Agile Contracting done FAST & RIGHT

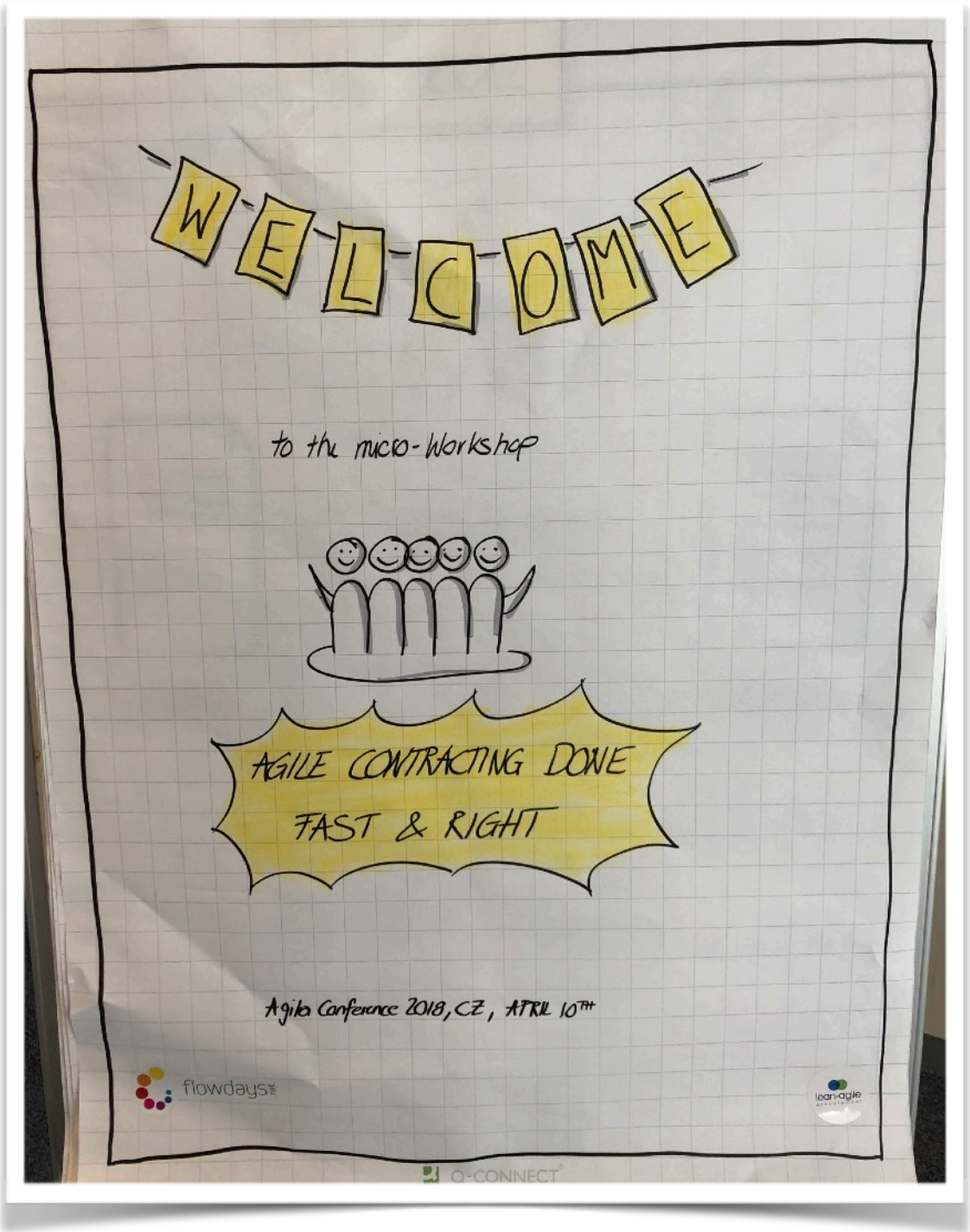
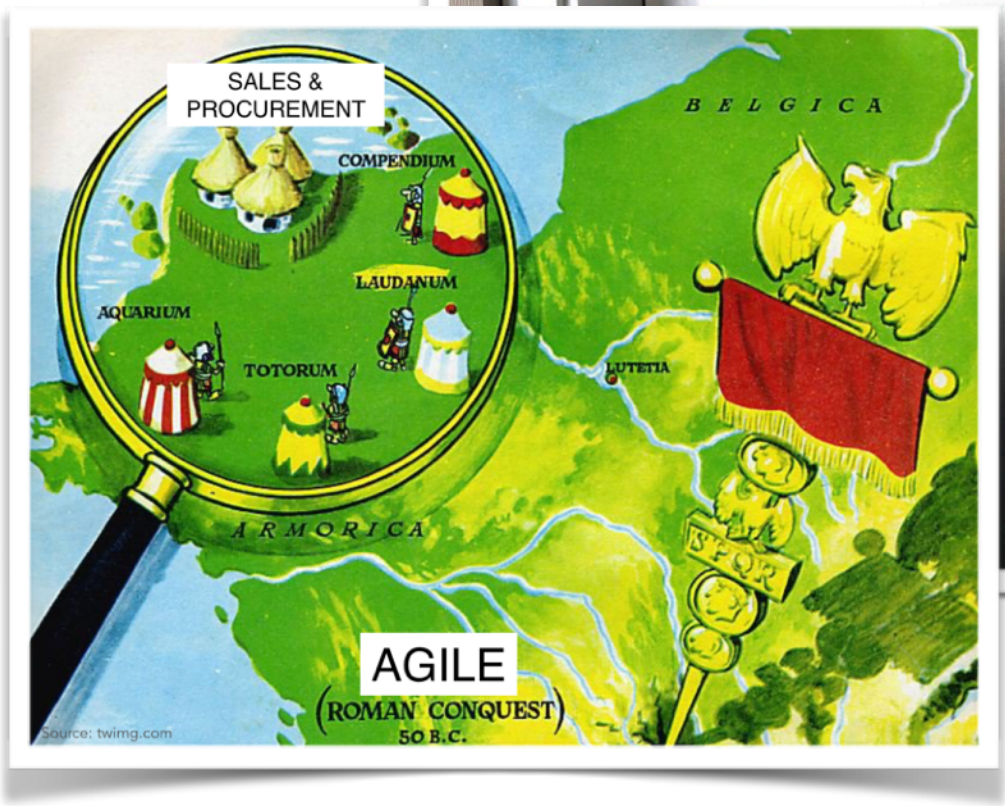


Photo-Protocol of the c-level inspiring-Workshop at the Agilie Conference, April 10th 2018, Czech Republic

