

# Modelling Service Level Agreements for Business Process Outsourcing Services\*

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1       **Abstract.** Many proposals to model service level agreements (SLAs) have been  
2       elaborated in order to automate different stages of the service lifecycle such as  
3       monitoring, implementation or deployment. All of them have been designed for  
4       computational services and are not well-suited for other types of services such  
5       as business process outsourcing (BPO) services. However, BPO services sup-  
6       ported by process-aware information systems could also benefit from modelling  
7       SLAs in tasks such as performance monitoring, human resource assignment or  
8       process configuration. In this paper, we identify the requirements for modelling  
9       such SLAs and detail how they can be faced by combining techniques used to  
10      model computational SLAs, business processes, and process performance indi-  
11      cators. Furthermore, our approach has been validated through the modelling of  
12      several real BPO SLAs.

## 13   1 Introduction

14   *Service level agreements* (SLAs) have been used by many proposals in the last decade  
15   to automate different stages of the service lifecycle, using a formal definition of the  
16   different parts of an SLA such as *service level objectives* (SLOs), penalties, or met-  
17   rics, to automate their negotiation [1], the provisioning and enforcement of SLA-based  
18   services [2], the monitoring and explanation of SLA runtime violations [3], or the pre-  
19   diction of such violations [4]. What all of these proposals have in common is that most  
20   of them have been designed for computational services. Therefore, they are aimed at en-  
21   hancing software that supports the execution of computational services such as network  
22   monitors, virtualisation software, or application servers with SLA-aware capabilities.

23   On the other hand, *business process outsourcing* (BPO) services are non-computatio-  
24   nal services such as logistics, supply-chain, or IT delivery services, that are based on the  
25   provisioning of business processes as services, providing partial or full business process  
26   outsourcing. Like computational services, their execution is regulated by SLAs and sup-  
27   ported by specific software [5,6]. In this case, since BPO services are process-oriented,  
28   the software that supports them is usually a *process-aware information systems* (PAIS)  
29   such as ERPs, CRMs, or *business process management systems* (BPMSs). However,

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30 unlike computational services, there is little work related to the extension of PAIS with  
31 SLA-aware capabilities to support BPO services.

32 A PAIS with SLA-aware capabilities, i.e. an SLA-aware PAIS, is a PAIS that uses  
33 explicit definitions of SLAs to enable or improve the automation of certain tasks related  
34 to both the SLAs and their fulfilment such as performance monitoring, human resource  
35 assignment or process configuration [7]. For instance, an SLA-aware PAIS could be  
36 automatically instrumented according to the metrics defined in the SLA so that when  
37 there is a risk of not meeting an SLO, an alert is raised allowing the human actors  
38 involved in the process to take measures to mitigate the risk. Another example could be  
39 the automated configuration of the process, *e.g.* removing or adding activities, executed  
40 by the SLA-aware PAIS depending on the conditions of the SLA agreed with the client.

41 Apart from the benefits derived from the automation of these tasks, the need for a  
42 SLA-aware PAIS becomes more critical in a *business-process-as-a-service* (BPaaS)  
43 scenario. A BPaaS is a new category of cloud-delivered service, which, according to  
44 Gartner [8], can be defined as “the delivery of BPO services that are sourced from  
45 the cloud and constructed for multitenancy. Services are often automated, and where  
46 human process actors are required, there is no overtly dedicated labour pool per client.  
47 The pricing models are consumption-based or subscription-based commercial terms.  
48 As a cloud service, the BPaaS model is accessed via Internet-based technologies.” In  
49 this setting, the conditions of the SLA agreed with each client may vary. Therefore, it  
50 is crucial for the PAIS that supports the BPaaS to behave according to the SLA agreed  
51 with the client. An example could be the prioritisation of the execution of tasks for those  
52 clients whose SLAs have bigger penalties if they are not met.

53 In this paper, we focus on the formalization of BPO SLAs as a first step to enable  
54 such SLA-aware PAIS. To this end, after analysing the modelling requirements of such  
55 SLAs, four main aspects involved in their formalization have been identified, namely: 1)  
56 the description of the business process provided by the service; 2) the SLOs guaranteed  
57 by the SLA; 3) the penalties and rewards that apply if guarantees are not fulfilled; and 4)  
58 the definition of the metrics used in these guarantees. Then, we detail how these aspects  
59 can be formalized by means of generic models for the definition of computational SLAs  
60 and techniques used to model process performance indicators. Furthermore, we have  
61 validated our approach through the modelling of several real BPO SLAs.

