AN EMPIRICAL STUDY FOR THE CURRENT PRACTICE OF COTS SOFTWARE SELECTION IN THE JORDAN ORGANIZATIONS

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ABSTRACT. The increased demands on the COTS software in the last decades have flooded the software market with a huge number of COTS software. Therefore, selecting the most suitable COTS software has become the main challenge to the organizations that intend to use such software. In other words, the wrong decisions will reflect negatively on the organization entirely by increasing the cost, time, and effort. In this paper, an empirical study is oriented towards discovering, describing, validating, and holistic understanding of processes, activities, characteristics of current practices, and problems of the COTS software evaluation and selection in Jordanian organizations. The findings of this survey that comprise the important processes, activities, techniques, problems, and approaches were delivered based on the developers' preferences. These also form the basis of knowledge from the practitioners' perspectives for researchers to develop and improve the existing theories, models, and techniques so that they would become more acceptable in real life. At the same time, these findings could also be used as feedbacks for organizations to not only improve the COTS software selection process but also encourage the use of a well-defined and systematic method.

Keywords: COTS Based Systems (CBS), COTS software evaluation and selection, Empirical study

1. Introduction. Nowadays, most organizations have decided to change from in-house development towards COTS (*Commercial-Off-The-Shelf*) software integration in order to reduce the maintenance cost, development time, and operating, testing, and validating efforts [1,2]. Thus, COTS software has become strategic and economic way for building large and complex systems. This approach grants the opportunity to lower the development costs by sharing them with other customers, to provide rapid delivery to end users, and to reduce the development times and efforts [3-5]. Consequently, selecting the most suitable COTS software from the variety of COTS software in the market produced by different vendors with different capabilities and qualities has become the main challenge to the organizations [2,6,7]. As COTS software evaluation and selection provide the opportunity to select one or more of these software that can fulfill most users' requirements,

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any wrong decision during this process will lead to catastrophic results. In other words, the wrong decisions will reflect negatively on the performance and quality of the final system [8,9]. Therefore, the evaluation and selection process is considered as a critical process because the success of the final system depends largely on it. Accordingly, several COTS selection methods have been proposed. Unfortunately, there is a gap between theory and practice on the COTS software evaluation and selection methods whereby many practitioners still rely on the ad-hoc manner in evaluating and selecting the COTS software. This gap exists because main issues and problems that have not been addressed in the previous methods need to be evaluated through empirical studies [6,10-12,19].

In this paper, the empirical study is performed to investigate the current practices and problems of the COTS software evaluation and selection in the Jordanian organizations. To do that, this study aims to: 1) verify the current practices of the CBS; 2) determine the benefits and risks of CBS; 3) identify the main problems related to the COTS software evaluation and selection; 4) identify the important processes, activities and techniques for selecting COTS software. Actually, the findings show that the "purchase and adapting" is the most frequently used approach for developing CBS. In addition, the cost and effort reductions are the main benefits of CBS, while the main risk is the lack of vendor's support. The findings also indicate that the main problem in most organizations is the lack of formal method for selecting the COTS software (see Section 4). The rest of the paper is organized as follows. Section 2 describes the empirical study methodology. Section 3 discusses the data analysis and findings. Section 4 presents the findings discussion. Finally, Section 5 includes conclusion and future work.

2. Methodology. According to Saunders et al. [13], selecting the approach depends on the aims and objectives of study. As the aim if the study is to describe and document the current practices and potential benefits of CBS in the Jordanian organizations, a survey approach was adopted. Before implementing the actual survey, this study conducted a pilot survey that involved a number of pilot respondents. The pilot study was used to check the reliability and validity of the questionnaire and to rehearse the instruments and procedures which aim to fine-tune the design.

