

# DEPLOY!™

A business strategy game of optimisation and capacity planning

by Nigel Hopkins

The company for which you work has started on an ambitious modernisation and expansion programme, focusing heavily on replacing their outdated IT systems. All the system designs are ready and you have been tasked with transitioning them to a production environment to make them available for the business to create the services it needs.

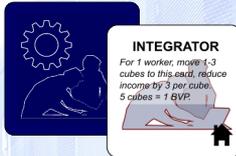
You have a small project team to get the job done along with access to staff currently working in other areas of the business. You will need to develop your team and its technology, build up your infrastructure, and deploy as many systems as possible, whilst keeping your operating costs as low as possible.

## WHAT'S IN THE BOX?

60 System tiles  
4 each of 15 types



32 Development tiles



63 Coins



30 x 1 credit

20 x 5 credit

13 x 20 credit

36 Capacity tiles



4 capacity markers  
(1 per player colour)



20 Extra workers  
(5 per player colour)



12 Player Discs  
(3 per player colour)



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



1st

First player marker

Main board

1 Bag



4 Deployments tracking mats

4 Server-room boards

# The Tiles

## Capacity tile

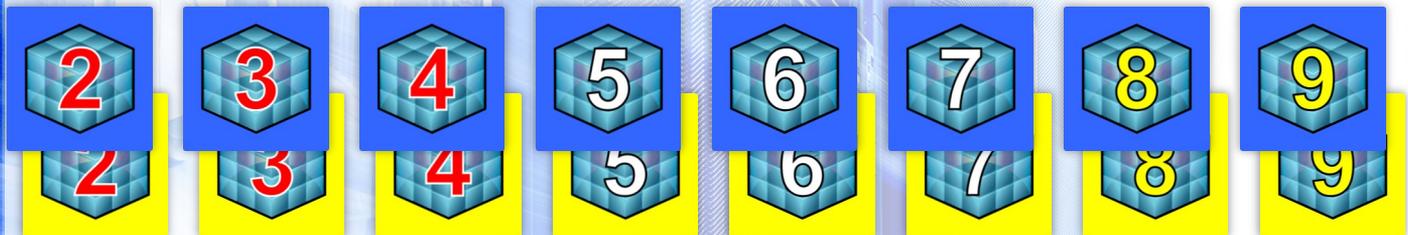
Each capacity tile has a number which indicates the amount of workload that can be supported by the tile. The tiles are used to add capacity to your server room.

The tiles are 2-sided with one side having a blue background and the other having a yellow background. The side with the blue background, is used when the capacity is added to Pool 'A', with the side with the yellow background being used for Pool 'B'.

At the start of the game, each player has one capacity tile of value 2 which can be placed in either pool 'A' (blue side up), or pool 'B' (yellow side up).

The other tiles can be bought from the marketplace with the ADD action. The lowest 3 capacity levels are available at any one time and, each round, the lowest value is removed from play and a new capacity level made available to gradually increase the available capacity during the game. Blue capacity is cheaper than yellow.

At the end of the game, the capacity tiles in your server room may impact your business value. Each tile with a red number (2,3, or 4) reduces your value by 1. Each tile with a yellow number (8 or 9) adds 1 to your value.

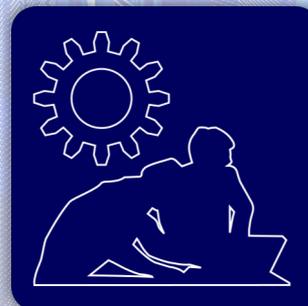


## Development tile

There are eight different Development tiles, four skills (top row below), and four technology (bottom row). Each player can obtain up to three tiles, available on the main board, with the DEVELOP action. Tiles are placed onto your deployments tracking mat.

Technology tiles have a cost to operate them. When adding technology tiles, your income is reduced by 3 credits.

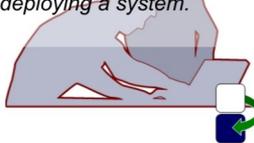
The symbol lower right of each tile indicates how often the effects can be used and when.



- ★ Permanent effect
- 🔄 Use once per round, flipping after use.
- 🏠 Apply at the end of each round

### DESIGNER

Change any one workload cube to any colour when deploying a system.



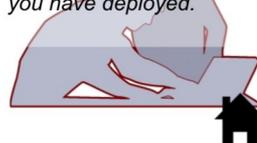
### PLANNER

Pay one less worker to deploy any one system during this round.



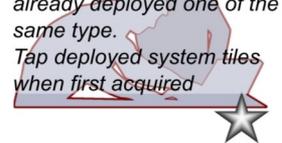
### SAM

Receive an extra credit for every two system tiles that you have deployed.



### TECH WRITER

Pay one less worker to deploy a system if you have already deployed one of the same type. Tap deployed system tiles when first acquired



### ASSET CONTROL

Receive an extra credit for every two system tiles that you have deployed.



### AUTOMATION

Deploy 2 blue cubes with one worker



### AUTOMATION

Deploy 2 purple cubes with one worker



### AUTOMATION

Deploy 2 yellow cubes with one worker



## System tile

Each player has 15 system tiles, as shown below. The tiles are arranged above your server room and then transitioned into use with the DEPLOY action. In the centre of each tile is the icon denoting the system. The tiles are 2-sided with one side being used to indicate deployment to the server room and the other indicating deployment to the cloud. Deploying to the cloud earns 1 business value point, represented on the bottom left of the tile.

