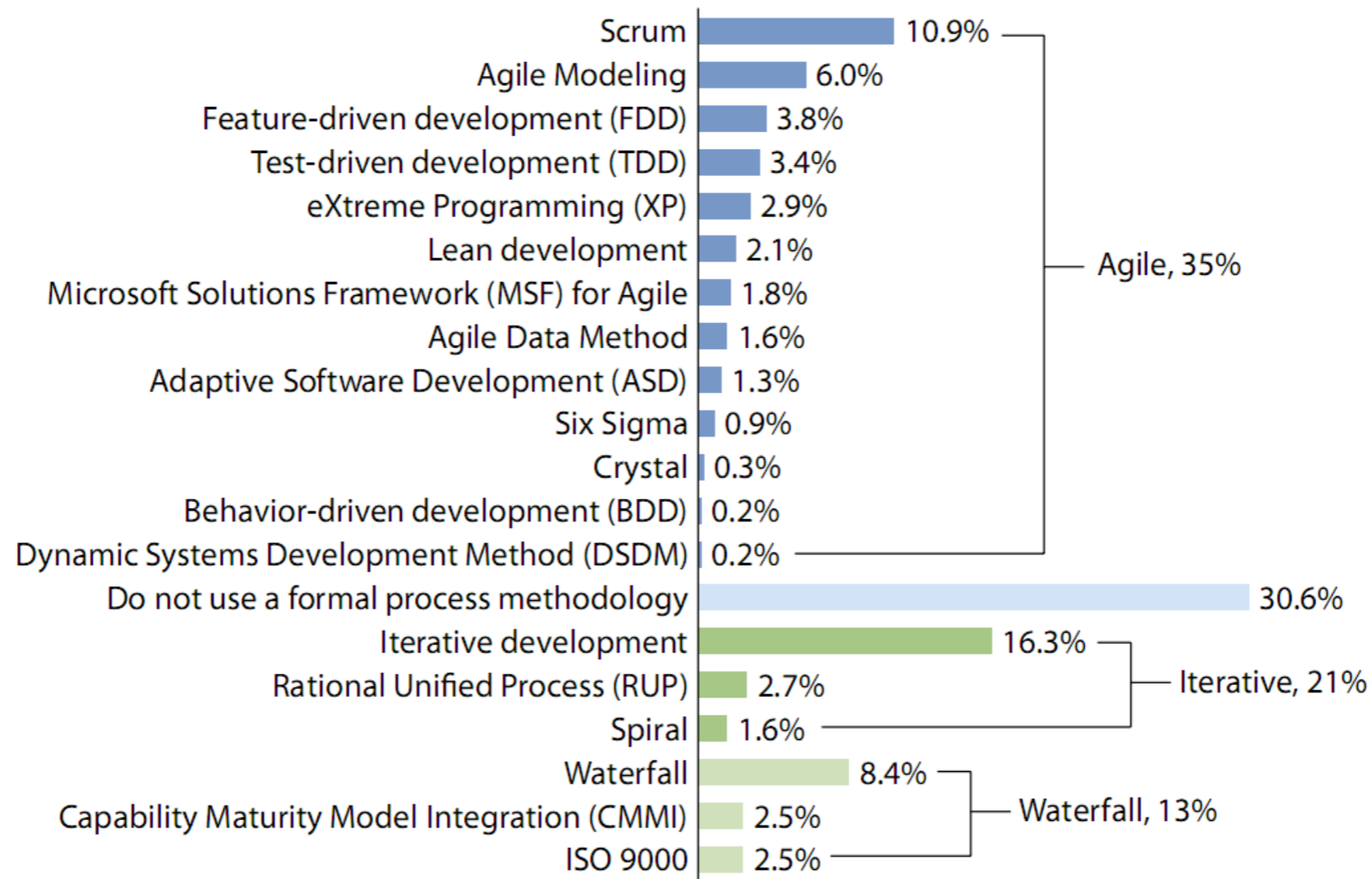


**Frans Vanhaelewijck**  
<http://www.twitter.com/fvanhaelewijck>

**“Please select the methodology that most closely reflects the development process you are currently using.”**  
 (select only one)



Base: 1,298 IT professionals

Source: Forrester/Dr. Dobb's Global Developer Technographics® Survey, Q3 2009



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http://www.pmi.org/default.aspx

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Events are a great way to earn lots of...