2.1. Sample procedure. This study has selected the participating organizations through convenience sampling. This is considered as the most appropriate technique because it enables information to be collected from the population members who are conveniently available [14,15]. A sample of 200 participated organizations should be convincing enough for this study. This corresponds with [16] recommendation that the sample size of 100 is sufficient according to Roscoe's [17] rule of thumb, sufficient sample size is between 30 and 500. In this case, the 200 organizations that have been identified and selected randomly based on the list given by the Jordanian Ministry of Industry and Trade and the Jordanian business website directory.

2.2. Instrument development. The questionnaire was designed according to the guideline proposed by Gay et al. [18]. It was developed based on adapting the questionnaires from reviewing the past empirical studies related to COTS evaluation and selection such as in [19,20]. The questionnaire consists of three sections: 1) demographic data; 2) current practices of CBS; 3) current practices of COTS evaluation and selection. Generally, five points likert scale was used for most questions. Also multi responses questions and yes/no questions were used.

2.3. Survey execution. The questionnaire was delivered using the mail-back survey because it provides more opportunity to reach broader audience. The questionnaire was also hand-delivered because it presents opportunity for personal interaction with respondents and to receive a greater response rate. Four weeks were given for each organization to answer the questionnaire so that the response rate can be maximized.

2.4. Data analysis procedures. In the data analysis activity, the findings were coded and analyzed using the Software Package for Social Sciences (SPSS). The description of the finding was based on the descriptive analysis. The descriptive statistics were used to depict the attributes of the collected data, verify any violation of the principle assumptions of the statistical methods, and address the particular research questions [21].

3. Data Analysis and Findings. The target respondent in the organization is the person who is responsible for evaluating and selecting the COTS software. The response rate for this study is 31.5%. This denotes that the completed questionnaires are ready to be analyzed since Saunders et al. [13] recommended that the reasonable average response rate is between the 30.0%-40.0%. The next sections discuss the results of survey.

3.1. **Demographic data.** Frequency distributions were used to categorize demographic data. The demographic data is presented in terms of the respondents' (years of experience) and organization backgrounds (number of employees).

Table 1 portrays information related to the respondents' experience with CBS. Most of the respondents (73.0%) have less than 3 years' experience with CBS, while the others have experience more than 3 years. This indicates that most of the employees that are responsible for the COTS software selection are actually lacking in experience with CBS.

| Experience | Frequency | % |
|-------------------|-----------|--------|
| Less than 3 years | 46 | 73.0% |
| 3-10 years | 12 | 19.1% |
| 11-20 years | 5 | 7.9% |
| Total | 63 | 100.0% |

TABLE 1. Work experience with CBS

Table 2 shows the data distribution related to the number of employees in each participated organization. Most of the respondents came from large size organizations (46.1%), which comprise a big number of employees of more than 250.

| Number of employees | Frequency | % |
|---------------------|-----------|--------|
| < 10 | 12 | 19.0% |
| 10-50 | 10 | 15.9% |
| 51-250 | 12 | 19.0% |
| > 250 | 29 | 46.1% |
| Total | 63 | 100.0% |

TABLE 2. Numbers of employees in the organization

3.2. Findings related to CBS practice. This section describes the survey findings related to the current approach for building CBS, and the benefits and risks of CBS.

3.2.1. The current CBS approaches. The literature pointed out that the three most popular approaches used by organizations in developing their systems are: purchase and use/adopt, purchase and adapt, and purchase and integrate the COTS software [13,19]. The purchase and use/adopt approach refers to the manner in which the procured COTS software is immediately used without any adaptation or extension since it meets user's requirement. The purchase and adapt approach, on the other hand, is characterized by acquiring a single complete working system that satisfies most of the user's requirements.

but needs to be adapted accordingly. The last approach, "purchase and integrate", means purchasing a number of the COTS software, each satisfying part of user's requirements and integrating these components into the system.

