks on top of each other with deck III on the bottom and deck I on the top. This is your Projects game deck.

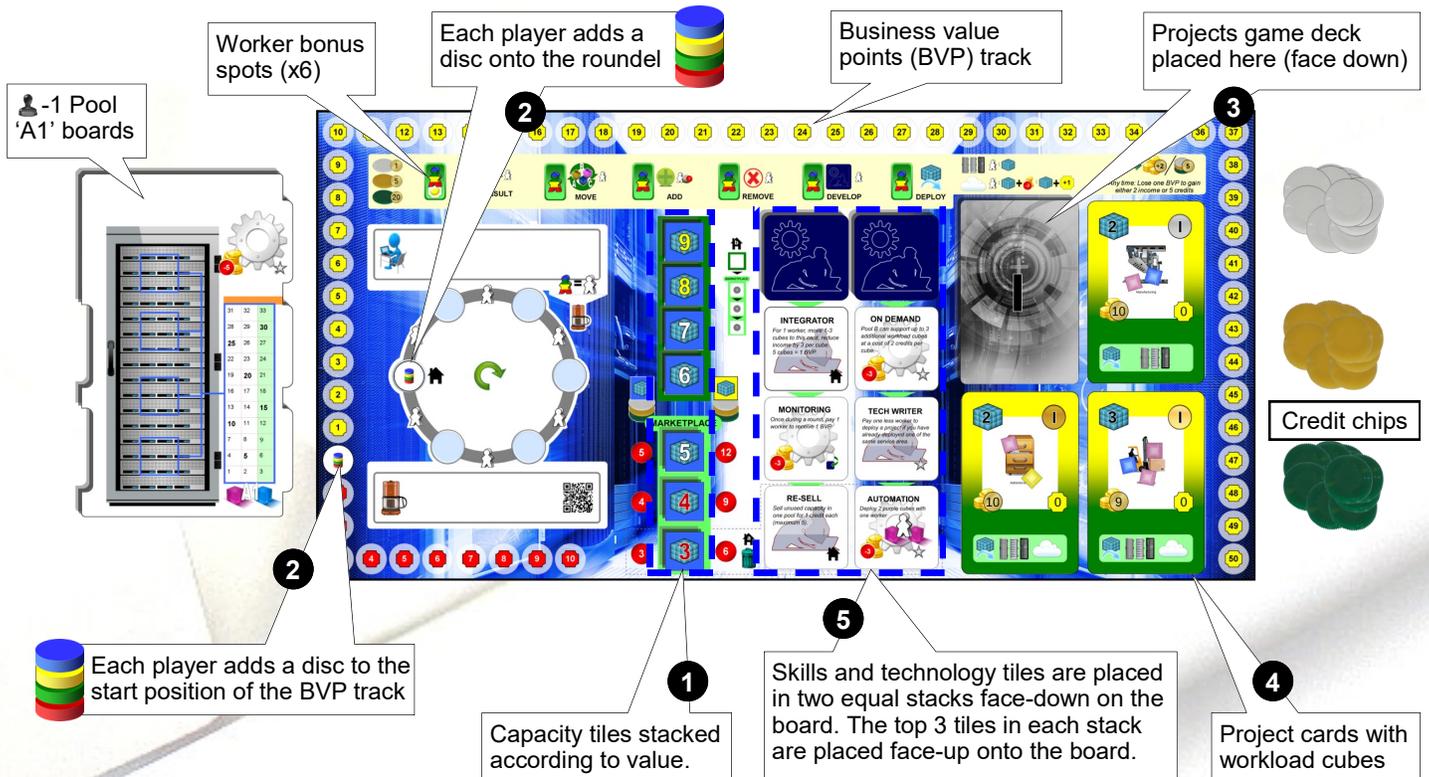
Once ready, place the deck on the board in the top left position of the Projects area (see below).

4. Active Projects

Reveal the top three cards of the Projects game deck, placing them face-up into the 3 available positions in the Projects area. For each card, blindly draw a number of workload cubes from the bag, corresponding to the workload shown on the card, and place onto the respective card.

5. SKILLS & TECHNOLOGY tiles

The Skills & Technology tiles (S&T) extend the game-play, opening up a new levels of opportunities for you and your competitors. For that reason you may choose to play without this option in your first couple of games. If playing with Skills & Technology tiles, shuffle the 32 tiles face-down, divide into 2 equal stack and place face-down at the top of the Skills and Technology area. The top 3 tiles in each stack are revealed and placed face-up onto the board (see below).



SEQUENCE OF PLAY

Preparation phase

Skip for first round

- **Reset the marketplace**
Any capacity tiles in position 1 are removed from the game. Any tiles in position 2 are moved to position 1. Similarly any tiles in position 3 are moved to position 2. Move the next set of capacity tiles down onto position 3. If the capacity “9” tiles have been moved to position 3, this is the start of the last round in the game.
- **Reset Skills and Technology tiles**
Remove the bottom Skills and Technology tile from each column. Advance the other tiles and place a new tile at the head of each column. Note, if there are no more tiles in the stack of either column, reshuffle the previously discarded tiles into two new stacks.
- **OPTIMIZATION technology tile**
If you have implemented the OPTIMIZATION technology tile, take a workload cube from the bag and place it on the tile.
NOTE that the OPTIMIZATION tile is not used with some DEPLOY! expansion sets
- **Remove unwanted tech**



You can remove any of your unwanted Technology tiles or your Pool ‘A1’ board (if empty) from play, adjusting the income track accordingly (adding 5 if the board is removed and 3 for any technology tile).

- **Adjust Projects Team** (refer to page 9)
Each player can add or remove up to two of their extra workers to/from their Projects Team.
Note, income or profitability cannot be negative.
- **Reset the Projects Team roundel discs**
Move the first player standee to the next player clockwise. This new first player moves their projects team disc to the top of its current stack.
- **Place extra workers** (refer to page 9)
Once all players have added as many extra workers as they want, or are able, they are transferred from the coffee room to the office area.
Beginning with the First player and going clockwise, each player can choose to move one of their extra workers, from the office to an empty bonus spot or to pass. This continues until all players pass.

Actions phase

Continues until all players reach or pass the home position on the Projects Team roundel.

Refer to page 9 for details on how to establish the controlling player.