62 The remainder of the paper is structured as follows. In Section 2, a running example  
63 is introduced. Section 3 details the four elements that must be formalized in SLAs for  
64 BPO services and Section 4 shows how they can be modelled using WS-Agreement.  
65 Next, Section 5 reports on how the running example can be formalized using our pro-  
66 posal and discusses some limitations identified during the definition of the SLA metrics.  
67 Section 6 reports on work related to the definition of SLAs for BPO services. Finally,  
68 conclusions are detailed in Section 7.

## 69 **2 Running Example**

70 Let us take one of the BPO SLAs to which our approach has been applied as running  
71 example throughout this paper. The SLA takes place in the context of the definition of  
72 *statements of technical requirements* (SoTRs) of a public company of the Andalusian

73 Autonomous Government, from now on *Andalusian Public Company*, APC for short.  
 74 SoTRs are described in natural language and include information about the services  
 75 required as well as their SLA. Although the running example includes one service only,  
 76 further information on this or the rest of services, as well as for further application  
 77 scenarios, is available at <http://www.isa.us.es/ppinot/caise2015>.

78 The SoTR of this example is defined for the Technical Field Support for the Deploy-  
 79 ment of the Corporative Telecommunication Network of the Andalusian Autonomous  
 80 Government. It is presented in a 72–page document written in natural language includ-  
 81 ing the SLAs defined for five of the required services, namely: 1) field interventions;  
 82 2) incidents; 3) network maintenance; 4) installations and wiring; and 5) logistics. In  
 83 particular, we focus on the *field interventions* (FI) service.

84 From a high–level perspective, the FI service can be defined as follows: the APC re-  
 85 quires an FI, which can have different levels of severity, from the contractor staff. Then,  
 86 the contractor plans the FI and performs it at headquarters. In some cases, it is necessary  
 87 for the contractor to provide some required documentation and, if such documentation  
 88 is considered incomplete or inadequate by the APC, it needs to be resubmitted by the  
 89 contractor until it fulfils the APC’s quality requirements.

For this service, the SoTR document presents the following information: 1) the  
 committed times by the contractor (see Table 1); 2) the general objective defined for FIs  
 —the SLO of the SLA— represented as  $AFIP > 95\%$ , where the AFIP (*accomplished*  
*FIs percentage*) metric is defined as:

$$AFIP = \frac{\# \text{ accomplished FIs}}{\# \text{ FIs}} \times 100$$

90 and 3), the penalties applied in case the SLO is not accomplished (see Table 2). These  
 91 penalties are defined over the monthly billing by the contractor for the FI service. In  
 92 addition, the SoTR presents the following definitions for the referred times in Table 1:

93 **Response Time** Elapsed time between the notification of the FI request to the contrac-  
 94 tor and its planning, including resources assignment, *i.e.* technicians.

95 **Presence Time** Elapsed time between resource (technician) assignment and the begin-  
 96 ning of the FI, *i.e.* technician arrival.

97 **Resolution Time** Elapsed time between the technician arrival and the end and closure  
 98 of the FI.

99 **Documentation Time** If documentation, *i.e.* reports, is required, it is defined as the  
 100 elapsed time between the end and closure of the FI and documentation submission.

**Table 1.** Committed times by the contractor (in hours) for the FI Service SLA

Criticality Level	Response Time	Presence Time	Resolution Time	Document. Time	Timetable	Calendar
Critical	0.5	4	2	4	8:00 – 20:00	Local
High	2	8	4	12	8:00 – 20:00	Local
Mild	5	30	6	24	8:00 – 20:00	Local
Low	5	60	8	48	8:00 – 20:00	Local

**Table 2.** Penalties definition (in monthly billing percentage) for the FI Service SLA

AFIP	Penalty
$94\% \leq \text{AFIP} < 95\%$	-1%
$93\% \leq \text{AFIP} < 94\%$	-2%
$92\% \leq \text{AFIP} < 93\%$	-3%
$91\% \leq \text{AFIP} < 92\%$	-4%
$90\% \leq \text{AFIP} < 91\%$	-5%
$\text{AFIP} < 90\%$	-10%

101 If the APC considers such documentation as incomplete or inadequate, it will be  
 102 returned to the contractor and documentation time is again activated and computed.