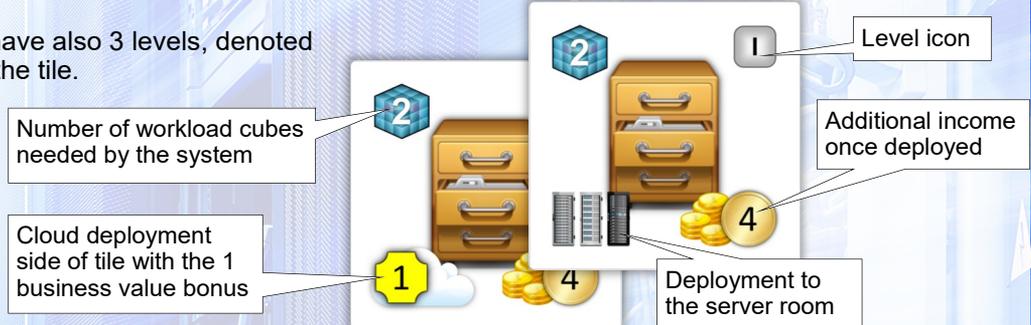
There are four main systems (Administration, Manufacturing, Warehousing, and Logistics), each having three levels (I, II and III) denoted by an icon top right of the tile and by the background colour. Level I has a white background, level II a blue background, and level III a red background.

The Integration system tiles have also 3 levels, denoted by a number in the centre of the tile.

Top left of each tile is the number of workload cubes needed to run the system. When the tile is revealed, this number of cubes is placed, at random, onto the tile, defining the design of the system and which type of capacity must be supported when deployed. Bottom right of each tile is the amount of income added to the income track, once deployed.

Top right of the integration system tiles is the condition that needs to be met in order that the tile be deployed, in regards to the number and level of other deployed systems.

For example, the level 3 Integration system can only be deployed if you have already deployed at least 4 systems of which 3 are at least level III (red) and one is at least level II (blue)



Administration	Manufacturing	Warehousing	Logistics	Integration

# The boards and mats

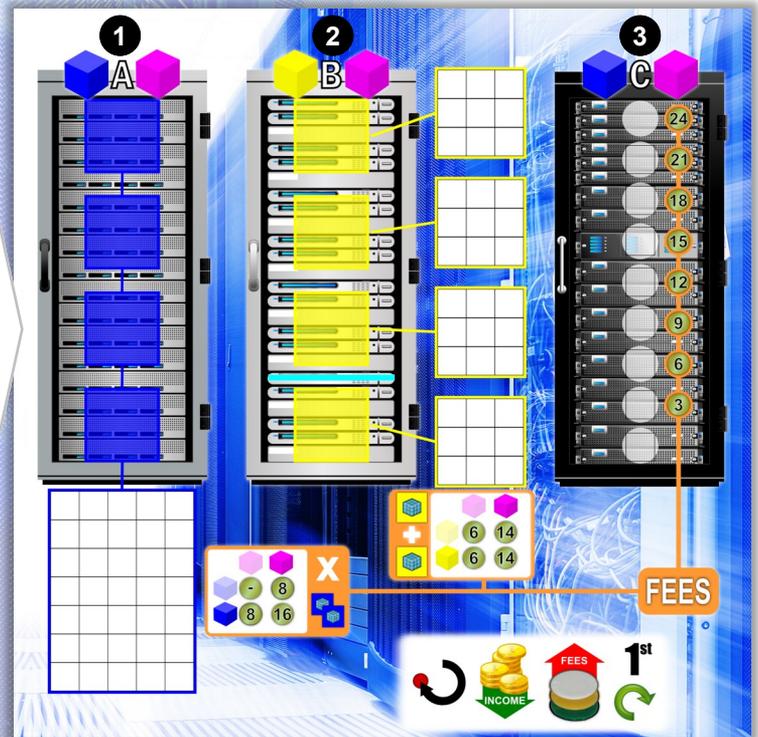
## Main board

1. The Business Value Points (BVP) track runs along the bottom and sides of the board.
2. The Income track runs around the top and sides of the board.
3. The upper right segment of the board contains 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. Each round is completed when all players reach or pass home 
4. The lower left quadrant contains the Marketplace, where new capacity is obtained. The Capacity tiles are placed on the seven square locations in this section with the lower three locations forming the Marketplace itself. 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. The Pool 'C' capacity is a constant cost throughout the game; 4 credits per unit of capacity.

## Server-room (1 per player)

The server room contains three capacity pools 'A', 'B' and 'C'. Each pool supports a different set of workloads with a different approach to licensing.

1. Pool 'A' holds up to 4 capacity tiles (blue side up) and has a common pool to hold workloads up to the total of the values shown on the capacity tiles held in the pool. It supports blue and purple workloads.
2. Pool 'B' holds up to 4 capacity tiles (yellow side up) with each capacity tile supporting its own sub-pool. Pool 'B' supports yellow and purple workloads.
3. Pool 'C' uses a wooden cylinder to track its capacity. It supports one purple or blue workload per step.



## Deployments tracking mat (1 per player)

1. The top left of the mat contains the supply for extra workers during the game. The workers are currently occupied elsewhere but can be added to your projects team as long as you can offset the cost incurred by moving them from their current activities.
2. Immediately below the extra workers is the project team development. Over the course of the game up to 3 development tiles can be added to the mat, representing new skills or technology for your project team to leverage.
3. The rest of the left side of the mat contains the deployments track. As systems are deployed, they are added to the track with each column representing one of the four systems being deployed (Administration, Manufacturing, Warehousing and Logistics). The first system to be deployed will be placed in the leftmost column and subsequent systems will move to the next column along. The three yellow areas at the bottom are for the integration systems, which may be added towards the end of the game.
4. To the top right of the board is the design area containing a set of systems currently awaiting transitioning into production. Each of these will have a number of random workload cubes that need to be supported to DEPLOY the system.
5. The main area to the right is where the server room is placed.