Intro

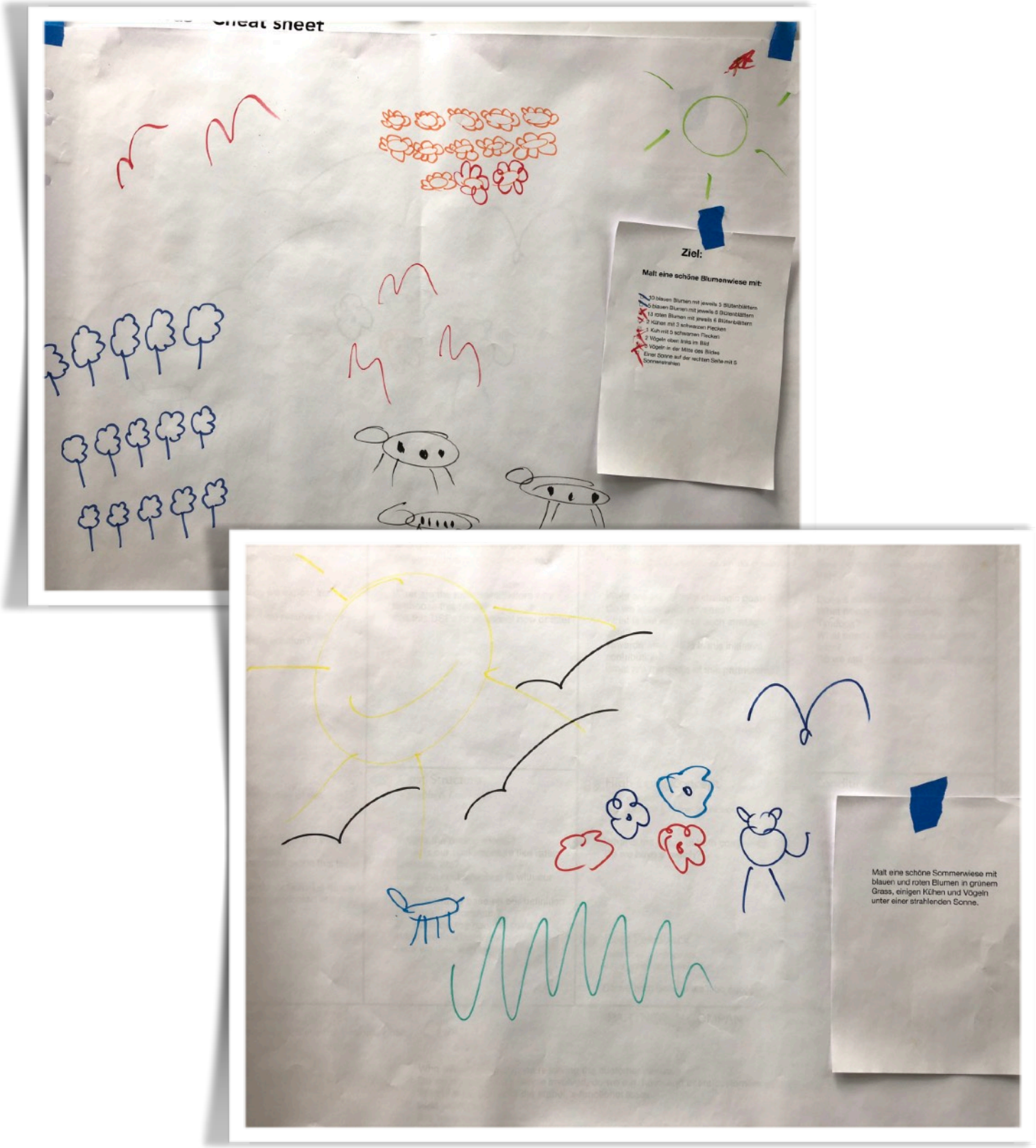
Goals & Agenda



Game - Summer Medow

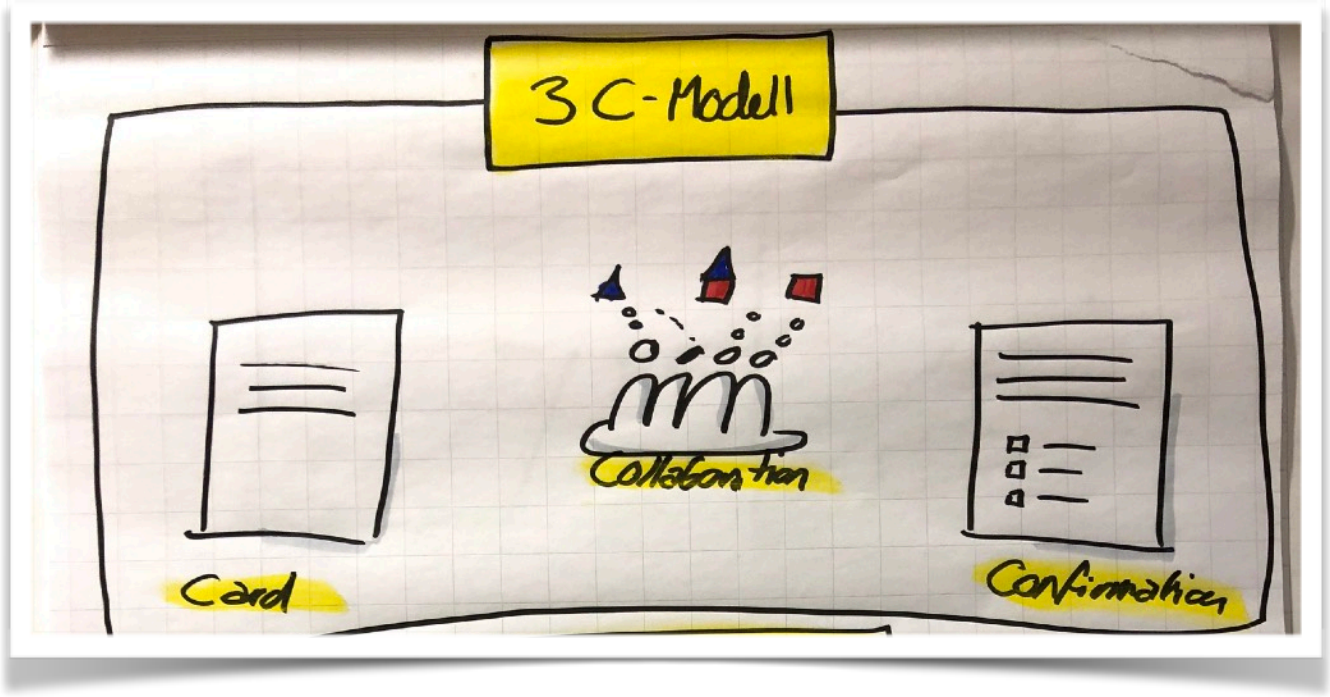
The same goal, slightly different task descriptions lead to different behavior and results

Task accomplished, but are we satisfied?