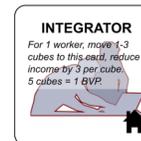
The controlling player takes an action (see pages 11-14 and back cover), paying the associated cost in workers, money and income.

If the controlling player has any extra workers in the office area, these may be played instead of a permanent worker, moving them from the office to the coffee room.
Note, following a DEPLOY action, the Projects area must be immediately replenished by revealing a new project from the top of the Projects game deck and placing it in the vacant space, adding the required number of workload cubes.

Skills and Technology tiles, obtained with the DEVELOP

action, are docked with your server-room. When a Skills and Technology tile is taken from the display, all tiles in the column advance to cover the empty space. A new tile is revealed from the top of a stack and placed at the head of the column.

The “INTEGRATOR” skill tile and “MONITORING” technology tile work as actions when used. In other words, you can choose to take the tile action instead of one of the 6 standard game actions.



Trade business value for money or income

Available at any point in the game

Move one step back on the BVP track and EITHER receive 5 credits OR increase your income by 2 credits.

End of round

Reset workers and tiles, pay fees and receive income, take penalties and bonuses

- Retrieve extra workers**
 Any extra workers, belonging to players, still on the main board are retrieved and put into the coffee room. The BVP bonus is received at this time if applicable.
 - Reset flipped tiles**
 Any Skills or Technology tiles that have been flipped are reset.
 - Fees and Income** (refer to page 8)
 Your income track shows how much income you receive. Add to this any income from Skills or Technology tiles in play.
 Calculate your fees and pay or receive the difference between your income and your fees.
 - Loss Penalty**
 - Lose 1 BVP if your income is lower than your fees. Attempt to return to break-even or profitability by returning an extra workers from the coffee room back to your worker supply on your server-room board, crediting your income track accordingly (5 credits per worker). Test for profitability after each returned worker. Continue until break-even is achieved/exceeded or until you have no extra workers in the coffee room.
 - Optimization bonus** (refer to page 8)
 Gain 1 Business Value Point as an optimization bonus if you are using at least two-thirds of your total capacity in each pool and have deployed at least half of your projects to your server-room.
- If this was your last round proceed to **End of Game**.

End of game

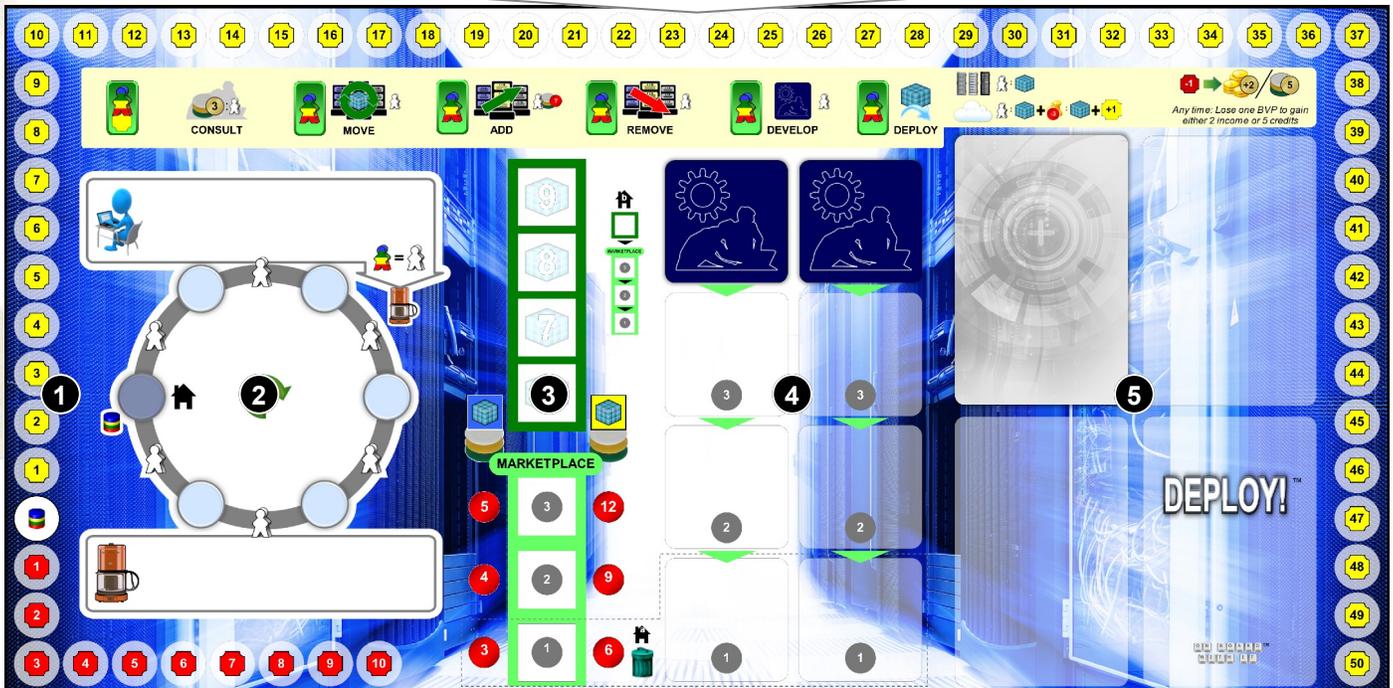
At the end of the game each player calculates their final score from the following:

- Operating loss penalty**
 If, with all your extra workers, skill & technology tiles and unused Pool 'A1' board removed from play (crediting the income accordingly), your fees are higher than your income, lose 1 BVP for every 5 credits of shortfall, rounded up.
Note, at this point in the game it is possible to exceed the printed 79 credit limit on income.
 - "Integrator" skill development tile**
 If you have the "Integrator" skill development tile, receive 1 BVP for every 5 workload cubes next to the tile.
 - Roundel position penalty**
 Each player loses 1 BVP for each space they have travelled beyond the home position (see page 10).
 - Capacity tiles**
 Review the capacity tiles you have in your server-room. Gain 1 BVP for each tile with a yellow number (8 or 9 capacity). Lose 1 BVP for each tile with a red number (2, 3 or 4 capacity).
 - Cash in hand**
 Receive 1 BVP for every 10 credits in hand.
 - Specialist bonus**
 If you have 4 or more of the same business solution areas in your deployed projects areas you've managed to establish yourself as a specialist—kudos!
 - | | |
|--------------------------------------|---------|
| 4 of the same business solution area | + 3 BVP |
| 5 of the same business solution area | + 5 BVP |
| 6 or more of the same area | + 8 BVP |
 - Generalist bonus**
 If and have 5 or 6 different business solution areas in your deployed projects area you've managed to establish yourself as a generalist and have won the admiration of your company.

