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# How does Agile add Value to *ANY* business?

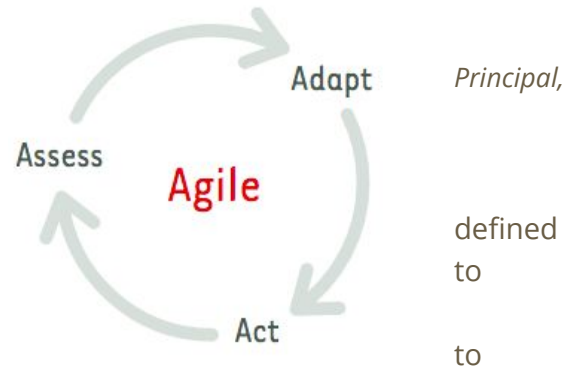
*Results-driven examples and proven strategies*

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## Achieve six fold increase in performance

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Agile is a mindset that improves team performance. First in 2001, Agile allows a business to select the right framework deliver a solution to a complex problem. Agile's rules were engineered to overcome more than a dozen common barriers successful innovation.



Agile's success started within software development and grew to businesses in all industries. Within these organizations, a "Scrummaster" facilitates an Interdisciplinary team responsible for continuous improvement. In tens of thousands of projects, Agile methods boost average success rates by 39%, a more than threefold improvement. In large, "complex projects", Agile's success rate jumps to six times than that of conventional methods.

Agile requires team members to adopt new practices and policies. Organizations typically struggle to implement Agile because it requires a complete change in mindset from the top-down. The good news is that success is virtually guaranteed when all accept the Agile mindset: focus on promoting a transparent environment where there is consistent attention to sustainable growth.

## Proven Results



100 MPG car developed in only three months<sup>1</sup> by focusing on defining and prioritizing components



**JOHN DEERE**

Identified new market opportunities 75% faster



New programming process improved ability to execute and completeness of vision

<sup>1</sup> Team had to re-evaluate each part of the car and re-invent the next highest priority aspects every week

## Goal Oriented Agile Techniques

### 1. Increase Market Share

Agile teams claim high customer satisfaction and grow their revenue 8% faster. 72% of surveyed senior executives attribute market share increase to Agile.<sup>2</sup> Businesses use Agile to focus on customer engagement and positive customer satisfaction. The Agile structure requires a mutual commitment, between business operators and customers, to maintain ongoing flexibility to change course. Organize the stream of work with set prioritization work sessions and up-to-date visual aids. Remove dependencies and noise on undefined features and deliverables by requiring regular adjustments based on today's needs and realities.

### 2. Faster Service Delivery

Digitize business processes and automate customer acquisition by defining the ideal user experience and developing custom solutions. Agile's method for measuring on-time delivery reduces production time by 37%<sup>3</sup> on average. The method is simply to define a short period of time, "Sprint". During this time, improvements are attempted, and then the result is measured, repeated ad-indefinitum: Sprint 2, Sprint 3, etc...

### 3. Increase Return on Assets.

Reduce the number of defect or issue rates by 70% and reduce costs by 25%<sup>4</sup> through transparent continuous improvement with regular iteration reviews. Increase equipment longevity and maximize yield on inventory by utilizing resources more efficiently.

### 4. Mitigate Risks.

Continuous testing and delivery provides an opportunity to mitigate risks early. Additionally, transparency at all levels of the organization is key in swatting issues before they become problems. Regular assessments through daily meetings and iteration reviews provide visibility throughout a project's timeline. As a result, risk is reduced and precision is maintained through the "Assess - Adapt - Act" cycles of Agile development.

### 5. Improve Quality.

Execute 30-100% better<sup>5</sup> by breaking down the project into manageable, workable units. Produce and test with short iterations to improve KPIs over time. 91% of those surveyed indicate Agile either "improved" or "significantly improved" ability to manage changing priorities<sup>6</sup>.

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<sup>2</sup> Forbes 2007

<sup>3</sup> Dr. Dobb's: The World of Software Development. Version One.

<sup>4</sup> HBR

<sup>5</sup> HBR

<sup>6</sup> Dr. Dobb's: The World of Software Development. Version One.

## Agile creates an environment that empowers small teams to come together to meet enterprise goals.

### I. “Higher team morale”

More than 90% of Agile projects are successful. Taking Agile beyond software development starts with a planning meeting with a customer, a facilitator, and a cross-functional team. Transparency across stakeholders prevents issues from boiling over because they are talked about as soon as they arise. Start Agile with a growth mindset rather than a fixed mindset. Dynamic growth behavior leads to developments which will likely help you reach higher levels of achievement.

### II. “29% higher earnings per share”

Agile brings shareholders, employees, and customer voices into the same room with the goal of deciding what is best for the business. Interdisciplinary teams focused on (1) software development, (2) marketing, (3) product development, and (4) project management run in parallel and coordinate during the period of time in which the team executes tasks to arrive at the goal.

### III. “20% greater net margins”

Measure project visibility and maintain consistent, disciplined, and continuous iteration. The “Sprint” process including Sprint Planning, Prioritization, and Retrospective meetings require addressing all roadblocks and fail-safe that urgent and important goals never fall through the cracks.

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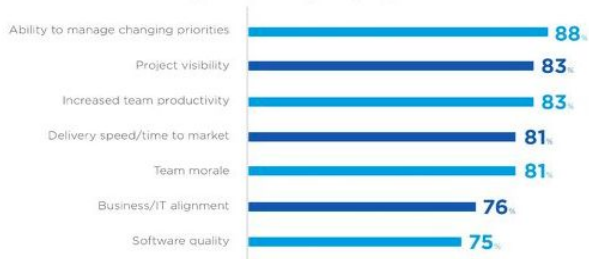
We would love to see you succeed in your succession plan!

守破離

*Shu Ha Ri*

# Infographics

## Benefits of Adopting Agile



## PROJECT SUCCESS RATES - AGILE VS WATERFALL

METHOD	SUCCESSFUL	CHALLENGED	FAILED
AGILE	39%	52%	9%
WATERFALL	11%	60%	29%

### Greater stakeholder satisfaction

78% of adopters report greater satisfaction with agile approach...

...and 66% report better alignment between business and IT

### Shorter time-to-market

Adopters report an 88% improvement in productivity...

...and a 37% reduction in time-to-market

### Reduced development costs

40% of adopters report lower costs...

...with a 26% median cost reduction

### Higher quality and fewer defects

Adopters report a 63% quality increase...

...and a 70% lower defect rate

## How Success Is Measured... with Agile Initiatives?

Business value as a measure of an agile initiative's success went from fourth in 2015 to second in 2016. On-time delivery of projects and customer/user satisfaction remained in the top three measures of agile initiative's success as they have in the past few years.



\*Respondents were able to make multiple selections.