Unfortunately I forgot to take a photo of your results :-I

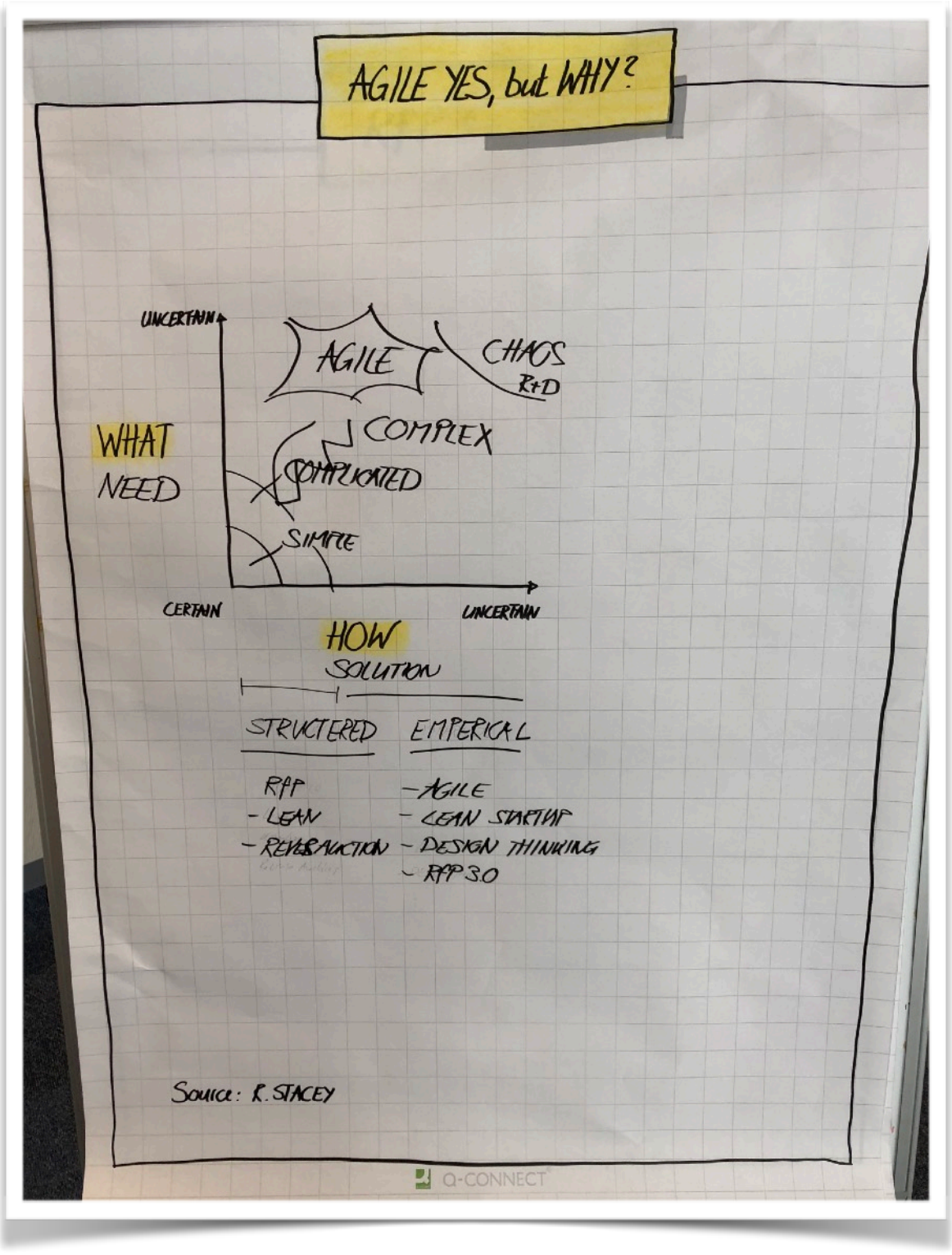
Collaboration & Confirmation, the **missing piece** in procurement / sales of complex use sourcing cases



—> All 3 elements are needed!

Agile YES, but WHY?

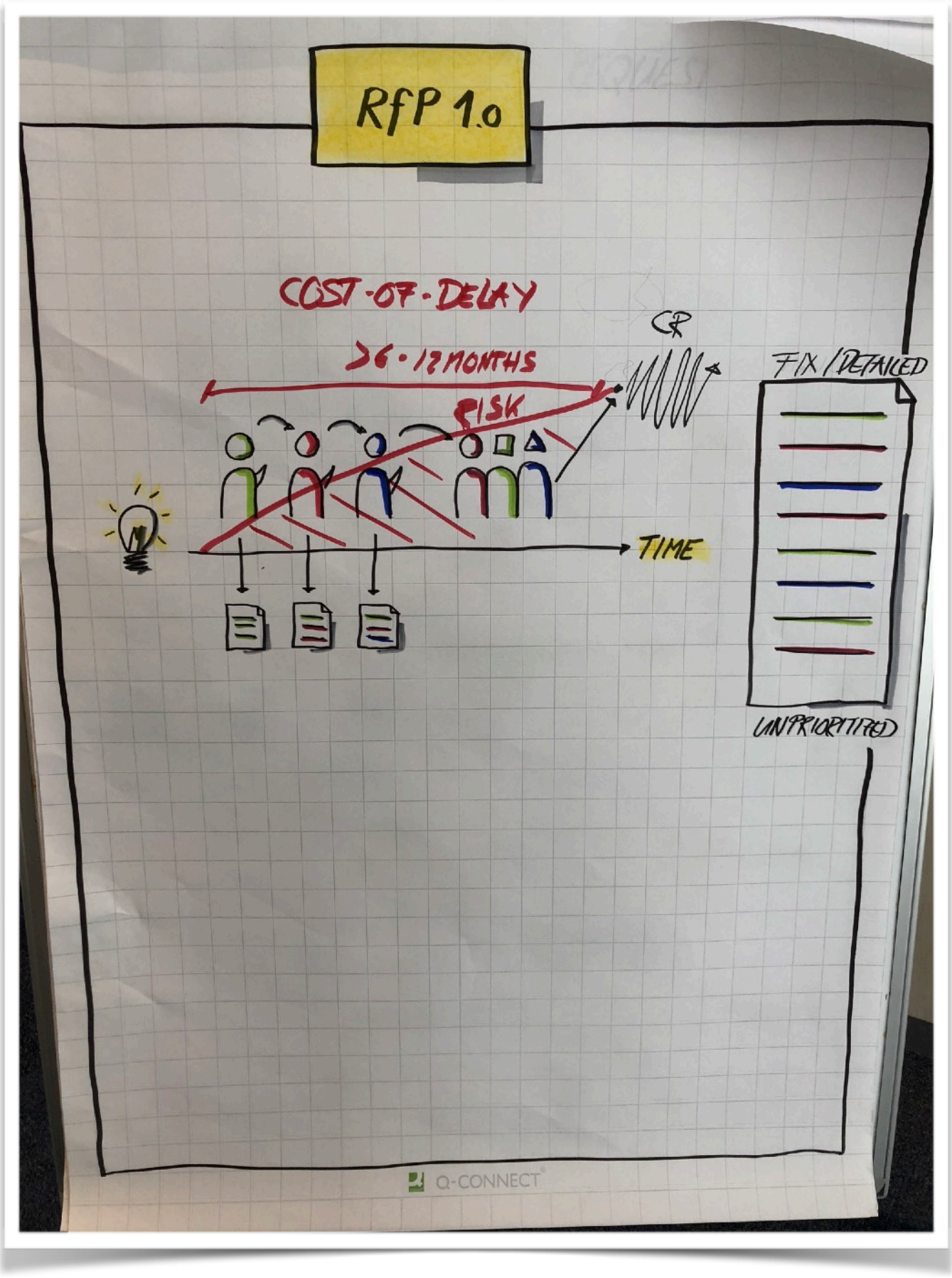
Brief introduction to complexity theory, or when better classical procedures should be used