5 different business solution areas	+ 3 BVP
6 different business solution areas	+ 5 BVP
- NOTE: Each project card can be counted towards a Generalist Bonus and a Specialist Bonus.
- The player with the highest business value score has proven themselves to be the most worthy successor to the IT Manager.**
- Ties**
 If two or more players have the same number of points, the winner is decided firstly by the player with the most profitable setup (including any extra workers in play) then by the most deployed projects.

Main board

1. The Business Value Points (BVP) track runs along the top and sides of the board.
2. To the left of the board is the Projects Team roundel which, along with the office area (above) and coffee room (below) is used to manage your workers, control the order of play and trigger the end of each round.
3. The Capacity tiles are placed on the seven square locations in this section with the lower three locations forming the Marketplace. It is from the Marketplace that you will buy new capacity tiles to ADD to your server-room. The cost for the Pool 'A' and Pool 'B' capacity tiles is shown to the left and right, respectively, of the marketplace tiles.
4. The centre-right section of the board is used to stack the Skills and Technology development tiles and to reveal the 6 available tiles that you can use to DEVELOP your server-room and workforce.
5. The far right section of the board holds the Projects game deck with 3 revealed project cards available to DEPLOY.

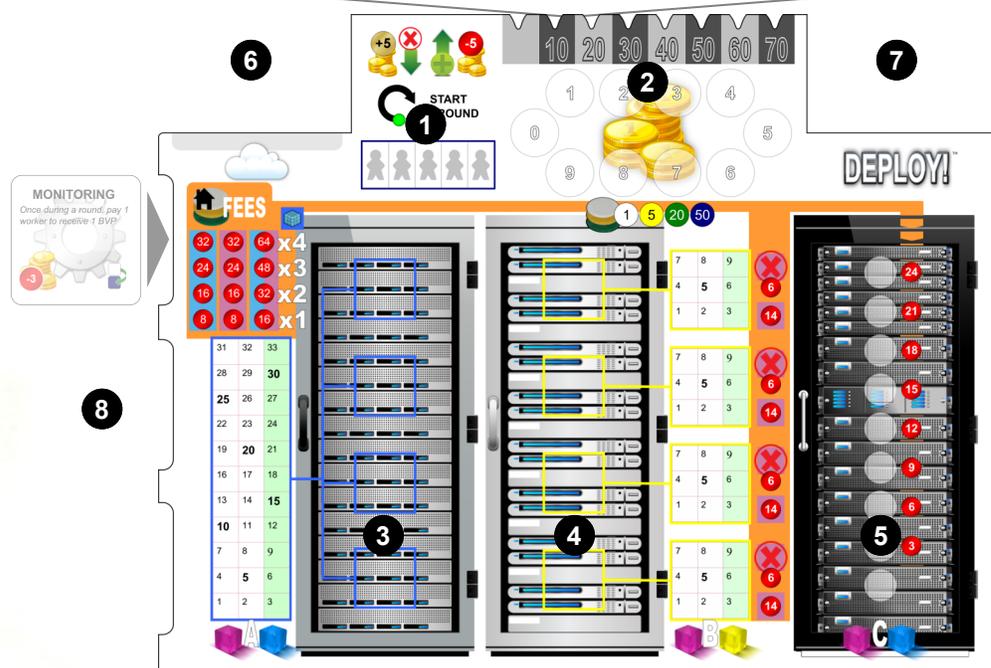


Project cards

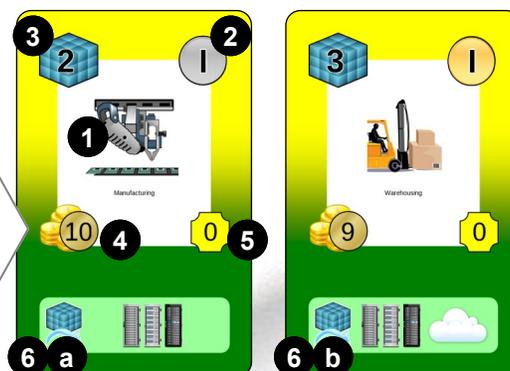
1. The central icon indicates business solution area that is the subject of the project. There are 6 areas in total.
2. Upper right of the Projects card is the solution type and its technology level. The type is indicated by the background color of the disc; gold, silver or bronze. The level has values of I, II or III.
3. Top left of the card is the number of workloads needed for the project. This corresponds to the number of cubes drawn blindly from the bag and the number of workers needed to DEPLOY the project.
4. Below and left of the icon is the income reward level received on deployment of the project.

Your Server-room board

1. Your worker supply has space for your 5 extra workers. When assigned, they are moved into the Projects Team area of the main board.
2. The income track is used to record the amount of money you receive at the end of each round. Along the top of the board is a number of indentations used to register the 10's of your income using your income tracker. Below the 10's area is the units track around which you move a disc.
3. Pool 'A' holds up to 4 capacity tiles (blue side up) and has a common pool to hold the workloads. It supports blue and purple workloads.
4. Pool 'B' holds up to 4 capacity tiles (yellow side up) with each capacity tile supporting its own pool. Pool 'B' supports yellow and purple workloads.
5. Pool 'C' uses a wooden cylinder to track its capacity.
6. It supports one purple or blue workload per step.
7. Projects deployed to the public cloud are placed in the top left slot above your board.
8. Projects deployed to your server-room are placed in the top right slot above your board.



5. Below and right of the icon are the business value points (BVP) earned on deployment of the project.
6. The lower section indicates the options for deployment, either to the server-room only (6a) or to either the server-room or the public cloud (6b).



SUPPLY

The game deals with the supply of capacity, workers and money to meet the demand generated by projects, actions and running costs.