Based on the findings, the "purchase and adapt" approach was used by majority of the organizations (55.6%) in developing their CBS, while the "purchase and integrate" approach was only used by 28 organizations (44.4%). Only (39.7%) of these organizations choose to directly use the complete working COTS software system without adapting or extending. These results support the fact that the COTS software usually does not completely achieve the user's requirements which means that the mismatches problem between the COTS software and these requirements raises in most cases. Thus, the appropriate decision making technique is needed to prevent selecting unfit COTS software that depletes the organization resources in the adaptation process.

3.2.2. Benefits and risks of CBS. The first benefit is the reduction of software development costs (79.4%), followed by the reduction of development effort (78.0%), and increasing system functionalities (60.3%) (See Table 3).

| | Strongly | | Disa | Disagree | | not | A | rree | Strongly | | |
|----------------------------|----------|-------|----------|----------|------|------|--------|------|----------|------|--|
| CBS benefits | disa | agree | 21000200 | | know | | 118100 | | agree | | |
| | N | % | N | % | Ν | % | Ν | % | Ν | % | |
| Reduce development cost | 2 | 3.2 | 2 | 3.2 | 9 | 14.2 | 33 | 52.4 | 17 | 27.0 | |
| Reduce development effort | 1 | 1.6 | 6 | 9.2 | 10 | 15.6 | 31 | 49.2 | 15 | 28.8 | |
| Increase COTS diversity | 0 | 0.0 | 6 | 9.5 | 26 | 41.3 | 31 | 49.2 | 0 | 0.0 | |
| Provide rich functionality | 2 | 3.2 | 1 | 1.6 | 22 | 34.9 | 29 | 46.0 | 9 | 14.3 | |

TABLE 3. Benefits of CBS

On the other hand, Table 4 lists the various risks of building systems from COTS software as agreed by the respondents. Among the highest score are lack of vendor's support or after sales service (58.8%), and difficulties in selecting from the vast array of the COTS software (54.0%). The second risk supports the fact that there is a lack of well-defined process for selecting the fitness of the COTS software in industry.

| CBS risks | | Strongly | | Disagree | | Do not | | Agree | | Strongly | |
|--|---|----------|----|----------|----|------------|----|-------|----|-------------|--|
| CDS TISKS | N | % | N | % | N | 10w % | N | % | N | 31ee % | |
| Incompatibility with other components | 3 | 4.8 | 9 | 14.3 | 29 | 46.0 | 15 | 23.8 | 7 | 11.1 | |
| Periodic releases of COTS | 0 | 0.0 | 17 | 27.0 | 24 | 38.1 | 22 | 34.9 | 0 | 0.0 | |
| COTS provider goes out of business | 0 | 0.0 | 9 | 14.3 | 17 | 27.0 | 26 | 41.3 | 11 | 17.5 | |
| Difficult to select from vast array of COTS | 0 | 0.0 | 4 | 6.3 | 25 | 39.7 | 24 | 38.1 | 10 | 15.9 | |

TABLE 4. Risks of CBS

3.3. **COTS software evaluation and selection.** This section addresses the practice of evaluating and selecting the COTS software by describing the related problems, the current methods, and the processes and techniques of selecting the COTS software.

3.3.1. The main problems. The findings show that the main problems encountered during the COTS software selection are lack of formal process (79.4%), mismatches between COTS software features and user requirements (66.7%), failure in handling the NFRs (63.5%), and lack of learning from previous cases in their organizations (52.4%).

The relations between the lack of formal process for COTS software evaluation and selection and other problems are illustrated in Table 5. Several consequences of not following a formal or well-defined process as pointed out by the 50 respondents (79.4%) include failure to focus on the COTS mismatches problems (68%), handle the NFRs (62%), and learn from previous evaluation and selection cases (54%). This indicates that by failing to adhere to a formal process causes the emergence of the other unanticipated problems. Examples of such problems are the inability to provide suitable mechanism in dealing with the COTS mismatches and to emphasize on the vital role of the NFR.