### 103 3 Requirements for Modelling SLAs of BPO Services

104 After a study of the state of the art in SLAs for both computational and non-computational  
 105 services, and the analysis of more than 20 different BPO SLAs developed by 4 dif-  
 106 ferent organisations, some of the requirements for modelling BPO SLAs in the context  
 107 of SLA-aware PAIS have been identified. As a result, we conclude that four elements  
 108 must be formalized in SLAs for BPO services, namely: 1) the business process; 2) the  
 109 metrics used in the SLA; 3) the SLOs guaranteed by the SLA; and 4) the penalties and  
 110 rewards that apply if guarantees are not fulfilled. Next we describe each of them.

#### 111 3.1 Business process

112 An SLA is always related to one or more specific services. The way such services must  
 113 be provided is usually defined by describing the underpinning business process, and  
 114 this is often done in natural language. Consequently, the formalization of SLAs for  
 115 BPO services requires the formalization of the business process itself. Note that it is not  
 116 required for the SLA to detail the low level business process that will be enacted by the  
 117 provider's PAIS since most SLAs do not delve into that level of detail and just focus  
 118 on main activities and the consumer-provider interaction (cf. Fig 1 for the high-level  
 119 business process of the running example). However, it should be possible to link this  
 120 higher level business process to the lower level business process enacted by the PAIS.

#### 121 3.2 SLA metrics

122 These are the metrics that need to be computed so that the fulfilment of the SLA can  
 123 be evaluated. For instance, in the running example, *response time*, *presence time*, or  
 124 AFIP are examples of such metrics. The mechanism used to define these metrics must  
 125 have two main features. On the one hand, it must be *expressive*, i.e. it must allow the  
 126 definition of a wide variety of metrics. On the other hand, it must be traceable with

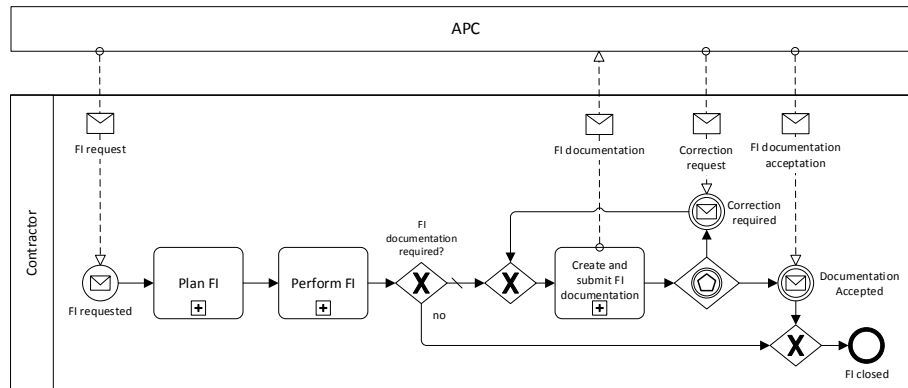


Fig. 1. BPMN model of Field Intervention (FI) service

127 the business process so that it enables their automated computation. In addition, it is  
 128 convenient that the metrics are defined in a declarative way because it reduces the gap  
 129 between the SLA defined in natural language and the formalised SLA and decouples  
 130 the definition of the metric from its computation.

### 131 3.3 Service Level Objectives (SLOs)

132 These are the assertions over the aforementioned metrics that are guaranteed by the  
 133 SLA and, hence, must be fulfilled during the execution of the service. For instance, the  
 134 running example defines  $AFIP > 95\%$  as an SLO for AFIP metric of the FI service.  
 135 In general, SLOs can be defined as mathematical constraints over one or more SLA  
 136 metrics.

### 137 3.4 Penalties and rewards

138 They are compensations that are applied when the SLO is not fulfilled or is improved,  
 139 respectively. An example is shown in Table 2, which depicts the penalties that apply for  
 140 the FI Service SLA in our running example. The specification of penalties and rewards  
 141 require the definition of a mathematical function, whose domain is one or more SLA  
 142 metrics and whose range is a real number representing the penalty or reward in terms  
 143 of a percentage over the price paid for the service in a time period.