Capacity

The capacity refers to computing power which is provided through either your own server-room or by a public cloud provider. It is measured in workload cubes. Public cloud capacity is considered unlimited and not represented in the game. You each have a server-room in which you will create and maintain three pools of capacity ('A', 'B' and 'C'), each of which can support different workload types, denoted by different colors, each with different running costs. Pools 'A' and 'C' support blue and purple workloads whereas Pool 'B' supports yellow and purple workloads (cloud capacity supports all workload types).



Pool 'A' and Pool 'B' capacity is provided through capacity tiles, each having a blue side for Pool 'A' and a yellow side for Pool 'B'. The printed number on each tile, ranging from 2 to 9, indicates the amount of capacity associated with the tile and hence the number of workload cubes that the tile can support.

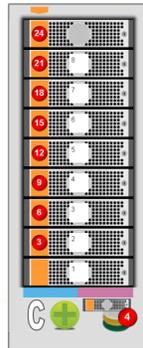
You start the game with a capacity '2' tile but the others are obtained from the main

board's marketplace with the ADD action and then placed into your server-room. They can later be removed from your server-room with the REMOVE action.

The capacity in 'Pool C' is represented by a marker that moves up (and down) the centre of the pool, increasing available capacity as it advances.

Workers

You have a team of workers to perform all



the actions during the game. Six workers are permanently assigned to your team and printed on the main board (refer also page 9). You also have five extra workers, represented by wooden figures, to assign to your team if you can afford the cost. Your extra workers are already busy elsewhere, generating value for the company and income for your department. If you decide to assign them to your projects team there will be a corresponding drop in your income.

Money

You start the game with no income on your income track



Permanent workers (printed)



Extra workers (5 per player color)

but you do have some cash in hand (the game currency is simply called "credits"). You receive credits at the end of each round based on your position on your income track. Money is used to ADD capacity and to pay the running costs for your server-room. Income is increased through deploying projects but may be reduced to deploy in the public cloud, to run technology and to move extra workers into your Projects Team.

DEMAND

The demand is seen in the form of workload, workers and money. The main focus of the game is demand in terms of workload which comes from projects.

Workload

Workload is the demand for capacity, needed to support a project and is measured in cubes. There are three types of workload, indicated by the color of the cubes; yellow, blue and purple.



Workloads originate on project cards, where the amount of workload (the number of cubes) is indicated top left on each project card.

Workers

The demand for workers is created by the actions in the game. With the exception of DEPLOY, you will need just 1 worker to complete an action. The number of workers needed to DEPLOY a project is equal to the number or workload cubes on the project.

Money

The demand for money comes from the need to ADD capacity and to pay the running costs for the capacity you have in your server-room.

CAPACITY: management, fees and optimization bonus

You manage your capacity in your server-room, through the use of capacity tiles and the placement of the Pool 'C' marker. You are aiming to support the project workloads at the lowest total cost. The pools support different workload types. Pool 'A' and Pool 'C' both support blue and purple workload cubes whilst Pool 'B' supports yellow and purple. You start the game with one capacity tile able to support 2 workload cubes. This can be placed either in Pool 'A' or Pool 'B'.

As the game progresses the technology, available in the MARKETPLACE, improves and the capacity of the Pool 'A' and 'B' tiles increases. In rounds 4 and 5, you will likely choose to REMOVE some of your older capacity (life-cycling).

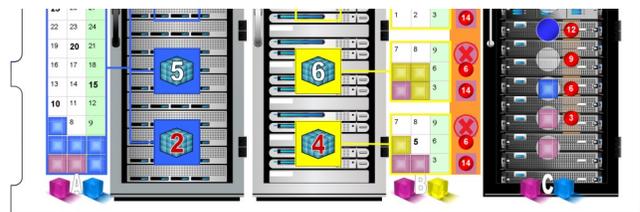
At the end of each round you will pay the fees (running cost) for your pools.

At the end of the game you will count any penalty or bonus business values associated with your capacity tiles. Tiles with a red number lose you Business Value whilst those with a yellow number gain you Business Value.

In the example, below, there are two capacity tiles associated with Pool 'A' (on the left) with a total

capacity of 7 (5 + 2). This means that up to 7 workload cubes can be placed in the pool and, according to the restrictions for Pool 'A' they can only be blue or purple. In Pool 'B' (middle) each capacity tile has its own sub-pool that can support a number of workload cubes up to the capacity value shown on the associated tile. Here, the top tile allows up to 6 cubes to be placed and the bottom tile allows up to 4 cubes. With the restrictions on Pool 'B', only yellow or purple workload cubes can be placed in this pool.

Finally Pool 'C' can support one workload cube for each space below the Pool 'C' marker. In the example, Pool 'C' can support up to 4 workload cubes which, with the pool's restrictions, can only be either blue or purple.

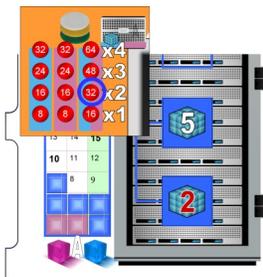


Calculating fees (running costs)

Fees are calculated differently for each pool. Pool 'A' is assessed as a single group. Each capacity card is assessed separately for Pool 'B' and the fees for Pool 'C' depends on the position of the marker. The information, needed to calculate your fees, is printed on your server-room board.

Pool 'A' fees are calculated by looking at the number of workload types in the pool (either one color or two) and the number of capacity tiles supporting the pool. Each workload type has a fee of 8 credits which is multiplied by the number of tiles. If there are no workloads the fee is 0.

In the example to the left, there are 2 workload types and two capacity tiles giving a total 32 credits in fees (8 x 2 x 2).



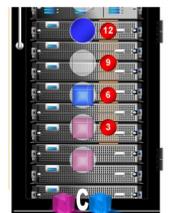
pool and can be either 6 credits, if no purple workloads are present or 14 credits if there is one or more purple workloads in the sub-pool. An empty sub-pool still has a fee of 6 credits.

In the example to the right, both sub-pools have at least one purple workload so they each have a fee of 14 credits



Pool 'C' fees are indicated by the position of the marker. The fees are shown on the orange scale to the right of the capacity track. Read off the current fee from the number next to the current placement of the Pool 'C' tracker.

In the example to the right, the fee is 12 credits.



Pool 'B' fees are calculated independently for each sub-Optimization bonus

The company appreciates managers that do not waste their capacity and pay close attention to how much of the total capacity has been used.

If, at the end of a round, you have workload cubes on two-thirds or more of your capacity in ALL pools you receive 1 BVP.

