Winning With The MVP

Agile in Government Summit

TODAY

PURPOSE:

To start establishing business agility with the concepts of the minimum viable product (MVP)

OUTCOMES:

- Shared understanding of stories about winning with the MVP

- Visuals and frameworks to start communicating the MVP concept

- Documented success factors and lessons learned to starting building an MVP culture

AGENDA

- Introduction: **Building a Resilient Organization**

- Chapter 1: **Shifting to an Agile & Customer Mindset**

- Chapter 2: **Winning with the MVP**

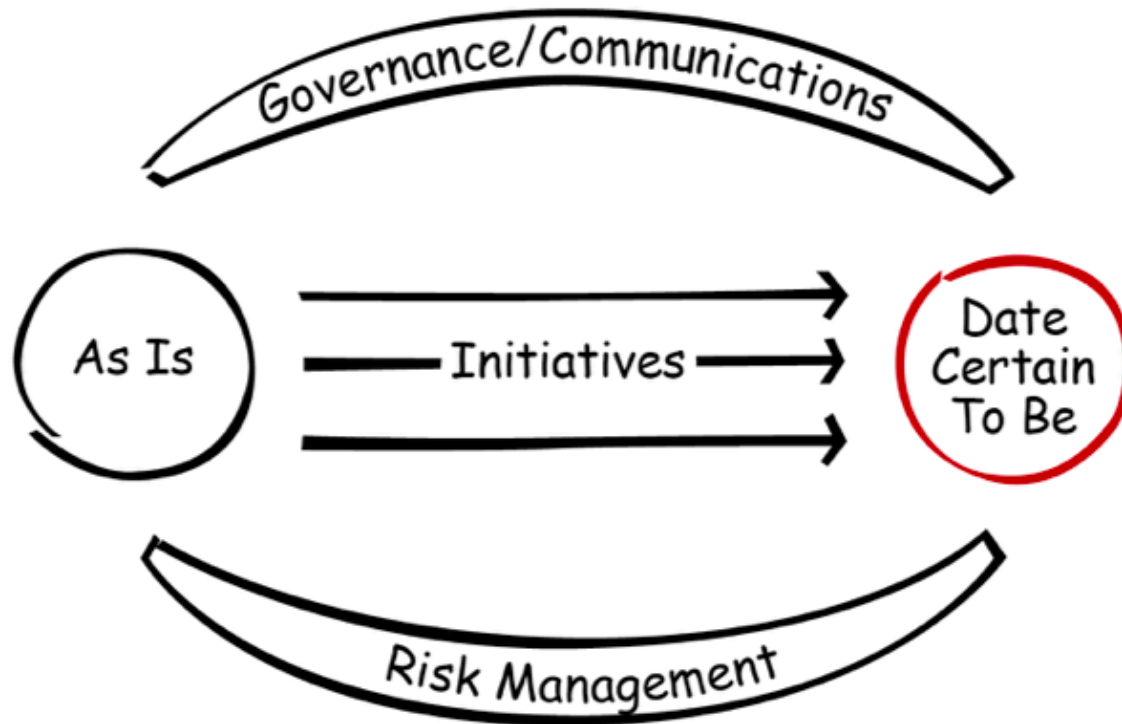- Chapter 3: **Product Orientation**

- Conclusion: **Success Factors & Lessons Learned**

Behaviors
We Tolerate

Culture

Behaviors
We Do Not
Tolerate

The change you start with…
is the change you get

4

Start the agile journey in an agile fashion

CUSTOMER'S JOURNEY...

Birth — First Job — Marriage — Child — Leave Workforce — Re-enter Workforce — Widowed — Death
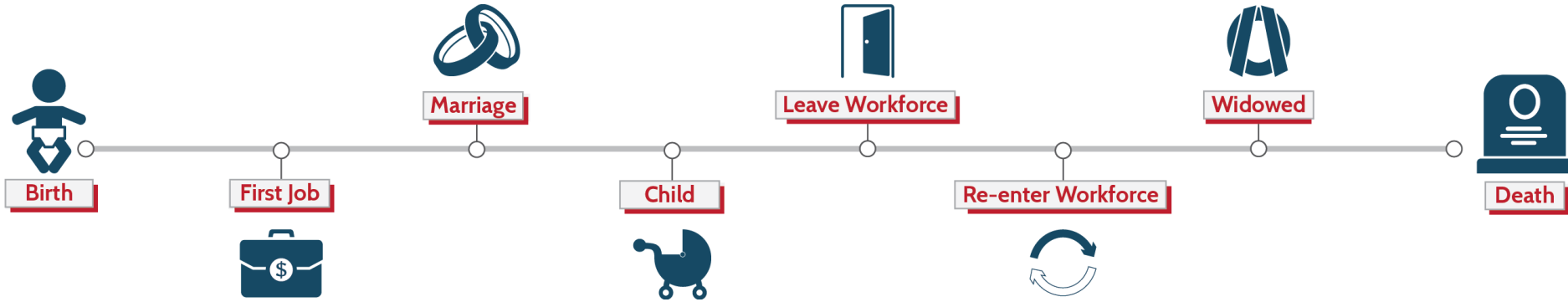
FOR EVERY STEP OF THE JOURNEY...