144 From these requirements, we conclude that the structure of SLAs for BPO services  
 145 is very similar to the structure of SLAs defined for computational services. For in-  
 146 stance, Amazon EC2 SLA<sup>1</sup> also includes a definition of the service; some metrics like  
 147 the *monthly uptime percentage* (MUP); an SLO, which is called *service commitment*,  
 148 defined as  $MUP \geq 99.95\%$ ; and a penalty based on the MUP and defined in terms of  
 149 a percentage over the price paid in the last month. Furthermore, the definition of SLOs  
 150 and penalties and rewards can also be done in the same manner.

<sup>1</sup> <http://aws.amazon.com/ec2/sla/>

151 In contrast, the description of the service and the definition of the SLA metrics of  
152 BPO SLAs and computational SLAs present significant differences. The main reason is  
153 that, unlike computational services, BPO services are process-aware and, hence, their  
154 description and their SLA metrics are based on that process.

## 155 4 Modelling SLAs for BPO Services

156 Based on the requirements described in the previous section, and on the similarities and  
157 differences between BPO SLAs and computational SLAs, we propose modelling the  
158 latter SLAs by combining the agreement structure and mechanisms for the definition  
159 of SLOs, penalties, and rewards that have been already proposed for computational  
160 SLAs, with notations used to model processes and *Process Performance Indicators*  
161 (PPIs), such as [9,10,11,12,13]. PPIs are quantifiable metrics that allow the efficiency  
162 and effectiveness of business processes to be evaluated; they can be measured directly  
163 by data that is generated within the process flow and are aimed at the process controlling  
164 and continuous optimization [14].

165 Specifically, in this paper we propose using WS-Agreement [15] as the agreement  
166 structure; BPMN as the language to model business processes; PPINOT [13] as the  
167 mechanism to model PPIs; the predicate language defined in iAgree [16] to specify  
168 SLOs, and the compensation functions introduced in [17] to model penalties and re-  
169 wards. These proposals have been chosen because of two reasons. Firstly, they are  
170 amongst the most expressive proposals of their kind, which is necessary to model the  
171 different scenarios that appear in BPO SLAs. Secondly, they have a formal founda-  
172 tion that enables the development of advanced tooling support that can be reused in a  
173 SLA-aware PAIS environments.

174 In the following, we introduce the basic structure of an SLA in WS-Agreement and  
175 then, we detail how it can be used together with other languages and models to define a  
176 BPO SLA. Furthermore, we also provide more details about the aforementioned models  
177 and the tooling support that has been developed for them.

### 178 4.1 WS-Agreement in a nutshell

179 WS-Agreement is a specification that describes computational service agreements be-  
180 tween different parties. It defines both a protocol and an agreement document meta-  
181 model in the form of XML schema [15]. According to this metamodel, an agreement  
182 is composed of an optional name, a context and a set of terms. The *context* section  
183 provides information about participants in the agreement (*i.e.* service provider and con-  
184 sumer) and agreement's lifetime. The *terms* section describes the agreement itself, in-  
185 cluding *service* terms and *guarantee* terms.

186 Figure 2 shows the overall structure of a WS-Agreement document using iAgree  
187 syntax [16], which is designed for making WS-Agreement documents more human-  
188 readable and compact than with the original XML syntax. All examples included in this  
189 paper are defined using iAgree.

190 Service terms describe the provided service, and are classified in *service description*  
191 *terms*, *service properties* and *service references*. Service description terms (lines 9–10)

```

1 Agreement Example version 1
2 Provider as Responder
3   Metrics
4     ServiceCreditMeasure: Percentage
5     AvailabilityMeasure: Percentage
6     CostMeasure: Integer
7   AgreementTerms
8     Service Example @ http://mycloud.com/service.wsdl
9     DescriptionTerms
10      Cost : CostMeasure = 10
11     MonitorableProperties
12      Availability : AvailabilityMeasure
13     GuaranteeTerms
14      G1: Provider guarantees
15        Availability > 99
16        with monthly penalty of
17          ServiceCredit : ServiceCreditMeasure = 25
18          if Availability ≤ 99
19 EndAgreement

```

**Fig. 2.** Computational SLA in WS–Agreement using iAgree syntax

192 describe the features of the service that will be provided under the agreement. They  
 193 identify the service itself, so there is no reason to monitor them along service lifecycle.  
 194 Service properties (lines 11–12) are the set of monitorable variables relevant to the  
 195 agreement, for which a name and a metric are defined. Finally, service references (line  
 196 8) point to an electronic service using endpoints references.