5. The lower right quadrant of the board is used when developing your team's capabilities, either in terms of their skills or the technology they have at their disposal.

**When deploying to your server room**

1. Flip the system tile to the server room side.
2. Assign the workload cubes to available capacity in your server room.
3. Take 1 step around the Projects team roundel for each workload.
4. Place the system tile onto the deployment track.

**When deploying to the cloud**

1. Flip the system tile to the cloud side.
2. Place the workload cubes in the bag.
3. Take 1 step around the Projects team roundel for each workload cube.
4. Reduce your income by 3 credits for each workload cube.
5. Place the system tile onto the deployment track.

**PREPARATION**

- Reset the marketplace
- Remove unwanted tech
- Advance first player
- Reset roundel discs
- Adjust Projects Teams
- Place extra workers

**ACTIONS**

The controlling player takes an action. Continue until all players have reached or passed home.

**END OF ROUND**

- Score deployed systems
- Retrieve extra workers
- Reset flipped tiles
- Fees and Income
- Operating loss Penalty
- Optimisation bonus

**DEPLOY!**

**MARKETPLACE**

**SKILLS**

**TECHNOLOGY**

**DESIGN AREA**

- Administration
- Manufacturing
- Warehousing
- Logistics
- Integration

**DEPLOYMENTS TRACK**

**DEPLOY!**

**DESIGN AREA**

- Administration
- Manufacturing
- Warehousing
- Logistics
- Integration

**DEPLOYMENTS TRACK**

**DEPLOY!**

Place server room here

# Key concepts

## Supply

The game deals with the supply of capacity, workers and money to meet the demand generated by systems, actions and license fees.

### 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 pool can support different workload types, denoted by different colours, and has 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 tile of value 2, additional tiles being obtained and placed into your server room, from the main board's marketplace, with the ADD action. The capacity tiles in your server room can be later removed with the REMOVE action.

The capacity in 'Pool 'C' is represented by a cylindrical marker that moves up (and down) the centre capacity track, 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 to page 8). You also have five extra workers,



Permanent workers (printed)



Extra workers ( 5 per player colour)

represented by wooden figures, available 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 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 systems 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 systems.

### Workload

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

Workloads originate on system tiles, where the amount of workload (the number of cubes) is indicated top left on each tile.



### 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 system is equal to the number of workload cubes on the system.

### Money

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

## Capacity

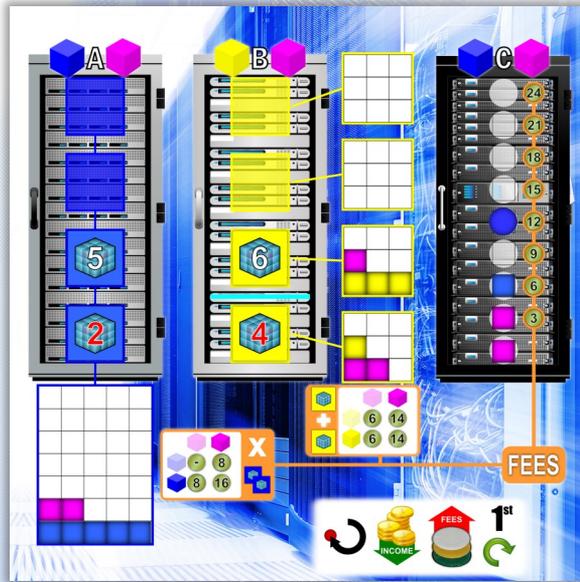
You manage your capacity in your server room, through the use of capacity tiles and the placement of the Capacity marker (Pool 'C'). You are aiming to support the system's workloads at the lowest total cost. The pools support different workload types. Pool 'A' and Pool 'C' both support blue and purple workload cubes whilst Pool 'B' supports yellow and purple. You start the game with one capacity tile able to support 2 workload cubes, 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, or maybe earlier, you will likely choose to REMOVE some of your older capacity (life-cycling). At the end of each round you will pay the license fees 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,

indicating old technology, will lose you Business value. Tiles with a yellow number, indicating new technology, will 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 Capacity marker. Here, Pool 'C' can support up to 4 workload cubes which, with the pool's restrictions, can be either blue or purple.



## License fees

License fees are calculated differently for each pool. Pool 'A' is assessed as a single group. Each capacity tile is assessed separately for Pool 'B' and the fees for Pool 'C' depends on the position of the Capacity marker. The information, needed to calculate your license 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 colour 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.

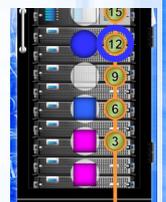
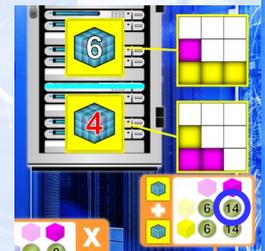
*In the example to the left, there are 2 workload types (16 credits in fees) multiplied by 2 capacity tiles giving a total of 32 credits.*

Pool 'B' fees are calculated independently for each sub-pool and can be either 6 credits, if no purple workloads are present or 14 credits if there is at least one purple workload 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, totalling 28 credits for the complete pool.*

Pool 'C' fees are based on the position of the capacity marker. The fees are shown to the right of the central capacity track. Read off the current fee from the number next to the current placement of the Capacity marker.

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



## Optimisation

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.