CHRIS' LIFE EVENT — DATA — CHANNELS IN — DECISIONS — CHANNELS OUT — CHRIS' EXPERIENCE
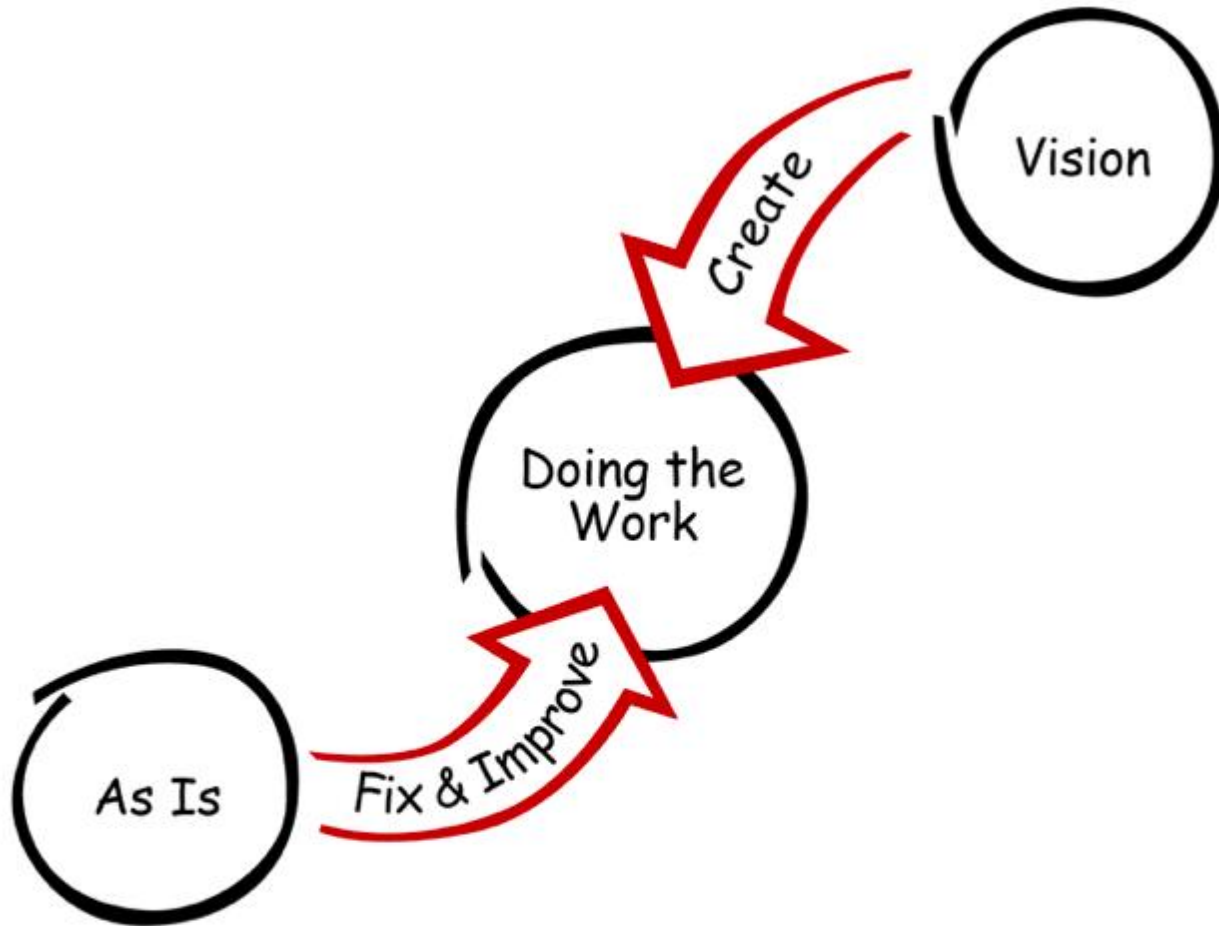
CHANGE VS. TRANSFORMATION