Source: Ralph Stacey

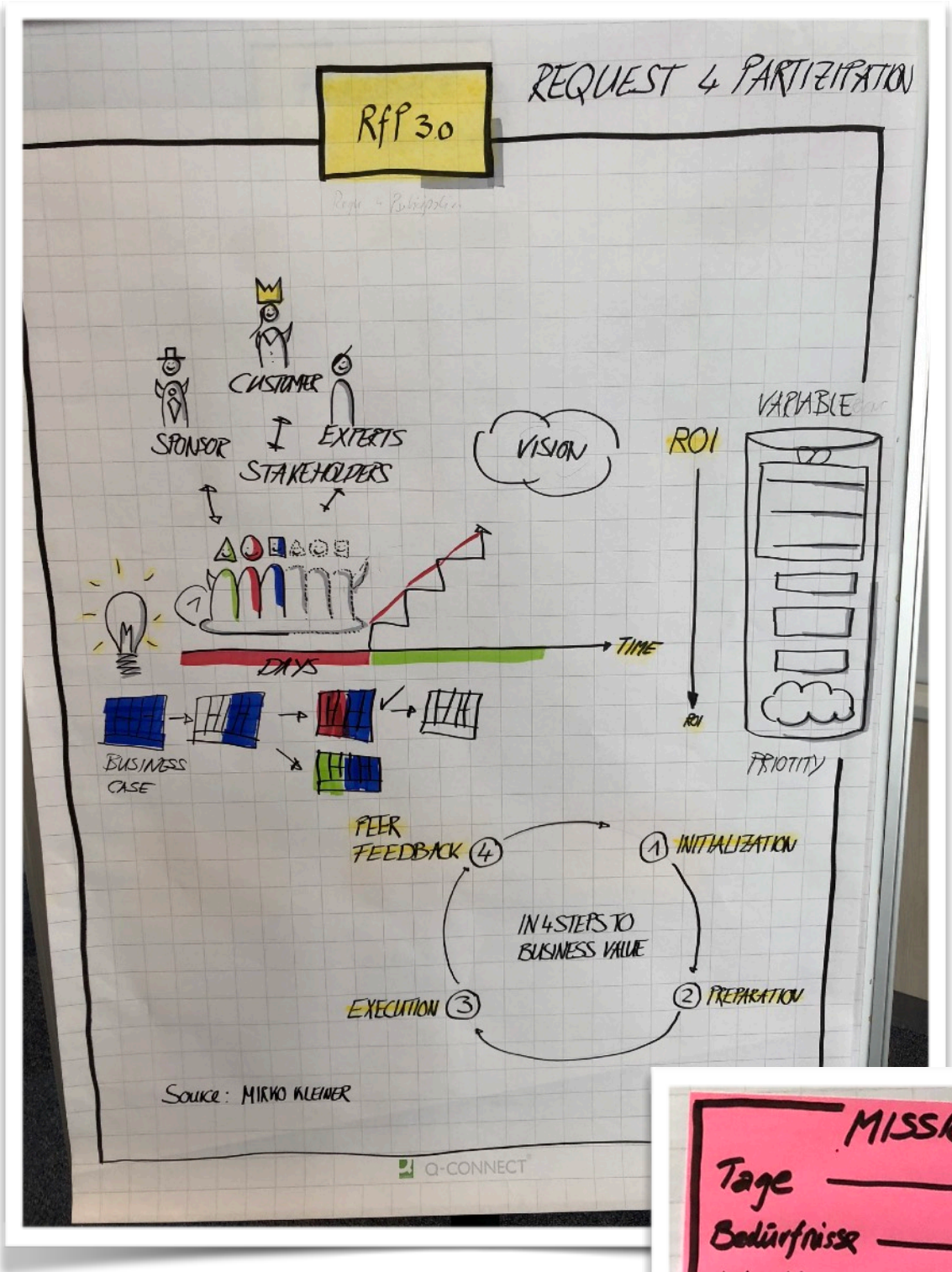
Classic Sales / Procurement

Discourse on current procedures and consequences when used in complex environments (focus RfP process)