197 Guarantee terms (lines 13–18) define SLOs that the obligated party must fulfil to-  
 198 gether with the corresponding penalties and rewards. An SLO in WS–Agreement is an  
 199 assertion over monitorable properties that must be fulfilled during the execution of the  
 200 service. SLOs can be guarded by a *qualifying condition* (QC), which indicates a pre-  
 201 condition to apply the constraint in the SLO. Both SLOs and QCs are expressed using  
 202 any suitable user–defined assertion language. penalties and rewards.

## 203 4.2 Materialising BPO SLAs with WS–Agreement

204 WS–Agreement leaves consciously undefined the languages for the specification of ser-  
 205 vice description terms, SLOs, or QCs. This flexibility makes WS–Agreement a good  
 206 choice for modelling BPO SLAs since it allows embedding any kind of model in its  
 207 terms. In this paper, we propose the following *WS–Agreement Configuration* [16] for  
 208 defining BPO SLAs:

209 **Service Description Terms** In BPO services, this description can be provided in terms  
 210 of the underpinning business process. In this paper we use the BPMN (*Business Process*  
 211 *Model and Notation*) standard since it is a well–known standard widely used in both  
 212 industry and academy.

213 **Service Properties** In BPO services, these metrics can be specified using a PPI–  
 214 oriented approach. In this paper, we have chosen PPINOT [13] because of its expres-  
 215 siveness and its traceability with BPMN models. Furthermore, PPINOT has been used

216 at the core of a software tool called the *PPINOT Tool Suite* [18], which includes the  
 217 definition of PPIs using either a graphical or a template-based textual notation [19],  
 218 their automated analysis at design-time, and their automated computation based on the  
 219 instrumentation of open source BPMSs.

220 Specifically, metrics are defined using PPINOT measure definitions. As described  
 221 in [13], they can be classified into three main categories depending on the number of  
 222 process instances involved and the nature of the measure: base measures, aggregated  
 223 measures, and derived measures.

224 **Base measures** They are obtained directly from a single process instance and do not  
 225 require any other measure to be computed. Aspects that can be measured include:  
 226 1) the duration between two time instants (*time measures*); 2) the number of times  
 227 something happens (*count measures*); 3) the fulfilment of certain condition in both  
 228 running or finished process instances (*condition measures*); and 4) the value of a  
 229 certain part of a data object (*data measures*).

230 **Aggregated measures** Sometimes, it is interesting not only knowing the value of a  
 231 measure for a single process instance (*base measures*) but an aggregation of the  
 232 values corresponding to the multiple instances of a process. For these cases, *aggre-*  
 233 *gated measures* are used, together with an aggregation function such as *average*,  
 234 *maximum*, etc.

235 **Derived measures** They are defined as functions of other measures. Depending on  
 236 whether the derivation function is defined over single or multi-instance measures,  
 237 derived measures are classified accordingly as *derived single-instance measures* or  
 238 *derived multi-instance measures* (see [13] for details).

239 **Guarantee Terms** To define SLOs, we use the predicate language defined in iAgree  
 240 [16], which includes relational, logical and common arithmetic operators. Apart from  
 241 a concrete syntax, iAgree also provides semantics to define SLOs expressions as logic  
 242 constraints, which enable the automation of analysis operations on SLAs such as de-  
 243 tecting conflicts within an agreement document [16] or explaining SLA violations at  
 244 run-time [3]. Concerning penalties and rewards, they are defined using iAgree syntax  
 245 as well together with the notion of *compensation functions* defined in [17].

## 246 5 Applicability of our approach

247 In order to validate the applicability of our approach, we have used it to model the  
 248 SLAs of 9 different services designed by 3 different organisations. In the following,  
 249 we show how WS-Agreement and PPINOT can be used to model the running example  
 250 and then, discuss the limitations we have found and how they can be solved. The re-  
 251 maining SLAs that have been modelled are available at <http://www.isa.us.es/ppinot/caise2015>.