This bonus only applies if at least half of your projects have been deployed to your server-room.

Note, any additional capacity granted to you with Skills & Technology tiles must be taken into account when assessing optimization.

WORKERS: adding, removing, using and losing

You are managing a team that is working with the projects needed by the company to build its future success. You start with six workers permanently assigned to the projects team, as represented by the 6 worker icons on the Projects Team roundel. During the course of the game, you can add extra workers to the team. Since



these extra workers would normally be working somewhere else, busily generating income for the company, when you move them to your projects team you have to represent the loss by reducing your income. You can return extra workers from the projects team back to their normal duties, restoring your income accordingly.

Extra workers

When not assigned to your projects team, your extra workers are held in reserve in your worker supply on your server-room board. At the beginning of each round you have the option of moving your extra workers to and from your projects team.

Adding or removing extra workers

You add extra workers to your projects team from your worker supply, initially placing them to the coffee area on the main board. For each extra worker you take from

your supply, reduce your income by 5 credits on your income track. If you remove an extra worker from your projects team it is returned to the worker supply on your server-room board and your income is correspondingly increased by 5.

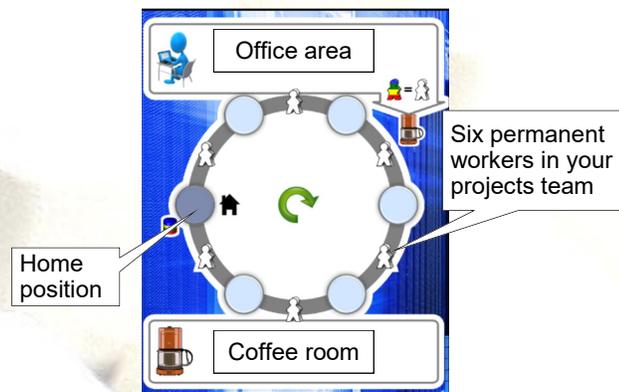
Note, you cannot add an extra worker if you are operating at a loss; where your income is less than your fees. This applies for each worker you add.

Placing your extra workers

Once you have finished adding or removing extra workers, those on the main board are moved from the coffee area to the office area.

The extra workers in the office area are part of your projects team. You can choose to leave them in the office area or to move some or all of them to a vacant bonus spot (example right). There are 6 bonus spots each of which can contain one extra worker. Players take it in turns to place one of their extra workers to an empty bonus spot or to pass.

Extra workers that remain in the office area are used for general project activities, helping the six permanent workers in the team.



Using your Projects Team

Workers in your projects team are used to pay for actions. Most actions use one worker with the exception of DEPLOY, for which you need one worker per workload cube being deployed.

To use a worker from your permanent team, move your disc one space clockwise on the roundel. To use an extra worker, move the worker from the **office area** back to the coffee area without moving your disc on the roundel (not extra workers on bonus spots). Any combination of permanent workers and extra workers can be used to pay for an action.

Controlling player

Time moves clockwise on the Projects Team roundel. The player whose disc is placed earliest on the roundel is in control of the game. If more than one player's disc is at the same spot, the one at the top of the stack, is in control of the game. A player continues as the controlling player whilst these conditions are met.

Ending the round

As soon as all players have completed a loop of the Projects Team roundel, reaching or passing the home position, the round is over.

In the next round, play continues from the same positions with the exception that the new first player moves their disc to the top of their current stack.

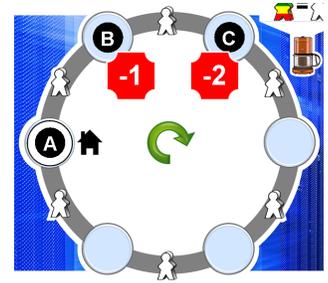
Note, at the end of each round, all extra workers are returned to the coffee area with any associated bonuses being claimed.

End of round losses

At the end of each round, if your fees are higher than your income you are considered to be running at a loss. Once the loss has been paid, you **MUST** attempt to return to running at break-even or a profit. To do this

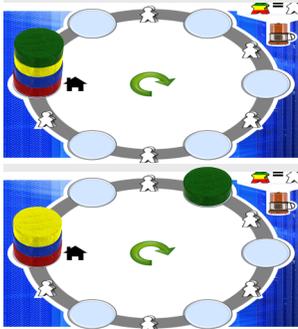
you return any extra workers that you have in the coffee area to your worker supply on your server-room. This is done one at a time, adding 5 credits to your income each time. For each extra worker removed from the Projects Team, you assesses whether you are still running at a loss. Extra workers continue to be removed from the coffee area until either you have no more extra workers to remove or you are no longer running at a loss.

At the end of the game, each player loses 1 BVP for each worker used beyond the home position (A).
 For example, a player finishing the game at position B would lose 1 BVP whilst a player finishing at position C would lose 2.



End of game penalties

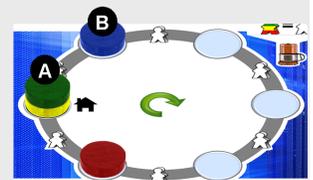
Examples



Green is in control of the game and elects to play a DEPLOY action which takes two workers: green uses their permanent workers, moving their disc two steps clockwise.

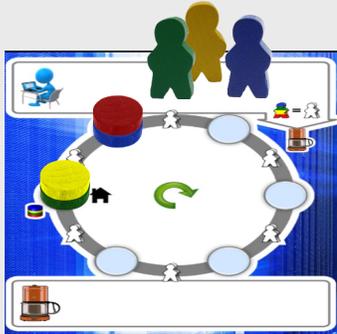
Yellow is now in control of the game.

It is now later in the first round and red is in control of the game: blue, yellow and green have all completed a loop and reached or passed the home position (A). Red elects to DEPLOY at a cost of 2 workers, advancing their disc to "B". At this point all players have completed a loop and it is the end of the round.



It is the start of the second round. Yellow has taken first player so has moved their disc to the top of its stack. Yellow, blue and green have all acquired an extra worker and chosen not to place them on a bonus spot, instead leaving them in the office area.

Yellow chooses to ADD capacity, requiring 1 worker, and decides to use their extra worker instead of advancing on the roundel. The yellow extra worker is moved to the coffee area but since they did not move on the roundel, yellow is still in control of the game.