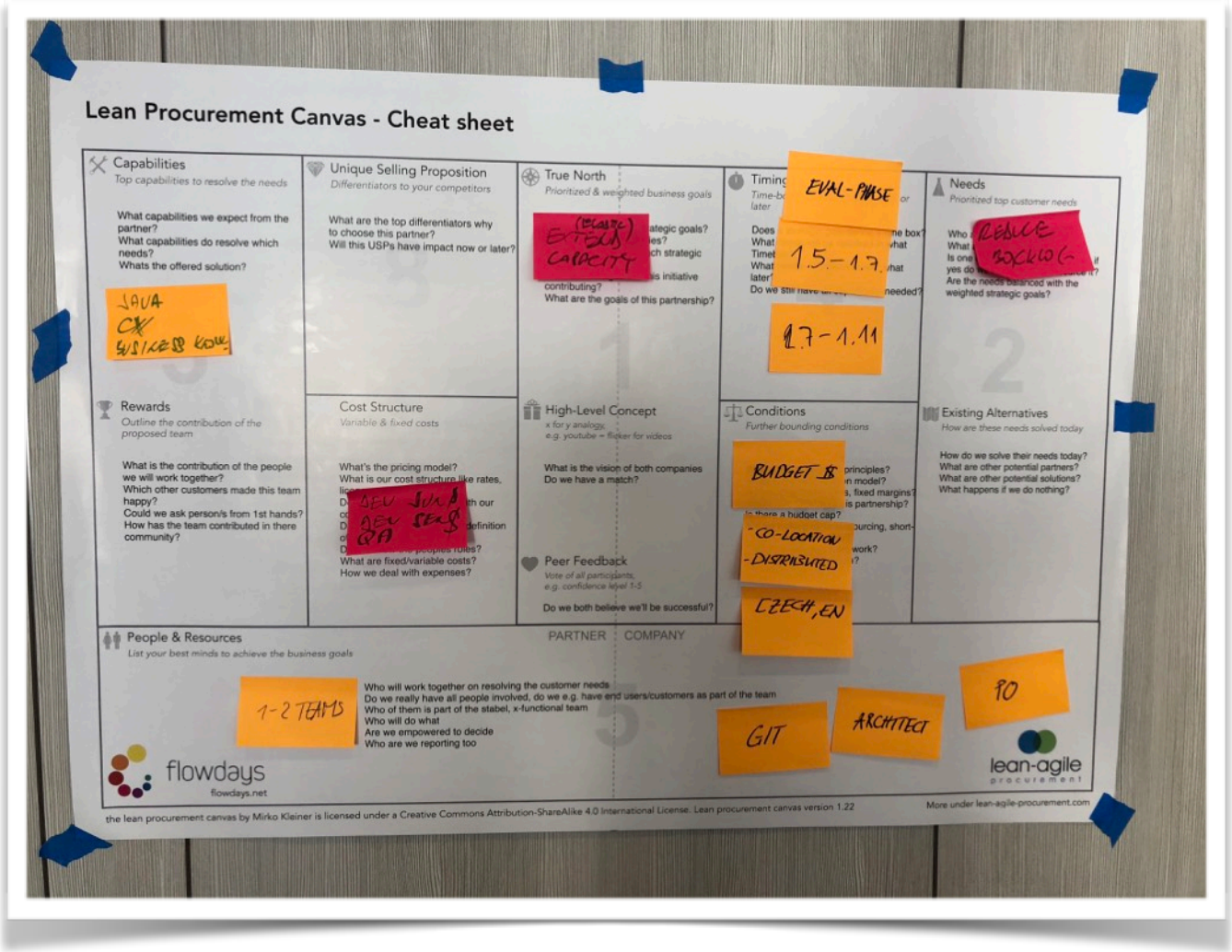
Lean-Agile Procurement

Procedure according to lean-agile procurement or agile principles (RfP3.0 - Request for Participation!)



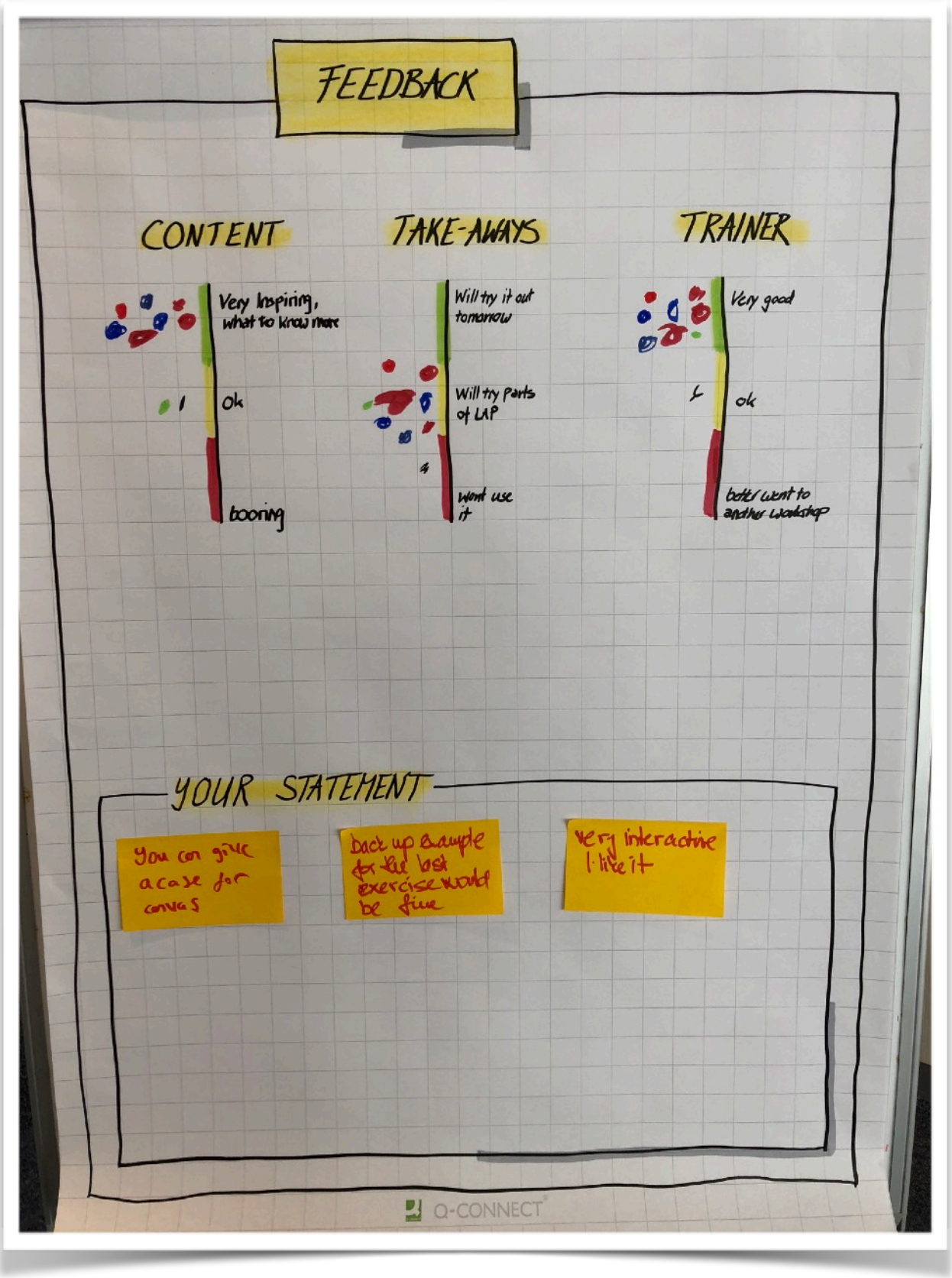
Hands-on Experience

Get in touch with the lean Procurement Canvas based on your own case



Feedback

Your feedback & voices on the procedure (by analogy)



„It would be very valuable to get in direct contact with our customers like this."

