

Value of Serum, PO, SM

What's the problem?

There is (usually) a LOT
of Value. (At least potentially.)

But the Value is not
understood

So:

- we don't get the value
- we do contrary things +
get less value.

eg: - stop doing Scrum(well)

- reduce the PD
- " or eliminate the SM

WHY??

- lots of reasons
- lack of understanding
- Scrum was over-hyped (is still?)
- Silver Bullet fantasy
- It is HARD work, not cheap,
some serious problems
big change in mindset, culture

To whom is Scrum valuable

- Everyone
- Customers
- the Team
- MANAGERS *
- the Business
- Society
- others

Mastering Scrum is hard.

Also: you must invest \$

How much?

- \$ 1,000,000 / yr. for Team = 7.
- \$ 200,000? For other changes
- Opportunity cost also

INVEST

\$1.3 million

GET BACK

\$500,000 NO!

\$1.3 million NO

\$1.5 million No

\$4 million Yes!

\$8 million Oh yes!

Do we believe in Continuous Improvement?

Covey : Yes!

Lean : Yes!

Others : Yes!

US : Well, too busy! Maybe
tomorrow!

So: #1 is continuous improvement +
we do it badly.

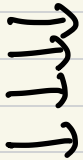
And then wonder "why?"

Value of CM

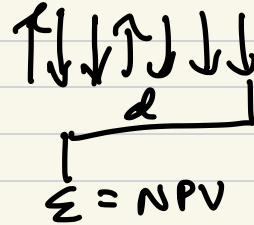
+ \$3,000,000 EXTRA

Wow!

~~+ \$300,000~~



Benef: \$3,000,000



3:1 ratio
or better

→ Cost: \$1,000,000 / yr.

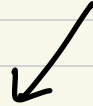
Velocity: 20 → 22
10%

Vel: 20 → 40
100%

Cost of SM: \$143,000

Budget for changes \$200,000

\$343,000



+43,000,000

Wow!

8.7x Return.

Do Managers understand this?

Ok, it is more complex:

- decent SM, full time
- other people (to fix impediments)
- ID "good" impediments
- Mgr. support
- Company allows change
- other stuff not too stupid.

What's Key :

- Think
- Explain (eg, to a Mgr.)
- Make it happen (small) (Team)
- Show / Connect Dots

Another Key:

- Become Professional Chg Agent

bat better than .200
(if you know baseball)

What do you need?

- Transparency

- to see impediments better

- to see if solutions work

- Velocity

- pretty decent

- we believe it's fairly accurate

- Within Team

- AWARENESS

- honesty (more)

I suck

We suck

It sucks

They suck.

Value of Prod. Owner

$\$3 \text{ mill} \rightarrow 6 \text{ mos.}$
 ~~$\$3 \text{ mill} \rightarrow 6 \text{ mos}$~~
 $\$3 \text{ mill} \rightarrow 6 \text{ mos}$

 $\$9 \text{ mill} \quad 12$
 $\quad \quad \quad 6$

$\times + 20\%$ (lots of things)
 - DOR, ordering, BSUs

$+ 80 - 20$
 ~~$85 - 33$~~
 $85 - 50$

Benefit $\$3,600,000$

Cost $\$1,000,000$

How does Velocity go up?

- less stupid
- fewer distractions
- smarter (AI?)
- more automation
- better collaboration
 - more
 - done better per person

- "Environment"
 - Company
 - Area
 - Team
 - Person

"The relentless pursuit of perfection"

Problem:

AI is the God now

- it deserves it mostly

People are "ignoring" "Teams"

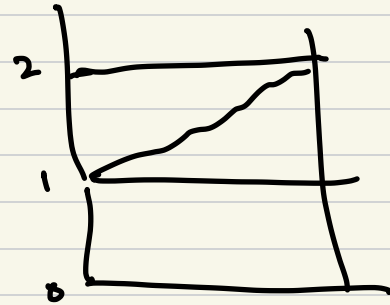
- well, too much

Business needs adaptation to change
MORE!

So, we will need "Agile teams"
always (I think)

Year 0 - \$ 3 mill

Year 1 - \$ 3 mill + some improvement
~ \$1.5 million



Year 2 - \$ 3 mill $\times 2 \times 1.5 =$
 $= \$ 7.5 \text{ mill}$

w/ "good" PO + SM + Team

Three Key Things

- Mgrs "see" this — see Scrum this way
- Better PO's + SM's
- Starting to get there —
starting to see it might be
REALLY GOOD soon

Questions?

Take-Aways?

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