### 253 5.1 SLA for the running example

254 Figure 3 shows an excerpt of the SLA for the running example, in which the three  
 255 elements of the BPO SLA are specified as follows.



```

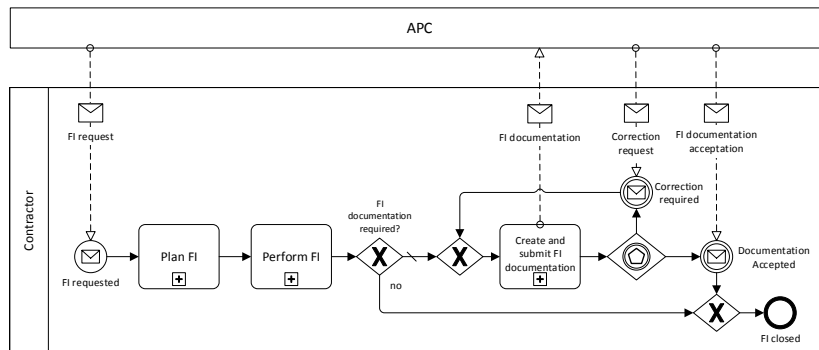
1 Agreement FI_Service_SLA version 1
2 Provider Corporate as Responder;
3 Metrics for FI_Service:
4   ResponseTime: LinearTimeMeasure
5     from event FI requested is triggered
6     to activity Plan FI becomes active
7     considering only working hours and local calendar
8   PresenceTime: LinearTimeMeasure ...
9   ResolutionTime: LinearTimeMeasure ...
10  DocumentationTime: CyclicTimeMeasure aggregation Sum
11    from activity Create and submit doc becomes active
12    to activity Create and submit FI documentation becomes completed
13    considering only working hours and local calendar
14  CLevel: DataMeasure criticalityLevel of Intervention
15  AFI_Measure: AggregatedMeasure with function sum
16    aggregates DerivedMeasure with function A & B & C & D where
17    A: DerivedMeasure with function
18      CLevel = critical => ResponseTime < 0.5 & PresenceTime < 4 &
19        ResolutionTime < 2 & DocumentationTime < 4
20    B: DerivedMeasure with function
21      CLevel = high => ResponseTime < 2 & PresenceTime < 8 &
22        ResolutionTime < 4 & DocumentationTime < 12
23    C: DerivedMeasure with function
24      CLevel = mild => ResponseTime < 5 & PresenceTime < 30 &
25        ResolutionTime < 6 & DocumentationTime < 24
26    D: DerivedMeasure with function
27      CLevel = low => ResponseTime < 5 & PresenceTime < 60 &
28        ResolutionTime < 8 & DocumentationTime < 48
29  FI_Measure: AggregatedMeasure with function sum
30    aggregates CountMeasure when event FI closed is triggered
31  AFIP_Measure: DerivedMeasure with function ( AFI_Measure / FI_Measure ) * 100

```

### AgreementTerms

**Service** FI\_Service

process:



### MonitorableProperties

AFIP: AFI\_Measure

### Guarantee Terms

G1: **Provider guarantees** AFIP > 95%  
**with monthly penalty**  
**of Penalty** = 95 - AFIP **if** 90% ≤ AFIP < 95%  
**of Penalty** = 10 **if** AFIP < 90%

...

Fig. 3. Excerpt of the FI service SLA in *iAgree* syntax

256 **Service Description Terms** Service description terms (lines 34–36) specify the high  
 257 level BPMN model associated to the FI service derived from the corresponding SoTR,  
 258 as described in Section 2.

259 **Service Properties** Once the high level business process has been modelled, service  
 260 properties relevant to the SLA are defined, namely AFIP (lines 37–38). This service  
 261 property is computed according to the AFIP\_Measure metric (lines 15–28), that mea-  
 262 sures the percentage of *accomplished* FIs (AFI\_Measure) with respect to the total num-  
 263 ber of FIs (FI\_Measure), as described informally in Section 2. The definition of these  
 264 metrics is done by means of the measure definitions that PPINOT provides to detail  
 265 how PPIs are measured (see [13] for details).

266 **Guarantee Terms** Finally, the guarantee terms of the SLA including its SLOs and  
 267 penalties are specified. In this case, according to Tables 1 and 2, the percentage of  
 268 accomplished interventions must be greater than 95%. This can be defined in terms  
 269 of the previously defined service properties as  $AFIP > 95\%$  (line 40). Additionally,  
 270 penalties are defined as a percentage discount of the monthly billing if the SLO is not  
 271 achieved. This is 1% of discount per each 1% of accomplished percentage under the  
 272 objective, or 10% if the percentage is under 90%.