CHAPTER 2: WINNING WITH THE MVP

VALUE PROPOSITION

Gain Creators

Products & Services

Pain Relievers

CUSTOMER SEGMENT

Gains

Customer Job(s)

Pains
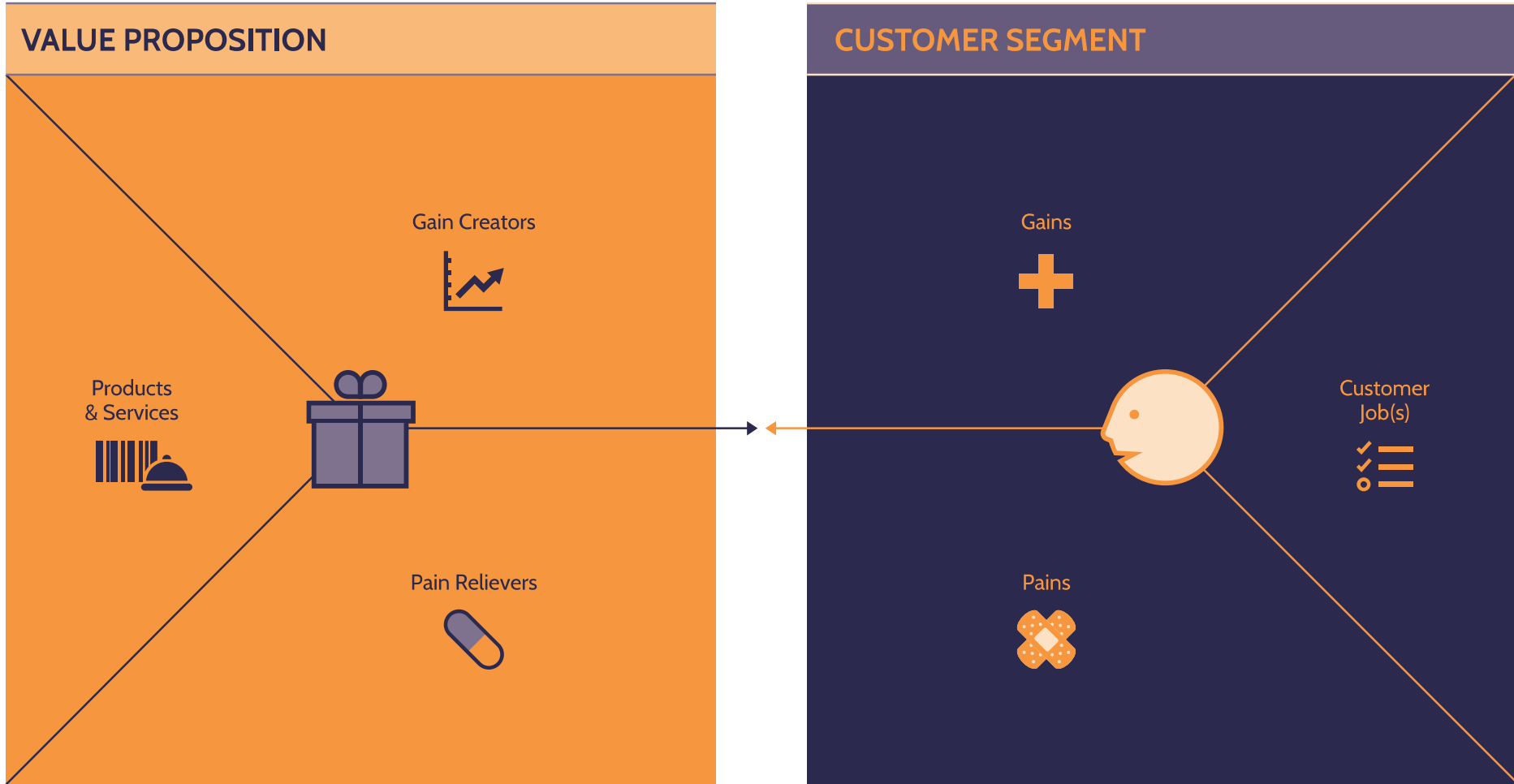
MINIMUM VIABLE PRODUCT (MVP) DEVELOPMENT METHOD

Traditional Development Method

MVP Development Method

LEVELS OF PERSPECTIVE

Product Owner

Shared Resources
(508, Security, DevOps, DBA)

Product Manager

Programmers

Analyst

PRODUCT ORIENTATION

Outline

Decompose

Define

Create

Develop

Customer Segment

Value Proposition

Supplemental

Features

Core

Plan

Budget

Business Case

MVP

MVP

Business Processes and Critical Path

Minimum Viable Backlog (MVB)