## WORKERS: adding, removing, using and losing

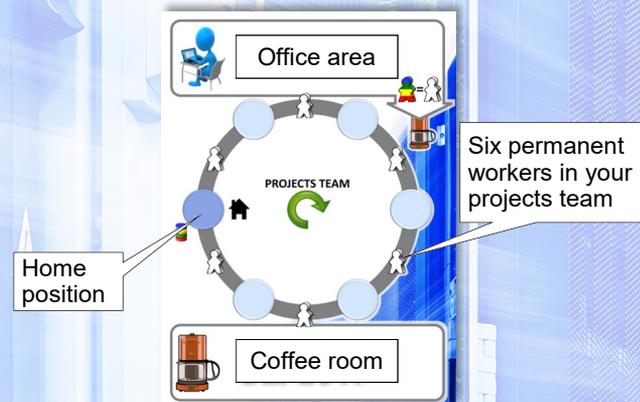
You are managing a team that is working to transition the systems needed by the company into production. You start with six workers permanently assigned to the projects team, as represented by the 6 worker icons on the Projects Team roundel. During the course of the game, you can add extra workers to 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 deployments tracking mat. 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 (1). For each extra worker you take from your supply, reduce your income by 5 credits on your income track (2). If you remove an extra worker from your projects team it is returned to the worker supply on your deployments tracking mat and your income is correspondingly increased by 5.

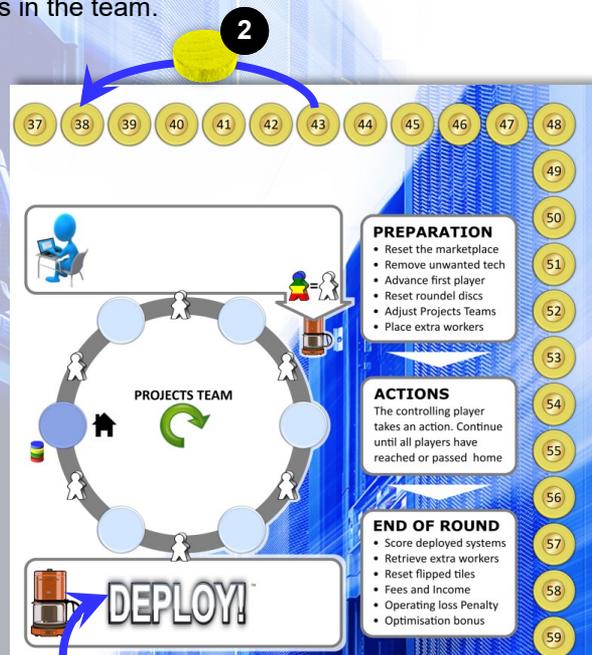
**Note, you cannot add an extra worker if you are operating at a loss; where your income is less than your fees. This applies for each worker you add.**

### Placing your extra workers

Once you have finished adding or removing extra workers, those on the main board are moved from the coffee room 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 down to the coffee room 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 (furthest anti-clockwise) 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 (A), 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 room with any associated bonuses being claimed.**

**End of round, operating losses**

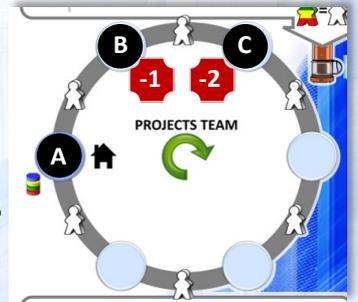
At the end of each round, if your fees are higher than your income you are considered to be operating at a

loss. Once the loss has been paid from your money, 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 room to your worker supply. 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 room until either you have no more extra workers to remove or you are no longer operating at a loss.

**End of game penalties**

At the end of the game, each player loses 1 BVP for each worker used beyond the home position (A).

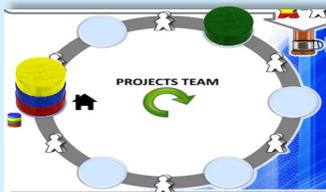
For example, a player finishing the game at position B would lose 1 BVP whilst a player finishing at position C would lose 2.



**Examples**

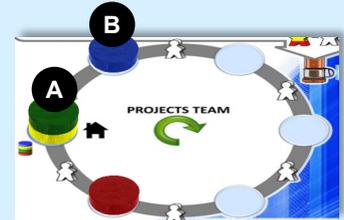


Green is in control of the game and elects to play a DEPLOY action which takes two workers: green uses their permanent workers, moving their disc two steps clockwise.



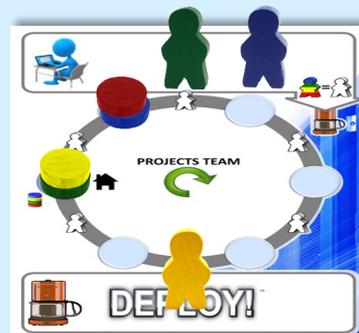
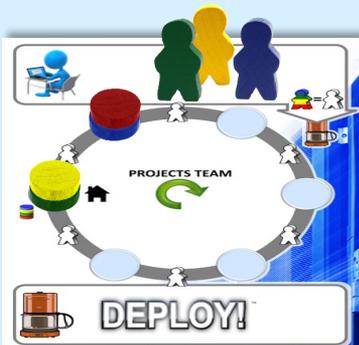
Yellow is now in control of the game.

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.



# SETTING UP

Place the main board in the centre of the table. Place the coins next to the main board. Place all the workload cubes into the bag.