ACTIONS

MOVE

1 worker

The MOVE action enables you to move a number of cubes between or within the capacity pools. The action gives you 5 movements where a movement is either a single workload cube moved **between** two pools, or two workload cubes moved **within** a single Pool (A/A1 or B). You must always have capacity available at the target (you can't simply swap cubes).

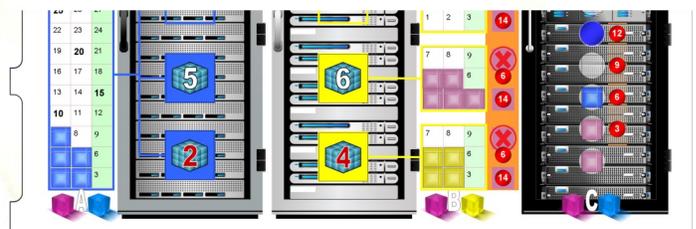
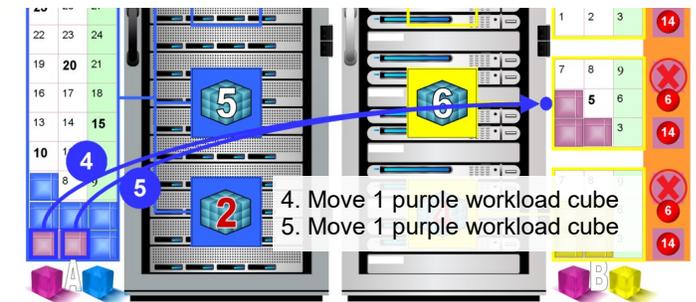
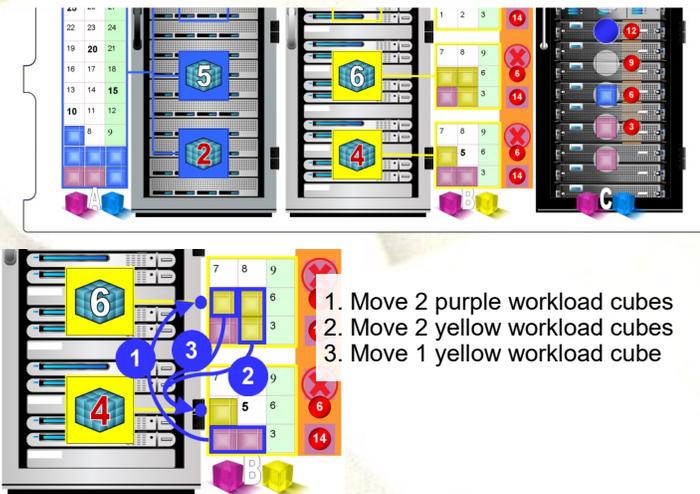
The MOVE action is generally performed for three reasons; reduce cost of fees, improve utilization or empty a tile to allow it to be removed. Cost reduction in Pool 'A' may be achieved by limiting

the pool to just one color of workload cube (either blue or purple). In Pool 'B', cost reduction may be achieved by removing purple workload cubes or by consolidating them to fewer sub-pools.

There is an optimization bonus (1 BVP) available at the end of each round for each player that has used two-thirds or more of their available capacity in all three pools. The MOVE action may be used to re-distribute the workload cubes to achieve this bonus.

As only unused tiles can be removed, this action may be used to free up one or more tiles for removal or to clear space in Pool 'C' to enable its capacity to be reduced.

Example: Using the 5 movement steps to reduce fees from 32 credits to 16 credits (see also page 8)



 **Bonus:** For the current round. You can follow any completed ADD or DEPLOY action with a MOVE action at no additional worker cost.

ADD

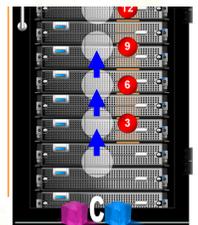
1 worker + cost

The ADD action allows you to increase the capacity in one pool (only one pool per action step).

Capacity in Pool 'A' and Pool 'B' is added by buying a capacity tile from the MARKETPLACE on the main board and immediately placing it into your server-room in the appropriate pool. The cost of the tile depends on its position in the MARKETPLACE and which pool you select. The costs for Pool 'A' tiles are shown to the left of the tiles in the MARKETPLACE and the cost for Pool 'B' tiles is shown to the right. The cost is paid from your credits.



At the start of the game each player has their Pool 'C' marker placed on the bottom position, indicating that there is no capacity in the pool. When you ADD more capacity into Pool 'C', you can move the marker up to 3 spaces at a cost of 4 credits for each space moved.



 **Bonus:** For the current round, pay half the cost for additional capacity, rounded up.

REMOVE

1 worker

The REMOVE action allows you to reduce the capacity in one pool either by removing an unused capacity tile in Pool 'A'/'B' or by reducing the capacity of Pool 'C' by up to 3 steps.



Bonus: For the current round, you may follow any completed action with a single REMOVE action at no additional worker cost.

CONSULT

1 worker

The CONSULT action allows you to use your workers to create credits. You receive 3 credits for one worker, either by advancing your disc one step around the

Projects Team roundel or by moving one of your extra worker from the office area to the coffee room.

DEPLOY

1 worker per workload cube

With the DEPLOY action, you

- select an active project from the main board
- pay the worker cost (one worker per workload cube)
- transfer the workload cubes either into your server-room or into the public cloud (back to the bag)
- receive the income reward shown on the card.
- Receive the business value reward shown on the card.
- place the project card into the appropriate slot above your server-room.
- reveal a new project card from the top of the deck, place on the empty space and add workload cubes.

If you move the workloads into your server-room you must place all the cubes into pools that both support the cube color and have available capacity. You are not allowed to move any cubes other than those on the project that you are deploying. The project card is then placed in the top right slot above your server-room board. Pool 'A' and Pool 'C' both support blue and purple workload cubes whilst Pool 'B' supports yellow and purple.

When deploying into the public cloud, there is an additional annual cost of 3 credits per workload, which is taken as a corresponding reduction in your income.

Also, you earn an additional 1 BVP for deploying into the public cloud. All workload cubes are removed from the project card and returned to the bag. The project card is then placed in the top left slot above your server-room board .

