Business Value of Agile Methods

Elevator Speech for C-Level Executives

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Agile Cheat Sheet: http://davidfrico.com/key-agile-theories-ideas-and-principles.pdf
Dave's NEW Business Agility Video: https://www.youtube.com/watch?v=-wTXqN-OBzA
Dave's NEWER Development Operations Security Video: https://vimeo.com/214895416
DoD Fighter Jets vs. Amazon Web Services: http://davidfrico.com/dod-agile-principles.pdf

Maximizes Value

By prioritizing requirements to deliver the most urgent business needs first

- ✓ Customer needs elicited
- ✓ Critical needs done first
- ✓ Business value delivered

RESULT: 21% *better* Revenue, Earnings, & ROI

Ensures Consistency

By using light, disciplined processes for predictable high-quality results

- ✓ Structured PM processes
- ✓ Well-defined user needs
- ✓ Disciplined testing

RESULT: 67% *better* Schedule, Cost, & Quality Perf.

Optimizes Quality

By automating routine work to minimize delays, manual labor cost, & human error

✓ Predefined test criteria

✓ Multi-disciplinary tests

✓ Fully automated testing

RESULT: 93% *fewer* Failures, Defects, & UX Issues

Enhances Effectiveness

By iterating over a variety of options to converge on the best customer solution

✓ Divide & conquer method

✓ Optimizes learning curve

✓ Scope delivered in parts

RESULT: 70% *faster* Delivery & 4X greater Variety

Accelerates Speed

By collaborating in teams to leverage technical skills, knowledge, & experience

✓ Small, talented team

✓ Cross-functional unit

✓ All work done in teams

RESULT: 15x *more* Knowledge Xfer & Productivity

Heightens Success

By minimizing project size, scope, batches, schedules, people, complexity, & risks

✓ Near-term project focus

✓ Small, lean & mean team

✓ Delivers core capabilities

RESULT: 3X *more* Successful Projects Completed

Improves Performance

By reducing architecture & implementation complexity using emergent design

✓ Slices vs. layers focus

✓ Lean, waste-free design

✓ One need done at a time

RESULT: **80%** *faster* **Product & Service Performance**

Increases Responsiveness

By using a flexible, just-in-time delivery system to minimize overhead costs

✓ Customers drive project

✓ Reprioritizes as-needed

✓ Light, flexible process

RESULT: 97% *faster* Customer Response Time

Boosts Satisfaction

By personal communication & customer collaboration to satisfy tacit, implicit needs

✓ Customer engaged early

✓ F2F customer interaction

✓ Emerging needs inserted

RESULT: 70% *more* Customer & User Satisfaction

Strengthens Morale

By empowering & treating every employee as shared decision-making partners

- ✓ End-to-end involvement
- ✓ Self-organizing activities
- ✓ Direct customer interface