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



## Deployments tracking mat, server room, and player pieces

For each player: take a deployments tracking mat and place it in front of you. Then take a server room and place it on the mat as shown below. Take a full set of 15 system tiles (a). Sort them into 5 sets according to the icon on the tile. Arrange the yellow integration tiles with the 3 on the bottom, then the 2 and the 1 on the top. These are placed in the right space above the server room. Each of the other sets are arranged with the red tile on the bottom, then the blue and the white tile on the top, placing them in their matching space above the server room. Reveal the design of each system - place a number of random workload cubes, from the bag, on each of the top tiles according to the number shown top left on each tile. So, 2 cubes on the Administration tile, 3 on the

Manufacturing tile, etc. Take a capacity tile of value 2 (b) and place it on your server room either in pool 'A' (blue side up) or pool 'B' (yellow side up). Choose a colour and take your 5 workers, capacity marker and 3 player discs. The 5 workers form your extra worker supply and are placed near the top of your mat (c). The capacity marker is placed in the bottom position on pool 'C' in your server room (d). Take 50 credits to start the game and place them next to your mat (e). The 3 discs are used on the main board, see opposite.

**5 extra workers placed here in your worker supply** (c)

**50 credits cash in hand** (e)

**Starting capacity added in either Pool 'A' (shown) or Pool 'B'** (b)

**Capacity marker placed here** (d)

**DESIGN AREA**

- Administration
- Manufacturing
- Warehousing
- Logistics
- Integration

**DEPLOYMENTS TRACK**

**FEES**

**INCOME**

**1st**

# 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. Projects team roundel & BVP track

Starting with the player to the right of the first player and moving anti-clockwise around the board, each player puts one of their discs on the board at the home position of the Projects Team roundel.

Each player also adds one disc to the starting position on the BVP track and the Income track

## 3. Development tiles

The Development tiles extend the game-play, opening up 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 the Development tiles, separate out the 8 pairs of tiles according to their face information. Four pairs are skills tiles and 4 pairs are technology tiles. Place the skills tiles in the upper 4 positions and the technology tiles in the lower four positions, all face up.

The main board features a central area with various tracks and tiles. At the top, a track of 28 numbered circles (21-48) is visible. On the left, a vertical track of 25 numbered circles (1-25) is present. On the right, another vertical track of 25 numbered circles (50-75) is shown. The board includes several key components:

- Projects Team Roundel:** A circular track with a gear icon and a 'DEPLOY!' button. A callout box states: "Each player adds a disc onto the roundel".
- Income Track:** A track around the outside of the board. A callout box states: "Income track runs around the outside".
- Development Tiles:** A grid of 8 pairs of tiles. Callouts include:
  - DESIGNER:** Change any one workload cube to any colour when deploying a project.
  - PLANNER:** Play one less worker to deploy any configuration during this round.
  - TECH WRITER:** Play one less worker to deploy a project if you have already deployed one of the same service area.
  - SAM:** Receive an extrapoint for every two projects that you have deployed.
  - AUTOMATION (Yellow):** Deploy 2 yellow cubes with one worker.
  - AUTOMATION (Purple):** Deploy 2 purple cubes with one worker.
  - AUTOMATION (Blue):** Deploy 2 blue cubes with one worker.
  - ASSET CONTROL:** Receive an extra credit for...
- Capacity Tiles:** A stack of tiles numbered 3 to 9. A callout box states: "Capacity tiles stacked according to value." and "Each player adds a disc to the start position of the Income track".
- Worker Bonus Spots (x6):** A callout box with a photo of a person working.
- Business Value Points (BVP) Track:** A track at the bottom with numbered circles (13-1). A callout box states: "Each player adds a disc to the start position of the BVP track".
- Gameplay Instructions:**
  - When deploying to your server room:**
    - Flip the system tile to the server room side.
    - Assign the workload cubes to available capacity in your server room.
    - Take 1 step around the Projects team roundel for each workload.
    - Place the system tile onto the deployment track.
  - When deploying to the cloud:**
    - Flip the system tile to the cloud side.
    - Place the workload cubes in the bag.
    - Take 1 step around the Projects team roundel for each workload cube.
    - Reduce your income by 3 credits for each workload cube.
    - Place the system tile onto the deployment track.
    - Take 1 business value bonus.
- Preparation and Actions:**
  - PREPARATION:**
    - Reset the marketplace
    - Remove unwanted tech
    - Advance first player
    - Reset roundel discs
    - Adjust Projects Teams
    - Place extra workers
  - ACTIONS:** The controlling player takes an action. Continue until all players have reached or passed home.
  - END OF ROUND:**
    - Score deployed systems
    - Retrieve extra workers
    - Reset flipped tiles
    - Fees and Income
    - Operating loss Penalty
    - Optimisation bonus

# SEQUENCE OF PLAY

## Preparation phase

Skip for first round

- **Reset the marketplace** (refer to graphic below)
  - 1 Any capacity tiles in the bottom position are removed from the game.
  - 2 Any tiles in position 2 are moved to position 1.
  - 3 Similarly any tiles in position 3 are moved to position 2.
  - 4 Move the next set of capacity tiles down onto position 3. When the capacity "9" tiles are moved, it is the last round.
- **Remove unwanted tech**  
You can remove any of your unwanted technological Development tiles from play, adding 3 credits back to the income track for each tile removed.
- **Advance first player**  
Move the first player marker to the next player clockwise.
- **Reset roundel discs**  
The new first player moves their projects team disc to the top of its current stack.

1st

- **Adjust Projects Teams**  
Each player can add/remove up to two of their extra workers to/from their Projects Team (see page 7). **Note, income or profitability cannot be negative. After each addition, check that you are not running at a loss, i.e. that your income meets or exceeds your fees.**



- **Place extra workers**  
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 either choose to move an available extra worker from the office to an empty bonus spot or pass. This continues until all players pass.



Removed from play



## Actions phase

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

The controlling player (see page 8) takes an action, paying the associated cost in workers, money and income. For more details on the available actions refer to pages 13-16 and the back cover.