Business Case & Plan

Minimum Viable Product (MVP)

Agile Development
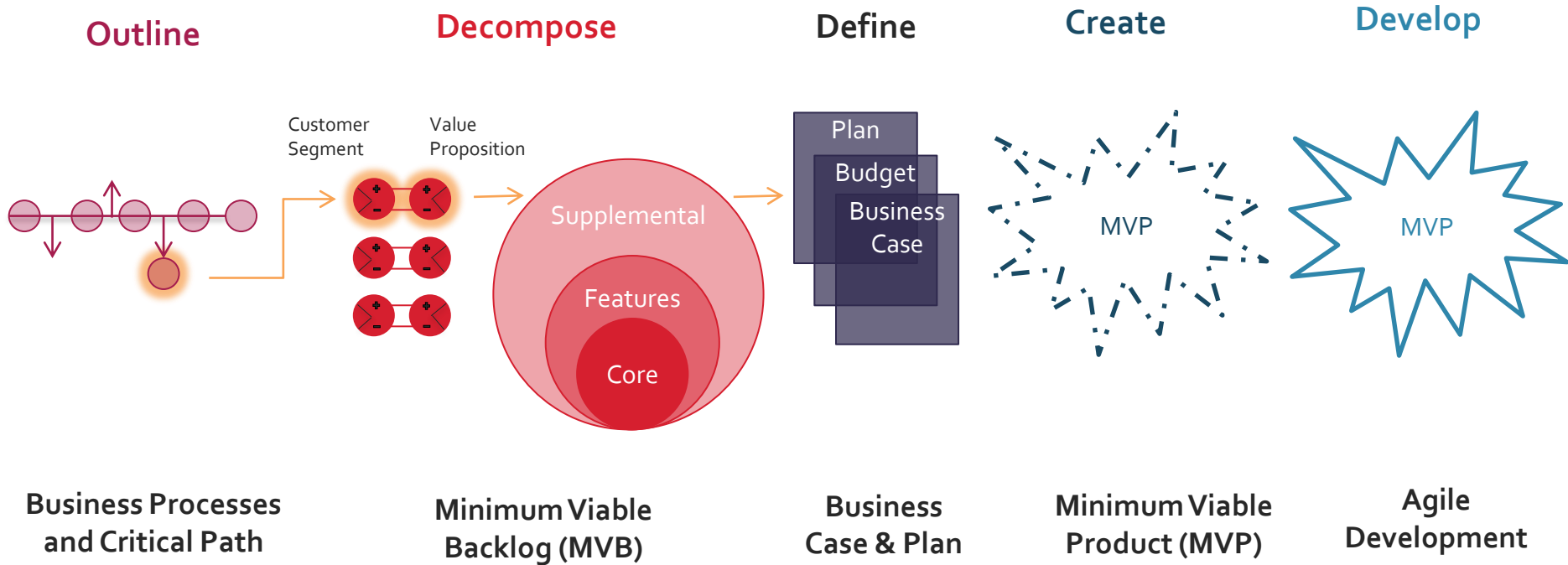
*This is a continuous iterative process

CONCLUSION: SUCCESS FACTORS

Agile journey should start with…

✓ Business outcomes

✓ Customer needs

NOT features & functions

3 things to get started

✓ Product Owner dedicated to the team full time

✓ MVP create the simplest path to the end

✓ Plausible start

3 things to navigate

✓ Measure progress

✓ Budget

✓ Overall cost

LESSONS LEARNED

1. It won't be perfect

2. Agile process =people see pulling things out gets the product sooner

3. Work hardest at earning trust

4. Business prioritization process with agile is seamless

5. Productivity gain through continuous improvement

6. Fear of the unknown inhibits the move to agile

LESSONS LEARNED

7 Agile taken over by methodology defeats the purpose

8 No continuous improvement with discontinuous process

9 Before we start, define how to track progress

10 Product owners can't be part time

11 Modernize the As Is around MVP

12 It's about the conversation and the code

THANK YOU!

ABOUT THE CLEARING

Clearing is a management consulting firm that helps leaders identify underlying causes of organizational obstacles. We help create peak performance organizations through strategy development, change management, and leadership training.

We believe our clients can solve problems, make an impact, and drive sustainable changes utilizing the fewest, most exceptional people – all within the constraints of finite resources and time.

Strategy Development and Execution

Change Management & Organizational Culture

Leadership Development

Strategic Communications and Graphics

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