## 273 5.2 Limitations of our approach

274 The application of the proposed approach for defining SLAs of BPO services to real sce-  
 275 narios showed up some limitations concerning the definition of SLA metrics, whereas  
 276 WS–Agreement and the models used to define business processes, SLOs, penalties, and  
 277 rewards proved to be capable to model all possible situations.

278 Concerning SLA metrics, although most of them could be successfully modelled  
 279 using PPINOT, there were a few types that could not be represented properly. As far as  
 280 we know, this limitation is not specific to PPINOT, since there is not any other PPI mod-  
 281 elling approach that can model all of the metrics that appear in the analysed SLAs. We  
 282 believe that the main reason why we have found this limitation is that, although related,  
 283 the purpose of PPIs and SLA metrics are slightly different. PPIs are used internally by  
 284 the organisation that performs the process as a mechanism to improve its performance.  
 285 In contrast, SLA metrics are aimed at providing service–level guarantees to the service  
 286 consumer or defining penalties when guarantees are not met. As a consequence, SLA  
 287 metrics are much more focused on the customer and its expectations than the former.

288 Specifically, we found four types of metrics that cannot be modelled neither with  
 289 PPINOT nor with most of the other PPI modelling approaches:

### 290 **Metrics that involve exclusion of idle time, suspend time, calendars or timetables**

291 In the running example, when defining times like *resolution* time, *documentation*  
 292 time, *etc*, the SoTR document usually specified that idle time should be ignored for  
 293 those measures, and that the local calendar and working hours were considered to  
 294 compute time for them. This ability to exclude time according to some criteria is  
 295 not usually present in PPI modelling approaches.

296 **Metrics that involve delays with respect to a date given in a data object** These met-  
 297 rics require comparing the time instant when an activity had started or finished, or  
 298 when an event was triggered, with respect to a due date contained in a document  
 299 like a project plan, a replacement requirement or any other in order to compute  
 300 possible delays. This is a rather frequent metric in SLAs since it is directly related  
 301 with customer expectations. However, it is much less frequent as a PPI metric and,  
 302 hence, it is not supported by PPI modelling approaches.

303 **Metrics that involve human resources** These metrics are used in SLAs in which the  
 304 task performer profile must be taken into account when applying penalties, so that  
 305 the penalty had a different coefficient to be applied according to the different pro-  
 306 files. This metric is again closely related with the customer. In this case, with the  
 307 fact that the customer expects a fair compensation depending on the task performer  
 308 profile that failed to fulfilled the guarantees. However, current PPI modelling ap-  
 309 proaches do not support any metric that involve information related with the human  
 310 resources that performed the task.

311 **Metrics that involve different processes** Some SLA metrics have to be defined over  
 312 two or more process instances. This happens when a metric require execution in-  
 313 formation from two different processes to be computed. Again, this metric cannot  
 314 be modelled using current PPI modelling approaches, since a PPI focus on just one  
 315 process by definition.

316 Some of these limitations could be easily addressed in PPINOT just by doing minor  
 317 changes in its metamodel. However, others are left as future work since they require  
 318 more significant changes. In particular, the first two type of metrics can be supported  
 319 just by defining filters over *time measures*, so that idle time, suspend time, calendars or  
 320 timetables can be taken into account when computing the time for the measure; and by  
 321 adding a new type of measure, *time instant measure*, that measures the date and time  
 322 in which an event takes place instead of the duration between two events. The metrics  
 323 that involve human resources can be partially addressed using an extension to PPINOT  
 324 to define resource-aware PPIs [20]. Finally, the metrics that involve different processes  
 325 can be defined as a *derived measure* that relates measures in each process instance, but it  
 326 is necessary to include information on how to correlate process instances when defining  
 327 them, which is something that will be addressed in future work.