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. Development tiles, obtained with the DEVELOP action, are placed in an available space on the Deployments tracking mat.

## 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

- Score deployed systems**  
 Each deployed blue system (level II) earns 1 business value point, each deployed red system (level III) earns 2 business value points, and each deployed yellow system (integration) earns 3 business value points.
  - Retrieve extra workers**  
 Any extra workers on bonus spots are retrieved and put into the coffee room. The BVP bonus is received at this time if applicable.
 
  - Reset flipped tiles**  
 Any Development tiles that have been flipped are reset.
  - Fees and Income**  
 Your income track shows how much income you receive. Add to this any income from Development tiles in play. Calculate your license fees (see page 6) and pay or receive the difference between your income and your fees.
  - Operating loss Penalty**  
 Lose 1 business value point if you are running at a loss with your income being lower than your fees. Attempt to return to break-even or profitability by trading in business value points (see above) or returning extra workers (refer to page 7). When returning extra workers, move them from the coffee room back to your worker supply on your deployments tracking mat, 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. Note, you can't return development technology at this time as it has been in operation during the round and must be paid for.
  - Optimisation bonus** (refer to page 6)  
 Gain 1 Business Value Point as an optimisation bonus if you are using at least two-thirds of your total capacity in every pool.
- 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 and Development tiles 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 75 credit limit on income.*
  - Roundel position penalty**  
 Each player loses 1 BVP for each space they have travelled beyond the home position (see page 8).
  - 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.
- The player with the highest business value score is the winner.**
- 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 income received for any extra workers in play) then by the most deployed systems.

# ACTIONS

## ADD

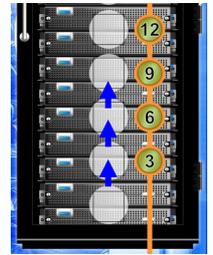
1 worker + cost

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.



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.



The cost of added capacity is paid from your cash in hand.



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

## CONSULT

1 worker

The CONSULT action allows you to use your workers to create money. 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

The DEPLOY action transitions your system into production to make them available. With the action, you

- select a system tile from the design area of your deployments tracking mat.
- pay the worker cost (1 worker per workload cube).
- transfer the workload cubes either into your server-room or into the public cloud (back to the bag). Flip the system tile to show whether you have deployed to the cloud or to your server room (see page 2)
- receive the income reward shown on the tile.
- receive any business value points shown on the tile.
- place the system tile onto your deployments track.
- add the number of workload cubes onto the newly revealed system tile, if one exists - this is its design.

If you move the workload cubes into your server room you must place all the cubes into pools that both support the cube colour and have available capacity. You are not allowed to move any cubes other than those on the system that you are deploying. The system tile is then placed onto the deployments track, server-room-side up. 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 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 as shown on the system tile.** All workload cubes are removed from the system tile and returned to the bag. The system tile is then placed onto the deployments track, cloud side up.

### Placing the system tile onto the deployments track

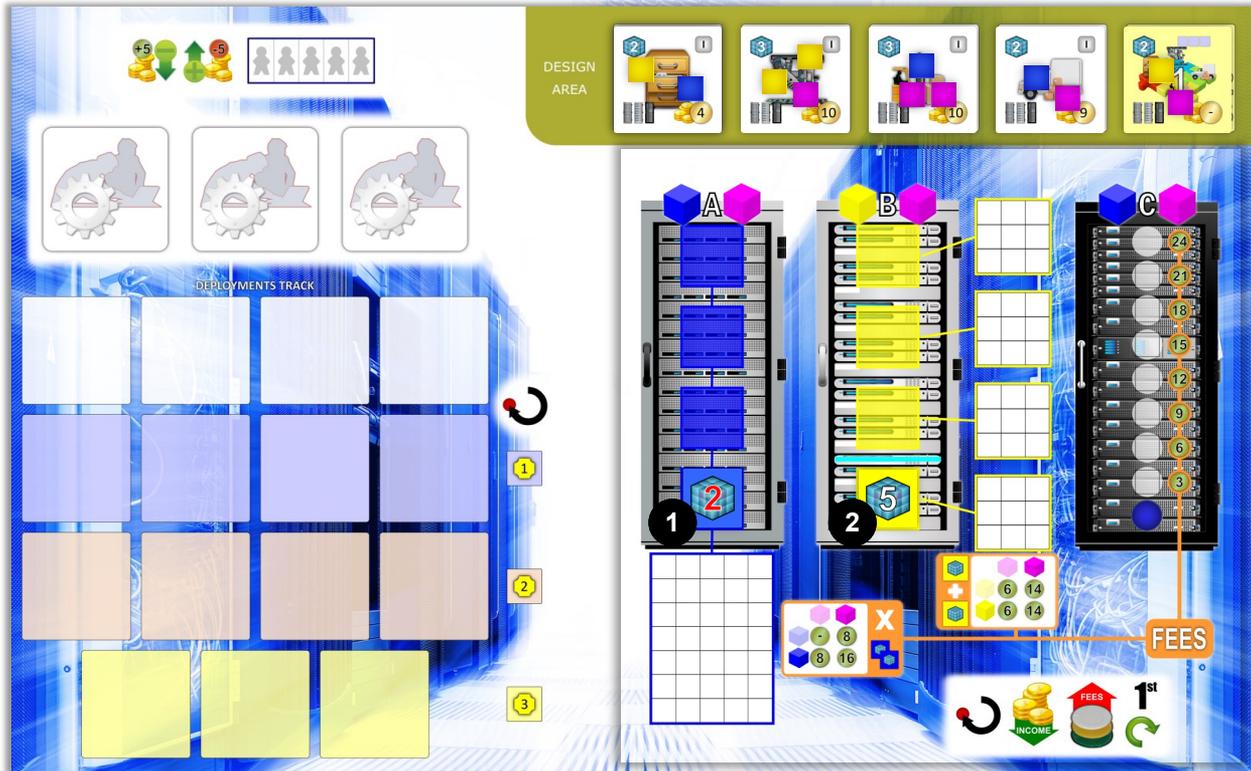
If you deployed a white, level I system, it is placed at the top of the first available column from the left.