„Time-to-Market could be increased by this approach, as we're currently struggle with speed the most (12+ Months)"

„It makes sense to have the most important informations on one sight to e.g. recognize dependencies"

„We're already using the Business Model Canvas for creating of Business Cases, this seems to be just the next logical step."

„Not so sure yet how to convince the buyers."

„It makes totally sense to put together all expertise needed in one x-functional team."

More

If you like to know more check this out

Topic Website of the global Movements (success Stories are continuously published):

lean-agile procurement

www.lean-agile-procurement.com

Next certification-workshops in Cooperation with CIPS.org:
(for more international events check out https://www.lean-agile-procurement.com/workshop-calendar/) :

In Cooperation with CIPS Chartered Institute of Procurement & Supply

Competitive Advantage via Lean-Agile Procurement Credential 1

07 – 08 Jun 2018

Compeditive Advantage via Lean-Agile Procurement

2-Day Certification Workshop LAP1
in Zürich, Switzerland
by Mirko Kleiner, Philipp Engstler
in German

Thank you!

I've enjoyed it

flowdays

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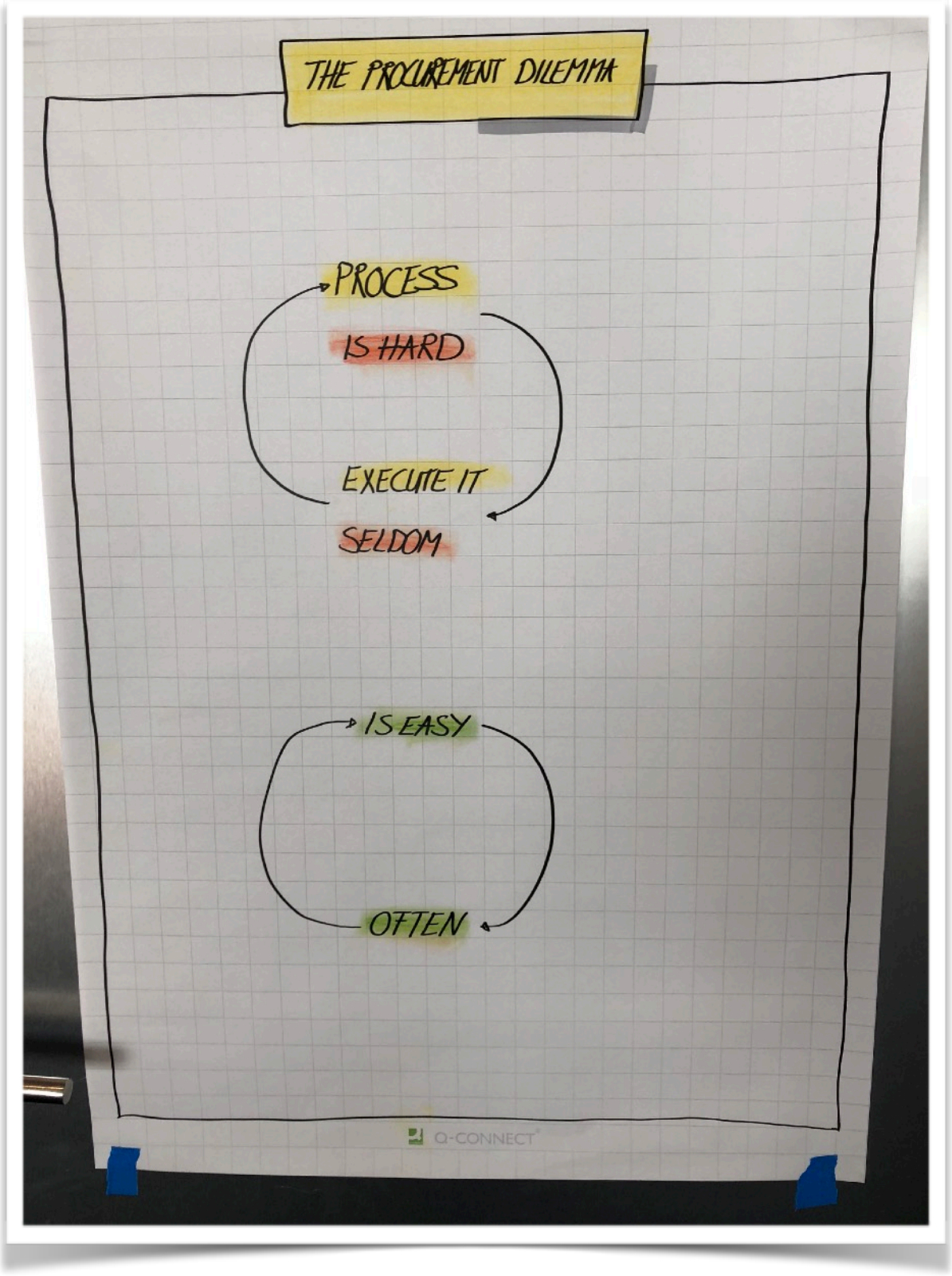
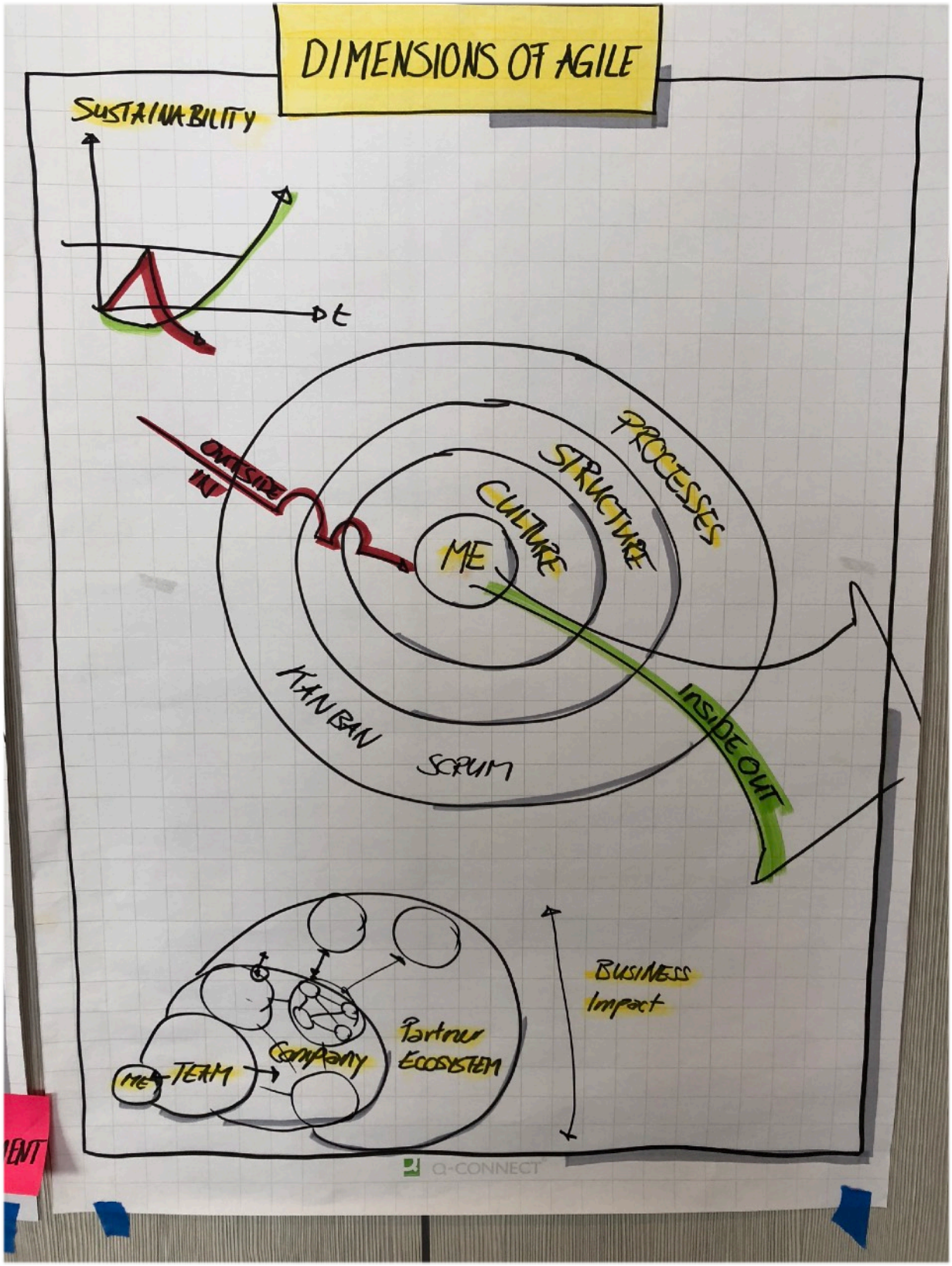
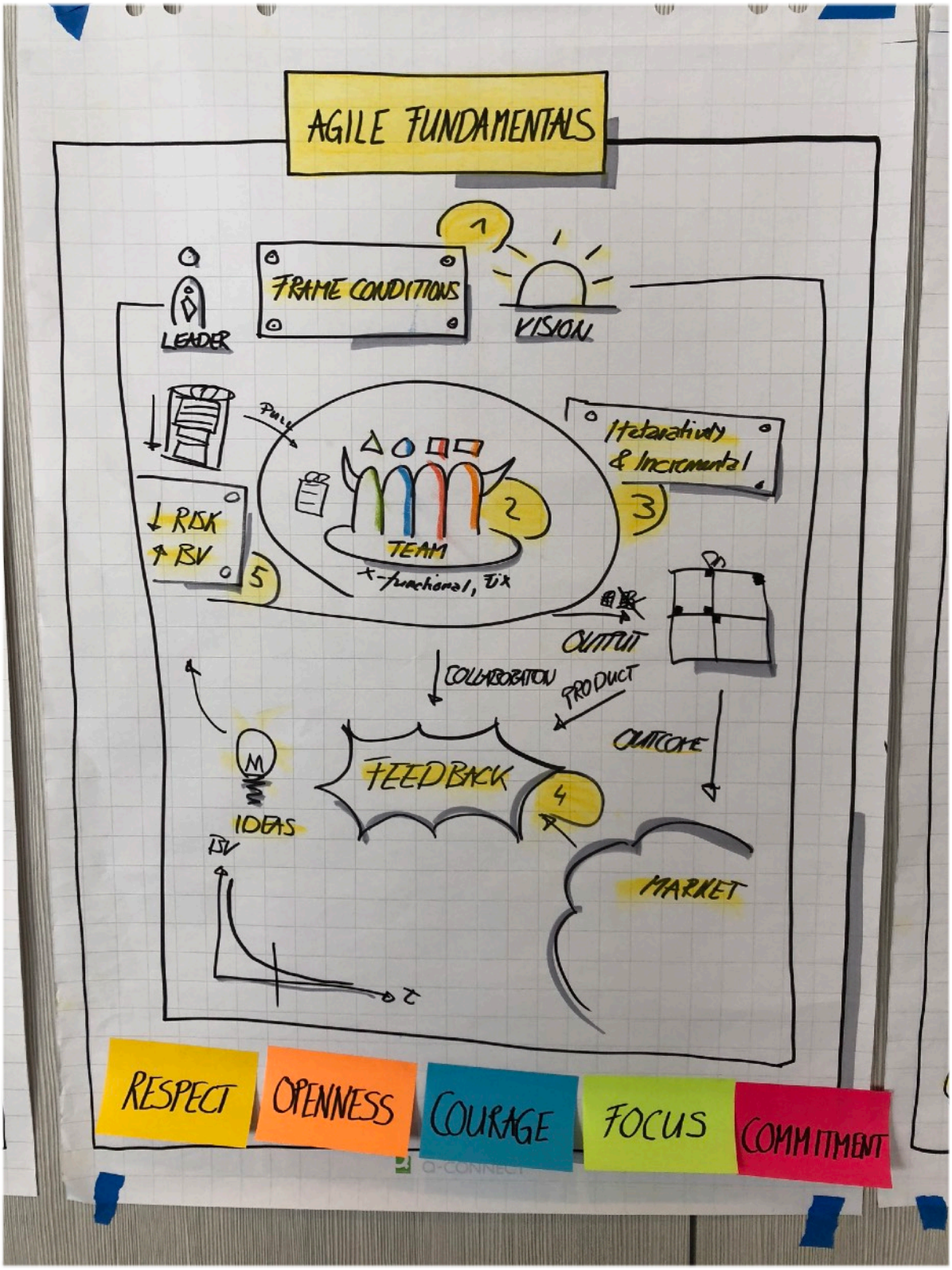
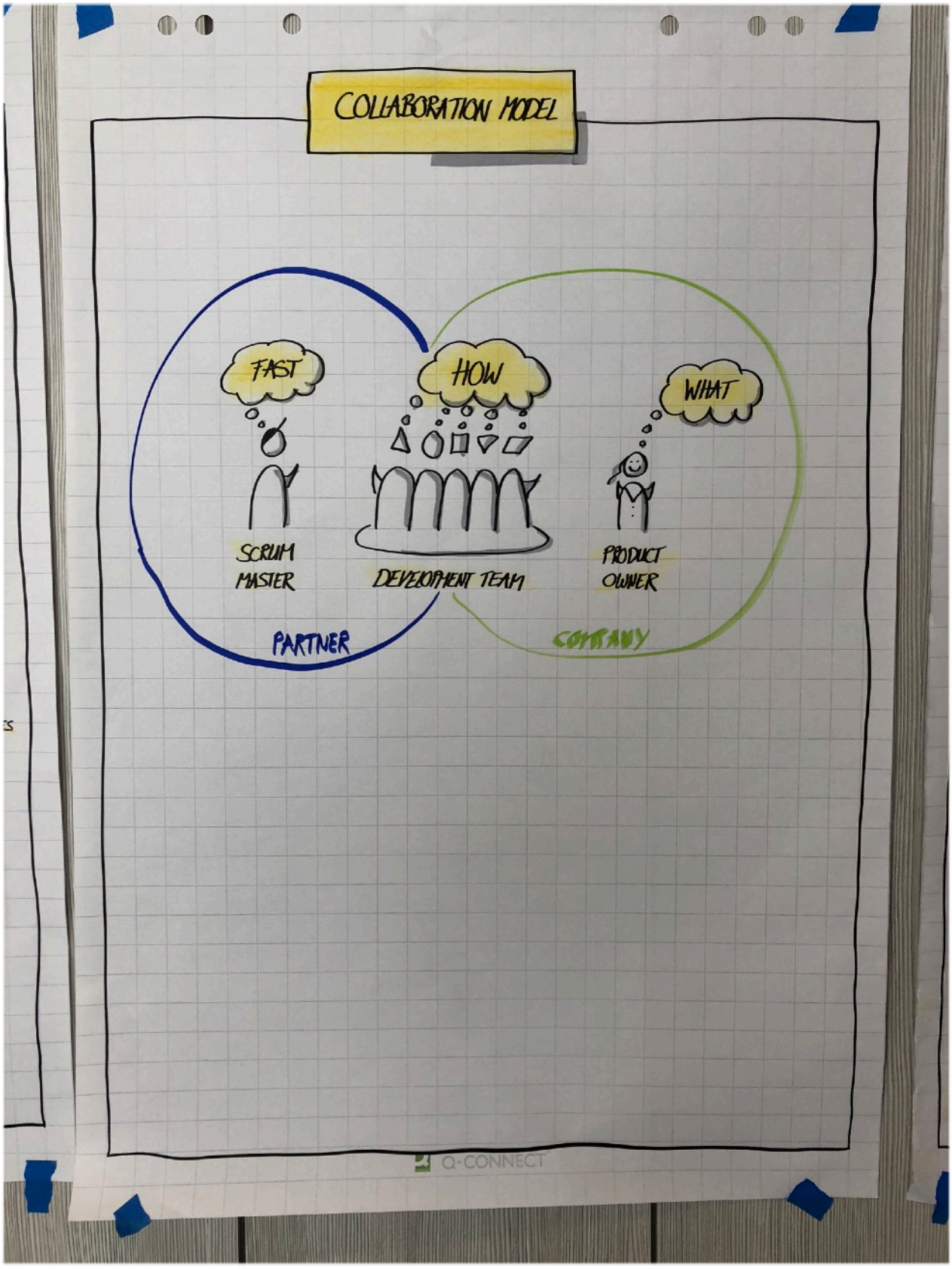
Bonus