TABLE 5. The relations between lack of formal process and other problems

| Problems | Lack of formal process | Total (all cases) |
|--|------------------------|-------------------|
| COTS mismatches problem | 34~(68.0%) | 42~(66.7%) |
| Lack of handling NFRs | 31 (62.0%) | 40 (63.5%) |
| Lack of learning from past selection cases | 27 (54.0%) | 33 (52.4%) |

3.3.2. Current selection methods. The survey shows that most of the respondents (85.7%) did not use any methods. Only a small number of them is currently using specific method such as PORE (*Procurement-Oriented Requirements Engineering*) (3.2%), STACE (*Social-Technical Approach to COTS Evaluation*) (1.6%), and CSSP (*COTS Software Selection Process*) (4.8%).

By cross tabbing the current methods and the related problems of the COTS software evaluation and selection process (Table 6), the results indicate that those (85.7%) who do not use any systematic or formal method have high chances of facing problems such as COTS mismatches (88.1%), lack of handling NFRs (95%), and lack of learning from past COTS selection cases (87.9%).

| The main problems | STACE | PORF | CBE | CSSD | Do not use | Total | |
|------------------------|---------------|-----------|-----------|----------|-------------|------------|--|
| | SIACE | TORE | UNE | | any method | | |
| Lack of formal process | 1 (2.0%) | 1(2.0%) | 4 (8.0%) | 1(2.0%) | 44 (88.0%) | 50 (79.9%) | |
| Mismatches problem | $0 \ (0.0\%)$ | 1(2.4%) | 2(4.8%) | 3(7.1%) | 37 (88.1%) | 42 (66.7%) | |
| Lack of handling NFR | $0 \ (0.0\%)$ | 2(5.0%) | 2(5.0%) | 0 (0.0%) | 38 (95.0%) | 40 (63.5%) | |
| Lack of learning from | 1(30%) | 1(30%) | 3(0.1%) | 0(0.0%) | 20(87.0%) | 22 (52 1%) | |
| past selections | 1 (0.070) | 1 (0.070) | 5 (9.170) | | 29 (81.970) | 55(52.470) | |
| Total | 1(1.6%) | 2(3.2%) | 5(7.9%) | 3(4.8%) | 54 (85.7%) | | |

TABLE 6. Current used methods cross the main problems

Although the STACE, PORE, CRE, and CSSP methods were used by few of respondents these methods suffer from lack of considering the COTS software mismatches like CRE (4.8%) and CSSP (7.1%), lack of NFRs like PORE (5.0%), and lack of learning from past selection cases like STACE (3.0%) and CRE (9.1%).

The previous scenario shows that instead of using any formal method, most of the respondents prefer to use ad-hoc manners in evaluating and selecting the COTS software. The examples of the ad-hoc manners, as depicted by the survey findings, include development team experiences (81.3%), managers' experiences (41.7%), developers-vendor relationships (37.5%), and relying on intuition (12.5%). 3.3.3. The main processes and activities. Based on the findings in Table 7, majority of the respondents agree that all of the listed processes and activities are required in the COTS software evaluation and selection. These processes and activities are searching (61.9%), selecting (61.9%), documentation (60.4%), evaluation (60.3%), screening (57.1%), and defining the evaluation criteria (54.0%).

| Main processes/Activities | Strongly disagree | | Disagree | | Do not know | | Agree | | Strongly agree | |
|----------------------------------|----------------------|-----|----------|------|----------------|------|-------|------|-------------------|------|
| | Ν | % | N | % | Ν | % | Ν | % | Ν | % |
| Defining the evaluation criteria | 2 | 3.2 | 2 | 3.2 | 25 | 39.6 | 24 | 38.1 | 10 | 15.9 |
| COTS searching | 2 | 3.2 | 2 | 3.2 | 20 | 31.7 | 26 | 41.3 | 13 | 20.6 |
| COTS screening | 2 | 3.2 | 8 | 12.7 | 17 | 27.0 | 30 | 47.6 | 6 | 9.5 |
| COTS evaluation | 2 | 3.2 | 3 | 4.8 | 20 | 31.7 | 30 | 47.6 | 8 | 12.7 |
| COTS selecting | 2 | 3.2 | 5 | 7.9 | 17 | 27.0 | 28 | 44.4 | 11 | 17.5 |
| Documentation | 4 | 6.3 | 7 | 11.1 | 14 | 22.2 | 27 | 42.9 | 11 | 17.5 |

TABLE 7. The COTS software evaluation and selection processes and activities

3.3.4. The most frequently used techniques. To discover the most frequent techniques used in evaluating and selecting the COTS software, the respondents were asked to rate their agreement according to the given factors.