If you deployed a blue (level II) or red (level III) system, it is placed in the next spot in the column containing that system.

If you deployed a yellow integration system, it is placed on the next available spot at the bottom of the deployments track.



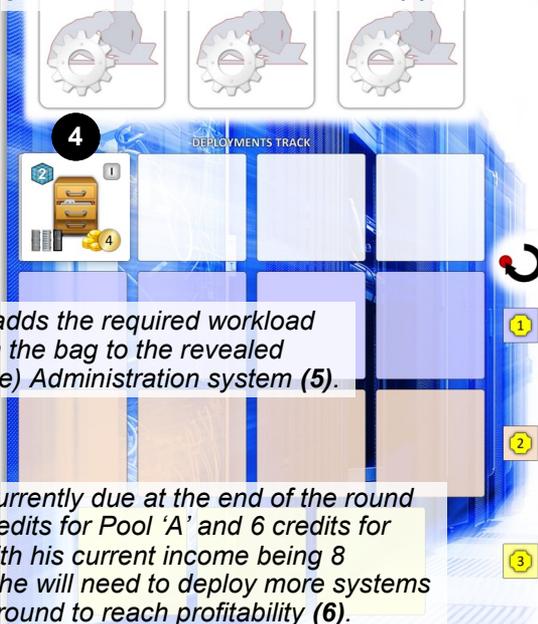
**Bonus:** For the current round, all DEPLOY actions take one less worker (minimum 1 worker)



Example: It is the first round and Graham, the blue player decides to deploy his first system, Administration 'A' (1). In a previous turn, he had added a capacity tile of value 5 to Pool 'B', to support yellow workloads (2).

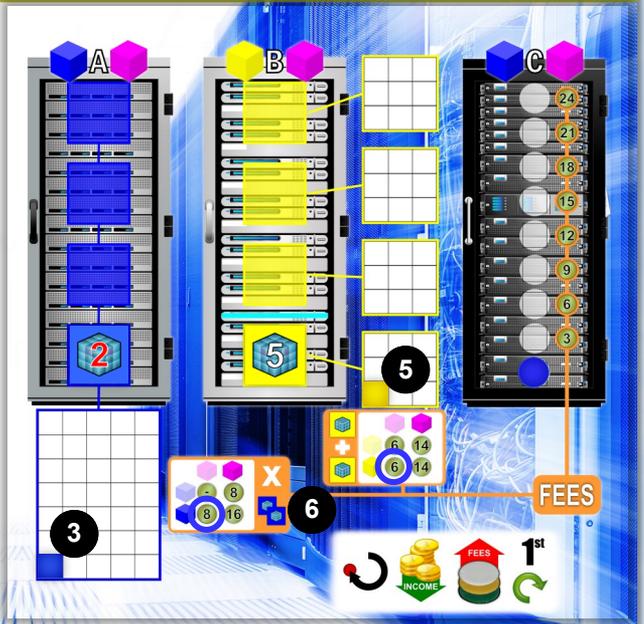
He started the game with his value 2 capacity tile in pool 'A' (1). In a previous turn, he had added a capacity tile of value 5 to Pool 'B', to support yellow workloads (2).

He pays the cost of 2 workers and moves the blue and yellow workload cubes to Pool 'A' and Pool 'B' respectively (3), He then takes his reward of 8 credits, advancing along the income track on the main board and, since the system was deployed into his server-room, he places the system tile in the upper right slot of his server-room board (4).



Lastly, he adds the required workload cubes from the bag to the revealed level II (blue) Administration system (5).

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 8 credits, so he will need to deploy more systems during the round to reach profitability (6).



## DEVELOP

**This action only applies if you are playing with the Development tiles.**

When you DEVELOP you take a Development tile from the main board and place it on an available space in the project team development area of your Deployments tracking mat.

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 have a running cost of 3 credits which is taken as a reduction in income. Each player can add up to three Development tiles during the game with no duplicates allowed. Any additional tile beyond the limit can only be added if you discard one that has **not** been used in the current round. Only unused skills tiles can be removed at this point - technology tiles can only be removed in the preparation phase. Any removed development tile is returned to the main board.



**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.

### Development tiles - Skills

1 worker

#### DESIGNER—once per round

The designer skill allows your team to redesign a system so that it uses a different mix of workloads. Once per round, when deploying a system, change one of the workload cubes to another workload type (colour) of your choice (selected from the bag). Return the replaced cube to the bag.

#### PLANNER—once per round

The planner skill allows your team to make better use of their time, with improved co-ordination and knowledge sharing. Once per round, pay one less worker to DEPLOY a system (minimum 1 worker).

#### SAM—end of round

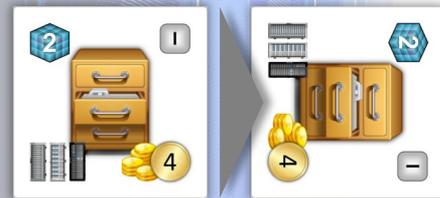
With the Software Asset Manager skill, your team optimizes the use of licenses for your server room, effectively reducing the operating cost. This cost reduction is passed back to you as additional income. At the end of each round, for every two systems you have deployed, receive 1 credit. This is not shown on the income track but is considered as part of your total income when assessing profitability.