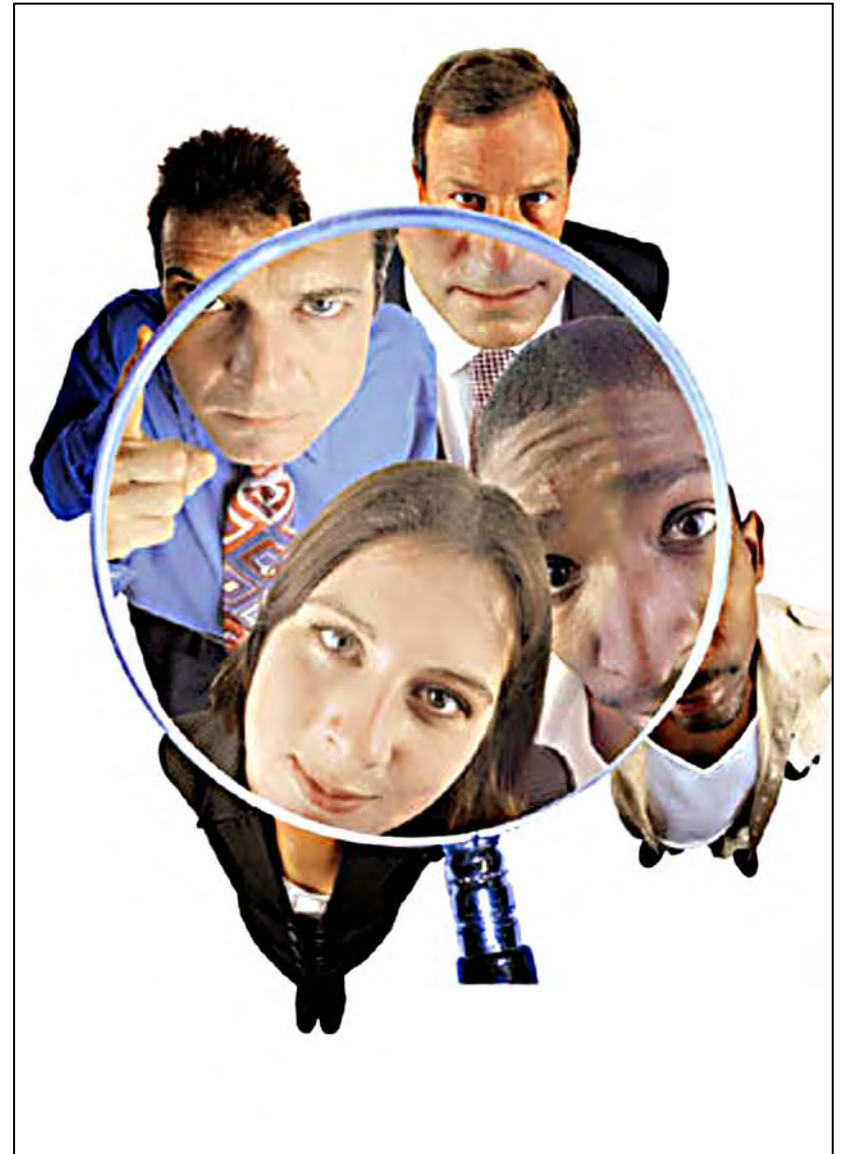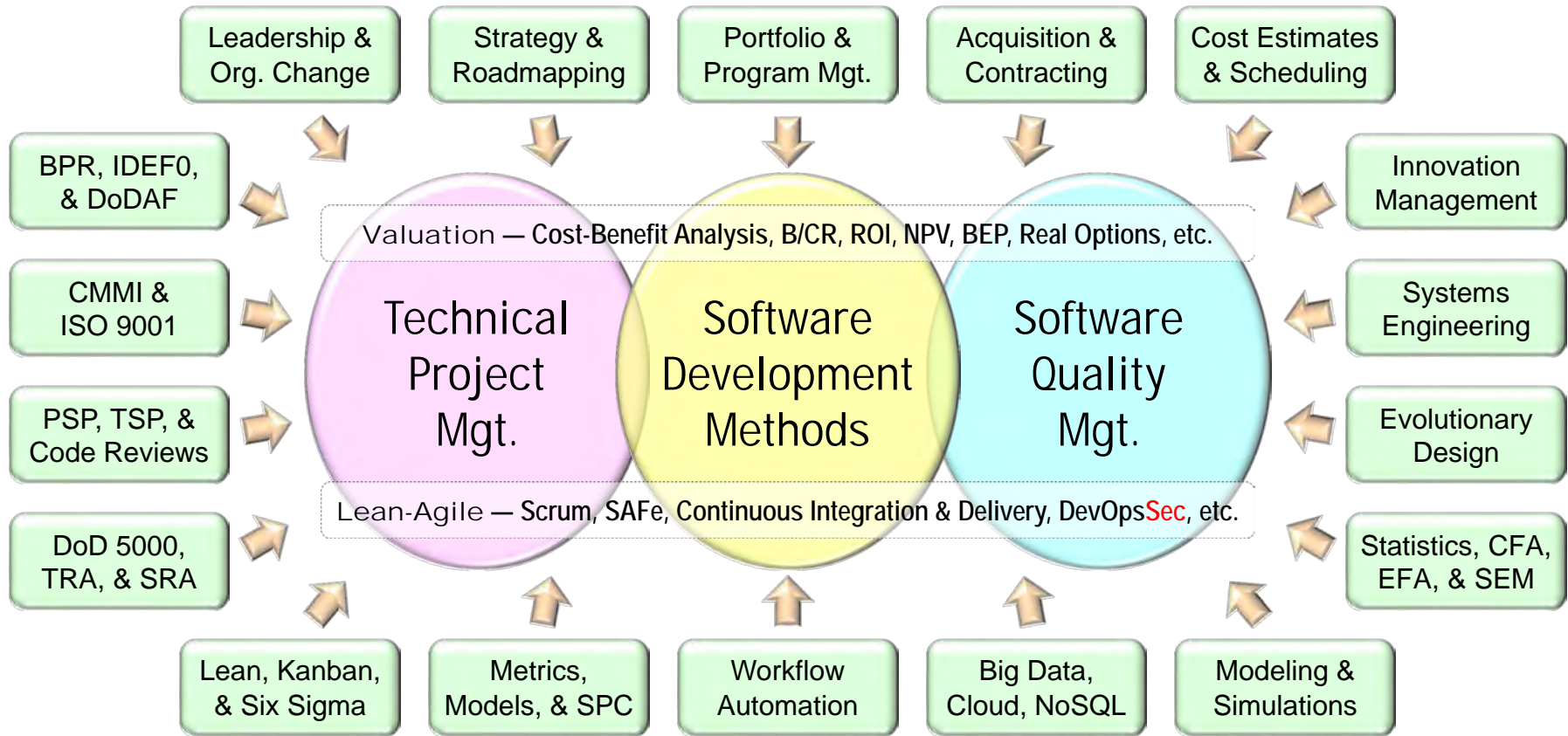**RESULT:** **75%** *lower* **Turnover, Attrition, & Skill Loss**