The main purpose of identifying the potential COTS alternatives that meet the user requirements is to enable a more rigorous evaluation. The findings (Table 8) show that the COTS inventory is the most frequent technique (79.4%: 66.7% regularly and 12.7% always used) used by the respondents for searching the COTS software. The next preferred techniques are market research (77.8%) and customer prior and past experience (57.2%).

| Techniques | Never | | Rarely | | Sometimes | | Regularly | | Always | |
|-------------------------------------|-------|-----|--------|------|-----------|------|-----------|------|--------|------|
| | Ν | % | Ν | % | Ν | % | N | % | Ν | % |
| Customer prior & past experience | 0 | 0.0 | 2 | 3.2 | 25 | 39.6 | 27 | 42.9 | 9 | 14.3 |
| COTS inventory | 2 | 3.2 | 3 | 4.8 | 8 | 12.7 | 42 | 66.6 | 8 | 12.7 |
| Prototyping and user demonstrations | 0 | 0.0 | 7 | 11.1 | 33 | 52.4 | 18 | 28.6 | 5 | 7.9 |
| Market research | 0 | 0.0 | 2 | 3.2 | 12 | 19.0 | 39 | 61.9 | 10 | 15.9 |
| Provider adverts and promotions | 2 | 3.2 | 15 | 23.9 | 20 | 31.7 | 20 | 31.7 | 6 | 9.5 |
| Internet search | 0 | 0.0 | 1 | 1.6 | 32 | 50.8 | 25 | 39.7 | 5 | 7.9 |

TABLE 8. Techniques for identifying COTS software

Table 9 demonstrates that the documents analysis is the most frequent technique used by the respondents (69.9%) for collecting data. This is followed by experimentation users group advice (65%), and COTS demonstration attending (57.2%).

| Techniques | Never | | Rarely | | Sometimes | | Regularly | | Always | |
|------------------------------------|-------|----------------------|--------|------|-----------|------|-----------|------|--------|------|
| rechniques | Ν | % | Ν | % | N | % | Ν | % | Ν | % |
| Documents analysis | 0 | $\left 0.0 \right $ | 1 | 1.6 | 18 | 28.6 | 27 | 42.9 | 17 | 27.0 |
| Experimentation users group advice | 0 | 0.0 | 7 | 11.1 | 15 | 23.8 | 29 | 46.0 | 12 | 19.0 |
| COTS demonstration attending | 0 | 0.0 | 4 | 6.3 | 23 | 36.5 | 34 | 54.0 | 2 | 3.2 |
| Questionnaires | 2 | 3.2 | 2 | 3.2 | 29 | 46.0 | 21 | 33.3 | 9 | 14.3 |
| Checklists | 2 | 3.2 | 5 | 7.9 | 35 | 55.6 | 18 | 28.6 | 3 | 4.8 |

TABLE 9. Data collection technique

Table 10 portrays that the COTS demonstration attending technique is the most preferred by 69.9% of the respondents for the data analysis purposes, followed by the customer experience (68.2%) and the extensive experimentation (58.8%). It is important to mention that in the literature, the most used techniques are the Multi-Criteria Decision Making (MCDM) techniques such as the AHP and WSM because in these findings, the MCDM is not preferable. The reason is that the evaluators do not have sufficient experience and well-defined method to deal with these techniques especially when they require many calculations like in AHP technique.