#### TECH WRITER—perpetual

The Technical writer skill allows your team to create excellent documentation about every system that you deploy. The documentation is so good that, when you DEPLOY another level of the same system, it takes one less worker.

When you first acquire this skill, tap any currently deployed system tiles by turning them through 90 degrees (see below).

You will start your documentation with the next systems to be deployed, after that you will receive the benefit of reduced worker cost.



### Development tiles - Technology

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 systems. It optimizes the 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 systems 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 tile can be used with the SAM skill tile.

#### AUTOMATION - perpetual

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

This also applies to deployments into the public cloud.

## 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** Pool 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 licensing, 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 colour 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.

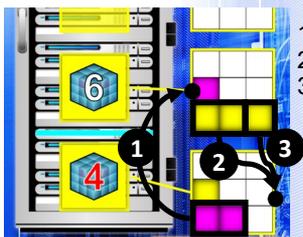
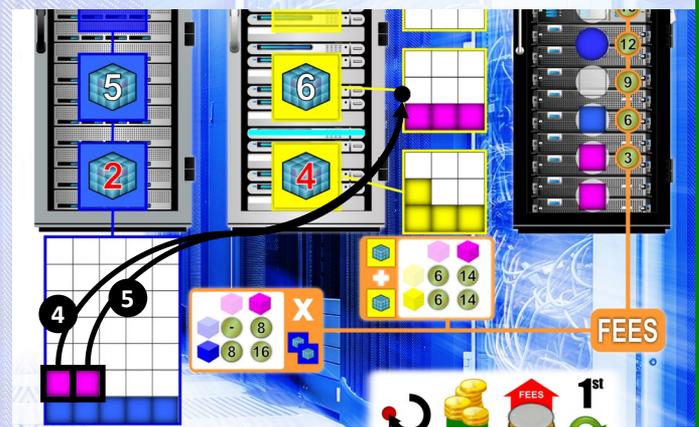
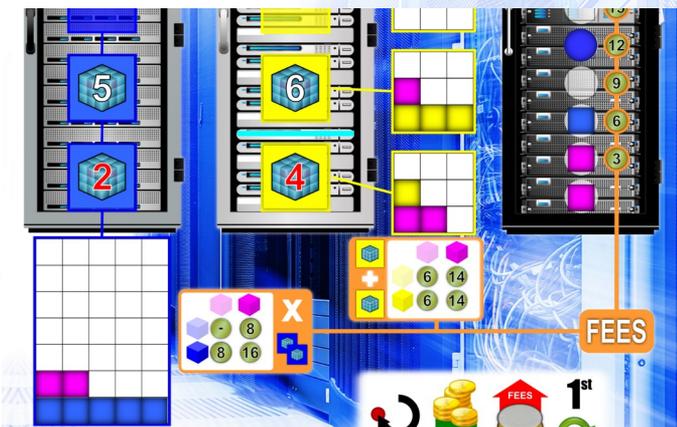
There is an optimization bonus (1 BVP) available at the end of each round for each player that has used two-thirds or more of their available capacity in all three pools. The MOVE action may be used to re-distribute the workload cubes to achieve this bonus.

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.



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

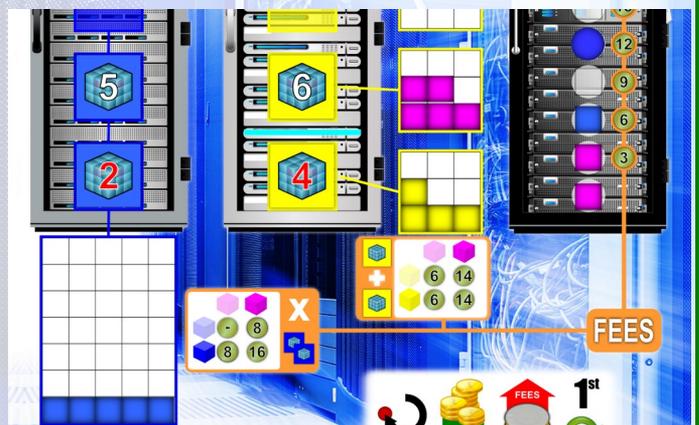
*Example: Using the 5 movement steps to reduce fees from 32 credits to 16 credits (see also page 8)*



1. Move 2 purple workload cubes
2. Move 2 yellow workload cubes
3. Move 1 yellow workload cube

4. Move 1 purple workload cube
5. Move 1 purple workload cube

*The resulting optimization has halved the license fees*



## 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.





# ACTIONS

## ADD

1 worker + cost



### Increase the capacity in your server-room (refer to page 13)

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 cost for the added capacity.



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

## CONSULT

1 worker



### Receive money for workers (page 13)

Pay 1 worker to receive 3 credits.

## DEPLOY

2-5 workers



### Deploy a system (page 13)

When you deploy a system, 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 system tile.
- 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.
- Move the system tile to the deployments track and take your income reward.
- Place workload cubes on any revealed system tile in the design area.



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

## DEVELOP

1 worker + income reduction



### Extend your capabilities with a Skill/Technology tile

Technology tiles require 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. If a fourth tile is obtained, a previous tile, that has **not** been used in the current round, must be discarded. The Technology tiles require a one-time reduction in income whilst in play. This reduction is recovered if the 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.

## MOVE

1 worker



### Move workloads (page 16)

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



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

## REMOVE

1 worker



### Decrease the capacity in your server-room (page 16)

Either discard an unused capacity tile from Pool 'A' or 'B', 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.

## 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.