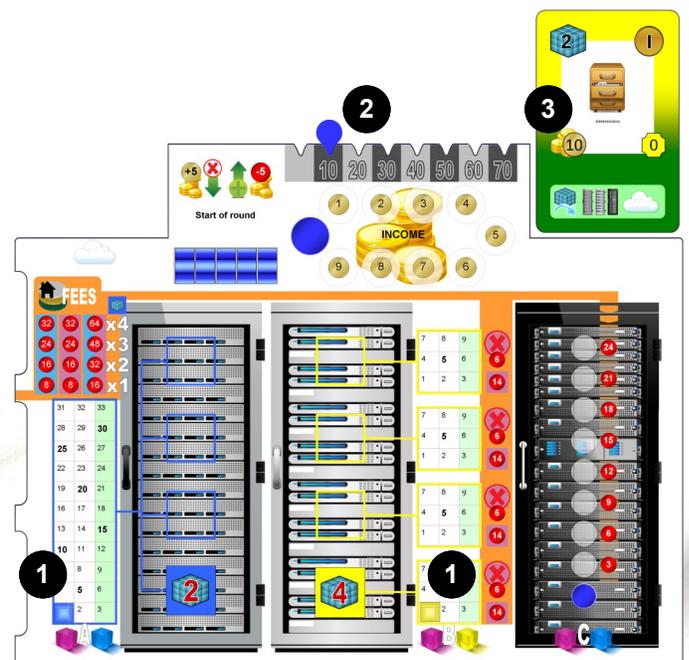
Example: It is the first round and Graham, the blue player decides to deploy his first project; the bronze administration.

In a previous turn, he had bought capacity for Pool 'B' so that he could support yellow workloads. He pays the cost of 2 workers and moves the blue and yellow workload cubes to Pool 'A' and Pool 'B' respectively (1). He then takes his reward of 10 credits, advancing along the top income track (2) and, since the project was deployed into his server-room, he places the project card in the upper right slot of his server-room

board (3).

Lastly, he draws a replacement project card from the deck and adds the required workload cubes from the bag

The fees currently due at the end of the round will be 8 credits for Pool 'A' and 6 credits for Pool 'B', with his current income being 10 credits, so he will need to deploy more projects during the round to reach profitability.



Bonus: For the current round, all DEPLOY actions take one less worker (minimum 1 worker)

DEVELOP

This action only applies if you are playing with the Skills & Technology development tiles.

When you DEVELOP your Skills & Technology you take a tile from the main board and dock it at an available space to the left of your server-room. Alternatively, you can add a new Pool 'A' to your server-room in the form of the Pool 'A1' special technology board.

Each tile can have an effect that is "once per round", "perpetual" or "end of round", designated by the icon bottom right.

Tiles that can be used once per round are flipped after



use and then reset at the start of the next round.

The Skills tiles let you train your workers, enabling them to affect the cost of actions and your possibilities to get the best from your server-room.

The Technology tiles allow you to introduce solutions to further enhance your ability to manage time, money and capacity. All Technology tiles and the Pool 'A1' special

technology board, have an annual running cost which is taken as a reduction in income.

Each player can add up to 3 S&T tiles during the game with no duplicates. The Pool 'A1' special technology board counts as one of your three, leaving two spaces for additional tiles. Any additional tile beyond the limit can only be added if you discard one that has **not** been used in the current round. If a Technology tile or the Pool 'A1' board are removed, the associated income reduction is recovered.

When a tile is taken from the main board, advance the other tiles in its column and place a new tile at the head of the column. Note, if there are no more tiles in the stack of either column, reshuffle the previously discarded tiles into two new stacks.



Bonus: Any one-time use tiles become permanent for the duration of the round. So, it is not required to flip the tile after use.

Skills tiles

Analyst—perpetual

The analyst reviews the performance characteristics of the workloads and is able to improve their usage of the available capacity to such a degree that they effectively add one cube of capacity to any one pool. Where applied, the extra capacity is included when calculating the optimization bonus. You can declare which pool has the additional capacity at any point in the round but once declared it cannot be changed for that round.

Designer—once per round

The designer is able to redesign the solution for a project so that it uses a different mix of workloads. Once per round, change one of the workload cubes on an active project to another workload type of your choice (taken from the bag)

Integrator—once per round—action

The integrator brings the ability to seamlessly connect your server-room with the cloud in such a way that workloads can be moved to the cloud without impacting the service. Once per round, pay 1 worker to take up to three workload cubes from your server-room and put them next to this tile, reducing your income by 3 credits for each cube transferred.

At the end of the game, or if the tile is discarded, receive 1 BVP for every 5 cubes you have next to this tile.

Planner—once per round

The planner allows you to make better use of the workers you have, with improved co-ordination and knowledge sharing. Once per round, pay one less worker to DEPLOY a project (minimum 1 worker).

Re-sell—end of round

1 worker

This skill allows you to temporarily re-sell some of your unused capacity to generate extra money and also improve the use of your capacity.

Re-sell up to 5 unused capacity in any **one** pool (A/A1, B or C). Receive 1 credit for each unused capacity sold. Sold capacity is considered "used" when assessing your optimization.

SAM—end of round

The Software Asset Manager skill optimizes the use of licenses for your services, effectively reducing the cost to run them. This cost reduction is passed back to you as income. At the end of each round, for every two projects you have deployed, receive 1 credit. This is not shown on the income track but is considered as part of your total income when assessing profitability.

Specialist—once per round

The specialist has spent many hours improving the procedures and methods used to add and remove capacity, speeding up the whole process. Whenever you play an ADD or REMOVE, you can take a double action for a single worker (adding two capacity tiles, etc).

Technical writer—perpetual

The Technical writer creates excellent documentation about every project that you deploy. Their documentation is so good that, should you have to DEPLOY another project of the same business solution area, you will not need to spend so much time. This means that you can DEPLOY with one less worker when it is a repeat business solution area.

Technology tiles

1 worker and 3 credits reduction in income

Asset control—end of round

The asset control technology implements a software asset management solution to keep track of the software installed in support of your services. It also allows optimization of licensing, effectively reducing their cost of operations. The cost reduction is passed on to you as income.

At the end of the round, for every two projects you have deployed, receive 1 credit. This is not shown on the income track but is considered as part of your total income when assessing profitability. This Technology tile can be used with the SAM skill tile,

Automation - perpetual

There are three types of automation tiles corresponding to blue, yellow and purple workloads. The tile allows one worker to DEPLOY 2 cubes of the associated color, rather than just the normal one cube.