Multiplies Efficiency

By continuously enhancing or improving organizational processes & products

✓ Self-selects project tools

✓ Daily improvement cycle

✓ Bi-weekly retrospective

RESULT: 10X *more* Process Improvement Cycles

Dave's Capabilities

Leadership & Org. Change

Strategy & Roadmapping

Portfolio & Program Mgt.

Acquisition & Contracting

Cost Estimates & Scheduling

BPR, IDEF0, & DoDAF

CMMI & ISO 9001

PSP, TSP, & Code Reviews

DoD 5000, TRA, & SRA

Innovation Management

Systems Engineering

Evolutionary Design

Statistics, CFA, EFA, & SEM

Valuation — Cost-Benefit Analysis, B/CR, ROI, NPV, BEP, Real Options, etc.

Technical Project Mgt.

Software Development Methods

Software Quality Mgt.

Lean-Agile — Scrum, SAFe, Continuous Integration & Delivery, DevOpsSec, etc.

Lean, Kanban, & Six Sigma

Metrics, Models, & SPC

Workflow Automation

Big Data, Cloud, NoSQL

Modeling & Simulations

STRENGTHS – Lean & Agile Thinking • 360 Leadership Assessments • Executive & Agile Coaching • Enterprise Business Agility • Agile Acquisition Contracts • Scaled Agile Framework (SAFe) • DevOps + Security (DevOpsSec) • Cloud Computing/Amazon Web Svcs. • Portfolio, Program, & Project Mgt. • 5x5x5 Innovation & Marketing Sprints • Strategic Planning & Technology Roadmaps • Program Increment & Big Room Planning • Emergent & Evolutionary Microservices • Exploratory MVP, MVA, & MMF Experiments • Lean Startup Product-Focused Value Streams • Performance Metrics, Measures & Dashboards

38+ YEARS IN IT INDUSTRY

- Data mining. Metrics, benchmarks, & performance.
- Simplification. Refactoring, refinement, & streamlining.
- Assessments. Audits, reviews, appraisals, & risk analysis.
- Coaching. Diagnosing, debugging, & restarting stalled projects.
- Business cases. Cost, benefit, & return-on-investment (ROI) analysis.
- Communications. Executive summaries, white papers, & lightning talks.
- Strategy & tactics. Program, project, task, & activity scoping, charters, & plans.

PMP, CSEP, EBAS, BAF, FCP, FCT, ACP, CSM, DEVOPS, AWS & SAFE