## Semantic Technology

Creating meaning out of unstructured information (rdf,owl,skos,...)



Wolters Kluwer



European Union



Sanoma



St. Jude Medical



## TenForce products



Roularta



De Persgroep



Argenta

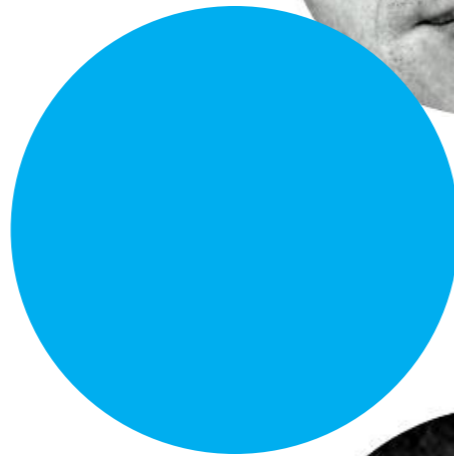


Belgacom

## The speakers

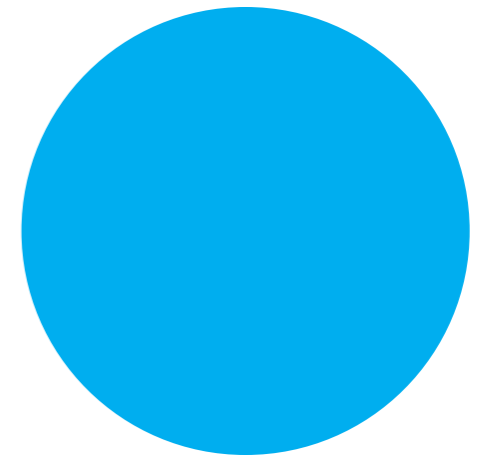