Capacity—once per round

This Technology tile represents a capacity management solution being deployed in Pool 'B'. It enables free movement of workloads within the pool without needing a MOVE action. The tile is used to improve your optimization and/or reduce costs.

Monitoring—once per round—action

The monitoring technology supports your team in providing superior availability of your deployed services. Once per round you can pay 1 worker to receive 1 BVP.

On demand—perpetual

You have implemented technology that allows you to activate additional capacity, when needed, in Pool 'B'. Whatever the printed capacity on your Pool 'B' tiles, you can increase the capacity by a total of up to 3 cubes across the pool. Any cubes using the On-demand

technology should be placed onto the corresponding capacity tile. Fees are determined according to the standard rules for workload types on a sub-pool, including any placed on the capacity tile. Note, you cannot increase the capacity of a tile by more than 50%.

Optimization—perpetual

This Technology tile analyses the performance of the workloads deployed in your server-room. The longer the analysis continues, the greater the benefit. At the beginning of each round, and when the tile is first implemented, take a workload cube from the bag and add it to the tile. You can extend the available capacity in Pool 'A' (and 'A1') by a total number of cubes equal to the number on this tile. The capacity is extended equally over the two pools, starting with Pool 'A'. Any cubes deployed using the Optimization technology should be placed below the corresponding pool. Fees are determined according to the standard rules for workload types in a pool, including any of these extra cubes. The additional available capacity is considered when assessing the optimization bonus. So, if you have a total printed capacity of 12 and 2 cubes on the optimization Technology tile, you assess your optimization based on a capacity of 14.

Orchestration—perpetual

This Technology tile allows a degree of automation in deploying projects into Pool 'A' or 'A1', effectively reducing the number of workers needed. Pay 1 less worker when you DEPLOY at least 2 workload cubes into Pool 'A'/'A1'.

Note, you must pay at least 1 worker to DEPLOY.

Pool 'A1' Special Technology board

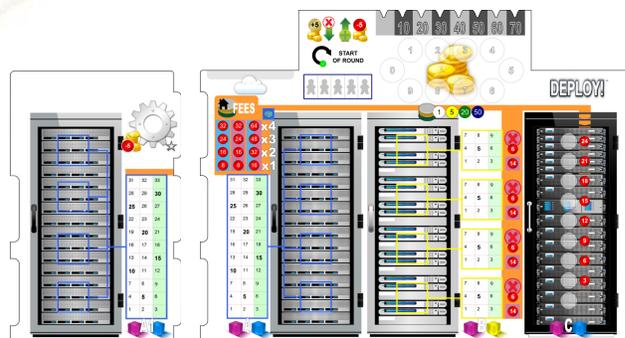
1 worker and 5 credits reduction in income

The Pool 'A1' special technology board operates in the same manner as Pool 'A' on your server-room board but, when calculating fees, the two pools are dealt with separately. Pool 'A1' has a cost to operate but offers improved control of fees for the manager that can cope.

The Pool 'A1' special technology board, once obtained, is docked with your server-room board. It costs one worker to add the extra pool and reduces your income by 5 credits to cover operating costs. The goal of using Pool 'A1' is to successfully restrict the cost of the Pool 'A' capacity by enabling effective segregation of the blue and purple workloads. Note that you can't move workloads between Pool 'A' and Pool 'A1' without using the MOVE action, so more effort goes into managing the capacity in each pool. Moving workload between Pool 'A' and 'A1' is considered to be "within" a pool and works the same way as moving between the sub-pools in Pool

'B', so you can move 2 workloads for 1 of your movements.

When assessing the workloads, for the optimization bonus at the end of the round, Pool 'A1' is dealt with as a separate pool.



ACTIONS

ADD 1 worker + cost



Increase the capacity in your server-room (refer to page 11)

Either add a capacity tile (Pool 'A' or 'B') from the MARKETPLACE or advance your Pool 'C' marker up to three spaces.
Pay one worker plus the MARKETPLACE cost for a capacity tile or 4 credits per space moved in Pool 'C'.



Bonus: For the current round, pay half the cost for additional capacity, rounded up.

CONSULT 1 worker



Receive money for workers (page 12)

Pay 1 worker to receive 3 credits.

DEPLOY 2-5 workers



Deploy a project (page 12)

When you deploy a project, you move all its workload cubes either to your own server-room or to the public cloud: you must deploy all cubes to one or the other.

- Pay one worker per workload cube on the project card.
- Move all the workload cubes to suitable available capacity in your server-room OR, if deploying to the public cloud, place all cubes back in the bag and reduce your income by 3 credits per workload plus receive 1 BVP bonus.
- Take the project card and your income reward.
- Reveal a new project card from the top of the deck, place on the vacant space and add workload cubes.



Bonus: For the current round, all DEPLOY actions take one less worker (minimum 1 worker)

REMOVE 1 worker



Decrease the capacity in your server-room (page 12)

Either discard an empty capacity tile (Pool 'A' or 'B') from your server-room or move your Pool 'C' marker down by up to three spaces.



Bonus: For the current round, you may follow any completed action with a single REMOVE action at no additional worker cost.

MOVE 1 worker



Move workloads (page 11)

5 movements where 1 movement is either a single workload cube moved between 2 pools or 2 workload cubes moved within a single pool.



Bonus: For the current round. You can follow any completed ADD or DEPLOY action with a MOVE action at no additional worker cost-

DEVELOP 1 worker + income reduction



Extend your server-room with a Skill/Technology tile or a Pool 'A1' Special Technology Board (pages 13-14)

Technology tiles and board call for a reduction in income as well as the worker cost, skill tiles only require the worker cost to be paid. Each player is allowed to have up to 3 Skill/Technology tiles including the Pool 'A1' board. If a fourth tile is obtained, a previous tile, that has **not** been used in the current round, must be discarded. The Technology tiles and Pool 'A1' board require a one-time reduction in income whilst in play. This reduction is recovered if the board or tile is discarded.



Bonus: Any one-time use tiles become permanent for the duration of the round. So, it is not required to flip the tile after use.

Other worker bonus spots



Business Value Point (BVP) Bonus

Receive a business value point at the end of the current round when retrieving your extra workers.