Some more Slides from our certification workshops

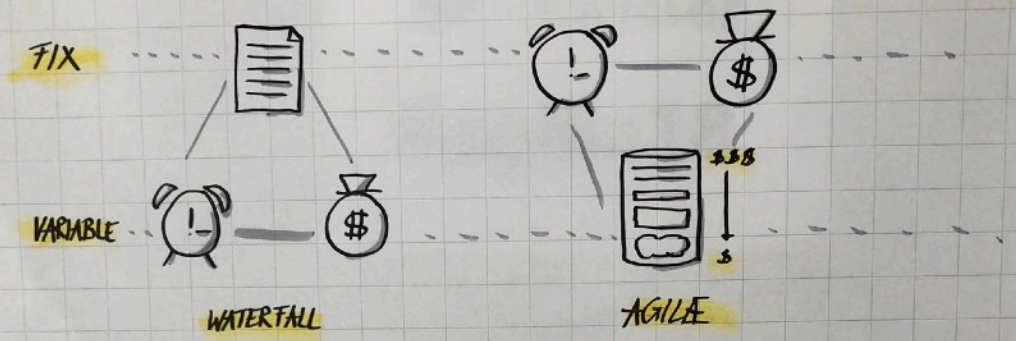



DIMENSIONS OF AGILE
SUSTAINABILITY
t
OUTSIDE
IN
ME
CULTURE
STRUCTURE
PROCESSES
KANBAN
SCRUM
INSIDE OUT
ME
TEAM
Company
Partner
ECOSYSTEM
BUSINESS
Impact
a-CONNECT

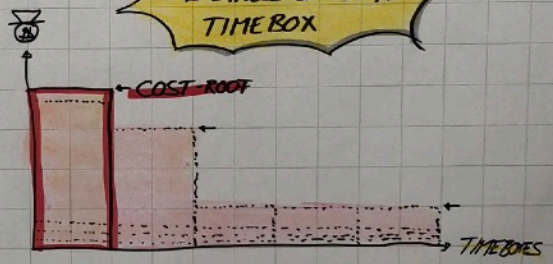

AGILE FUNDAMENTALS
1
FRAME CONDITIONS
LEADER
VISION
PULL
TEAM
x-functional, fix
2
Iterativity & Incremental
3
↓ RISK
↑ BV
5
OUTPUT
COLLABORATION
PRODUCT
OUTCOME
FEEDBACK
4
IDEAS
BV
t
MARKET
RESPECT
OPENNESS
COURAGE
FOCUS
COMMITMENT


COLLABORATION MODEL
FAST
HOW
WHAT
SCRUM MASTER
DEVELOPMENT TEAM
PRODUCT OWNER
PARTNER
COMPANY

PRICING MODEL



COMMITTMENT ON BUSINESS GOALS IN TIMEBOX



COST-ROOT INCLUDES:

- DEVELOPMENT
- LICENCES
- RISK / WARRENCY
- MAINTENANCE / SUPPORT
- ETC