| Techniques | Never | | Rarely | | Sometimes | | Regularly | | Always | |
|------------------------------------|-------|-----|--------|------|-----------|------|-----------|------|--------|------|
| Techniques | Ν | % | Ν | % | N | % | Ν | % | Ν | % |
| COTS demonstration attending | 0 | 0.0 | 2 | 3.2 | 17 | 27.0 | 33 | 52.3 | 11 | 17.5 |
| Customer experience | 0 | 0.0 | 2 | 3.2 | 18 | 28.6 | 31 | 49.2 | 12 | 19.0 |
| Extensive experimentation | 0 | 0.0 | 3 | 4.8 | 23 | 36.5 | 27 | 42.9 | 10 | 15.9 |
| AHP (Analytical Hierarchy Process) | 3 | 4.8 | 10 | 15.9 | 30 | 47.5 | 19 | 30.2 | 1 | 1.6 |
| WSM (Weighting Scoring Method) | 2 | 3.2 | 13 | 20.6 | 39 | 61.9 | 8 | 12.7 | 1 | 1.6 |

TABLE 10. Analysis techniques

4. **Discussion.** This survey investigates several issues related to the COTS software evaluation and selection. They were carefully discussed according to the following survey's objectives.

Objective 1: To verify the current practices of CBS development in the Jordanian firms: The most frequent approaches for building the systems from the COTS components are "purchase and adapt", and "purchase and use". In these approaches a single complete working COTS software product that satisfies most of customers' requirements is used either with adaptation for local needs or without any adaptation. This suggests that selecting COTS software that achieves most of the customer requirements is more desirable than selecting several COTS software to meet the customer requirements.

Objective 2: To determine the benefits and risks of using COTS software: The majority of the organizations are using the COTS software to reduce the costs and effort of systems development and to increase the system functionality. Using the COTS software for building systems is cheaper because the total costs are shared with many users. These findings are consistent with most of other studies such as [7,24,25]. Despite the benefits, most of the organizations are also worry about getting continuous COTS support especially when the vendor goes out of business, and selecting from vast amounts of the COTS software products. This is because most of the organizations in Jordan did not follow any formal process in selecting appropriate COTS software.

Objective 3: To identify the main problems and challenges related to the COTS software selection: The survey indicates that 85.7% of the Jordanian organizations do not use any formal method when selecting the COTS software. This indicates that they are using ad-hoc manners such as by relying on the experience of the development team or depending on the relationships with specific vendor. As a result, the organizations are facing various problems, which are: lacking of a well-defined method, difficulty in identifying the COTS mismatches, failure in handling the NFRs, and failure in learning from past selection cases.

Objectives 4: To identify the important processes, activities and techniques for evaluating and selecting the COTS software: From the developers' perspectives, the related activities of the COTS software evaluation and selection practices comprise the evaluation criteria definition, COTS searching, screening, evaluating and selecting, and documentation. Several techniques are applied to facilitating the execution of those activities. The frequent techniques used for defining the evaluation criteria are documents review, observation and brainstorming. For the COTS searching, the respondents choose the inventory and market searching techniques. As for the data collection and analysis, the techniques applied are documents review, user group advices experimentations, and attending COT-S demonstrations. However, the findings showed that the MCDM techniques that have highly attention by the researchers in literature like AHP technique were not used by most of the organizations. One of the reasons for not using the AHP technique is due to certain limitations, which requires some form of complex calculation.

5. Conclusion. This paper aims to elicit and synthesize the current practices of the COTS software evaluation and selection in terms of its activities, techniques, and challenges involving various organizations in Jordan. Besides highlighting the problems of the COTS software selection, the achievement of the survey objectives is also presented in this paper. The survey results provide better understanding of how CBS can support the Jordanian organizations in developing more effective information systems. For future work, these findings will be used as the basis for constructing the COTS software evaluation and selection framework. The detail of the proposed framework will be discussed in the next paper.

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