## 328 6 Related Work

329 A number of research efforts have focused on proposing models for SLA definition  
 330 in computational and non-computational domains. In [21], *WSLA Framework* is intro-  
 331 duced. This framework provides an *agreement document model* (WSLA), which is the  
 332 origin of the WS-Agreement specification, and provides foundations to monitor SLA  
 333 fulfillment. Sauvé *et al.* [22] propose a methodology to calculate SLO thresholds to  
 334 sign IT services SLAs according to service function cost from a business perspective.  
 335 In all these cases, guarantees are proposed upon computational metrics (e.g. response  
 336 time or availability). Therefore, it is useful only for SLAs that apply to the software  
 337 infrastructure that support business processes and not for the business processes offered

338 as a service. Kieninger *et al.* [23] describe a categorization of IT services and outline  
339 a mechanism to obtain efficient SLOs for them. However, they do that in a conceptual  
340 level and do not detail how they can be formalised to enable their automated manage-  
341 ment. Daly *et al.* [24] propose an SLA model based on the different elements in the  
342 service provision, *i.e.* application, servers, network, etc, related to service provision  
343 system. Cardoso *et al.* [25] propose a description language for services that include  
344 business characteristics together with technical or operational parameters. Unlike our  
345 proposal of managing a business process as a service, this work is focused on manag-  
346 ing services including business perspective. Finally, Wieder *et al.* [26] define a *Service*  
347 *Oriented Architecture* with their own SLA model. The model has to be refined on each  
348 specific domain and there is a independent proposal to define measurements. The prob-  
349 lem with all these approaches is that the SLA model proposed offers no mechanism to  
350 model a business process nor to define metrics in terms of this business process. This  
351 seriously limits their applicability for building SLA-aware PAIS, in which processes  
352 play a key role.

353 Perhaps, the proposal closer to ours is done by Chau *et al.* [27]. It relates SLAs and  
354 business process artifacts where guarantees over the process are defined through process  
355 events. However, although similar to our work, this approach has a couple of limitations.  
356 First, the language to define metrics is imperative. Instead, PPINOT expressions are  
357 declarative, which eases the adaptation to different PAIS and makes it possible to define  
358 them in an user-friendly way by means of linguistic patterns as detailed in [19]. Second,  
359 the authors use their own model for SLA definitions, which limits the interoperability  
360 of their proposal and limits the reusability of existing proposals to analyse SLAs such  
361 as [16,3].

## 362 **7 Conclusions and Future Work**

363 In this paper, we have shown how BPO SLAs can be modelled by combining mecha-  
364 nisms for modelling computational SLAs with mechanisms to model business processes  
365 and PPIs. Specifically, we first analysed the requirements for modelling BPO SLAs af-  
366 ter a study of the state of the art in SLAs for both computational and non-computational  
367 services and the analysis of more than 20 different BPO SLAs developed by 4 different  
368 organisations. The conclusion of this analysis was that the structure of SLAs for BPO  
369 services and the definition of SLOs, penalties, and rewards are very similar to those  
370 of SLAs defined for computational services. However, the service description and the  
371 definition of the SLA metrics of BPO SLAs and computational SLAs present signif-  
372 icant differences. The reason is that, unlike computational services, BPO services are  
373 process-aware and this has an strong influence on how they are described.

374 On the light of these requirements, our proposal to model BPO SLAs combines  
375 well founded approaches and standards for modelling computational SLAs and PPIs.  
376 Specifically, we rely on WS-Agreement [15], which provides the general SLA struc-  
377 ture, BPMN [28], which is used to model the business process related to the service,  
378 PPINOT [13], which allows the definition of metrics, and iAgree [16], which provides  
379 a language to define SLOs and penalties.

380 The application of the proposed approach to a number of real scenarios allowed us  
 381 to conclude that our approach is able to model all possible situations in these scenarios  
 382 except for some limitations concerning the definition of SLA metrics as detailed in  
 383 Section 5.2. Some of them could be solved by applying minor changes to the PPINOT  
 384 metamodel. However, other limitations require more significant changes that shall be  
 385 carried out in future work.

386 Apart from addressing these limitations, there are two lines of future work. On the  
 387 one hand, we want to build a SLA-aware PAIS that uses these models to improve the  
 388 automation of certain tasks related to both the SLAs and their fulfilment. To this end, we  
 389 plan to take advantage of the existing tool support for iAgree and PPINOT to automate  
 390 the definition, monitoring and analysis of the aforementioned SLAs for BPO services.  
 391 On the other hand, we want to include additional information in SLAs to cover not only  
 392 performance guarantees, but other aspects that are relevant for the customer such as  
 393 compliance or audit-related issues [29].

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