**Bastiaan Deblieck**

<http://twitter.com/basdeblieck>



**Jan Van den Nieuwenhof**

<http://twitter.com/janvdnieuwenhof>







# Agile & Scrum DNA for business





**Agile is Good**

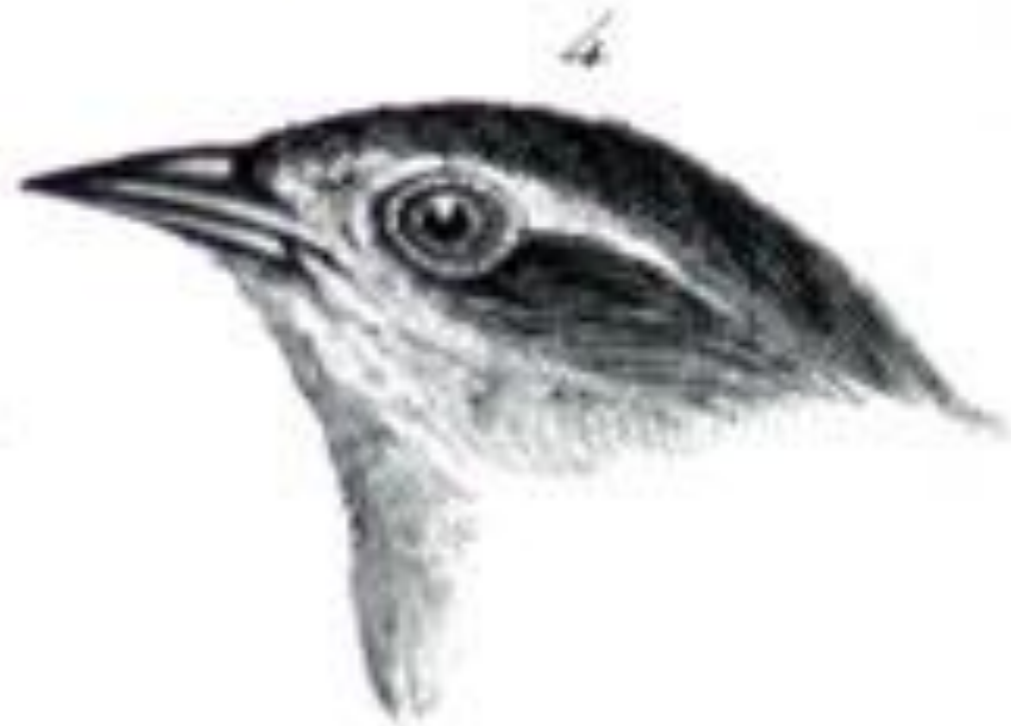


# Compensate Human Mind



tomasz bobrzyński

# Agile Survival Strategy

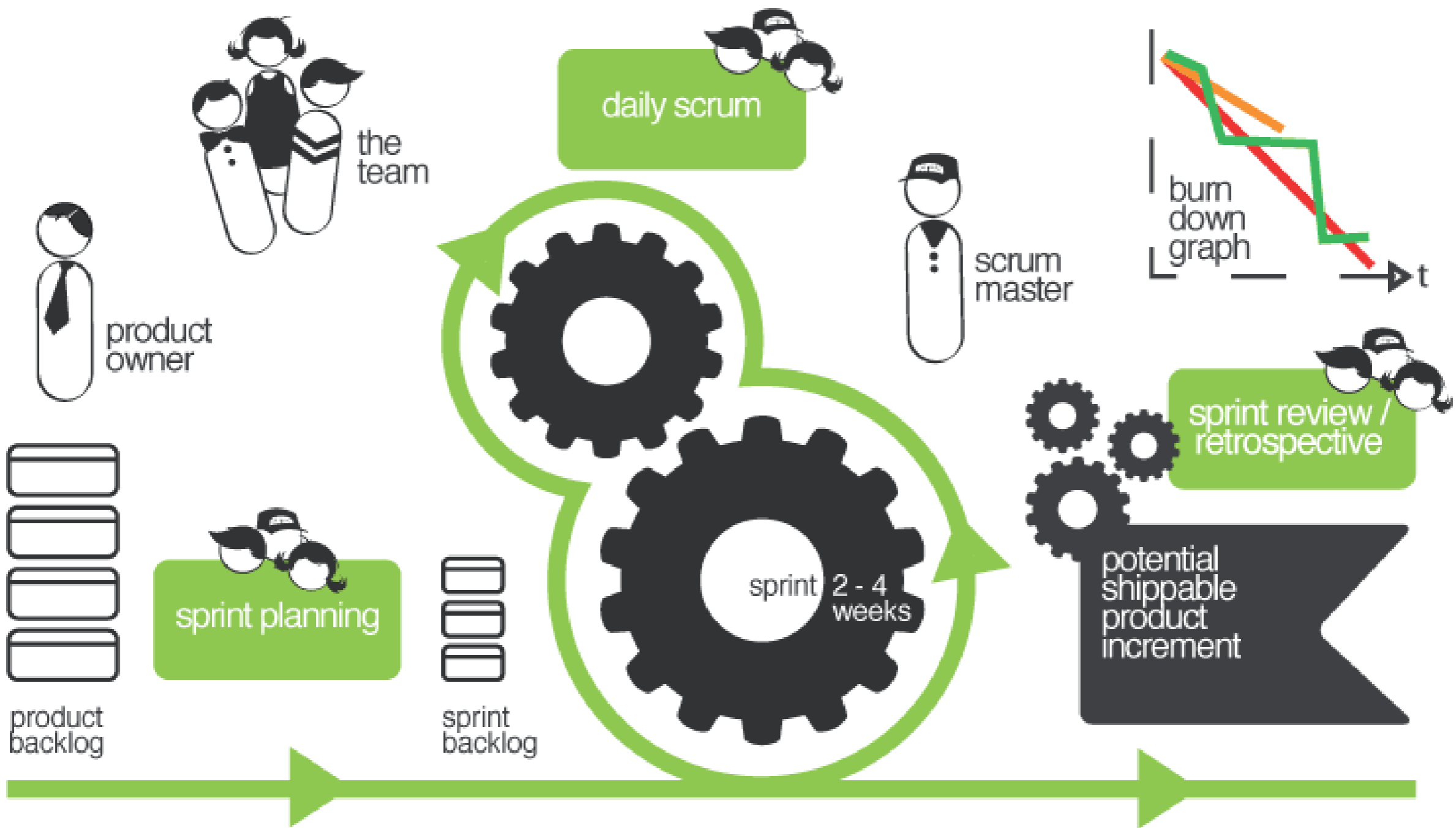




# Agile Organizations

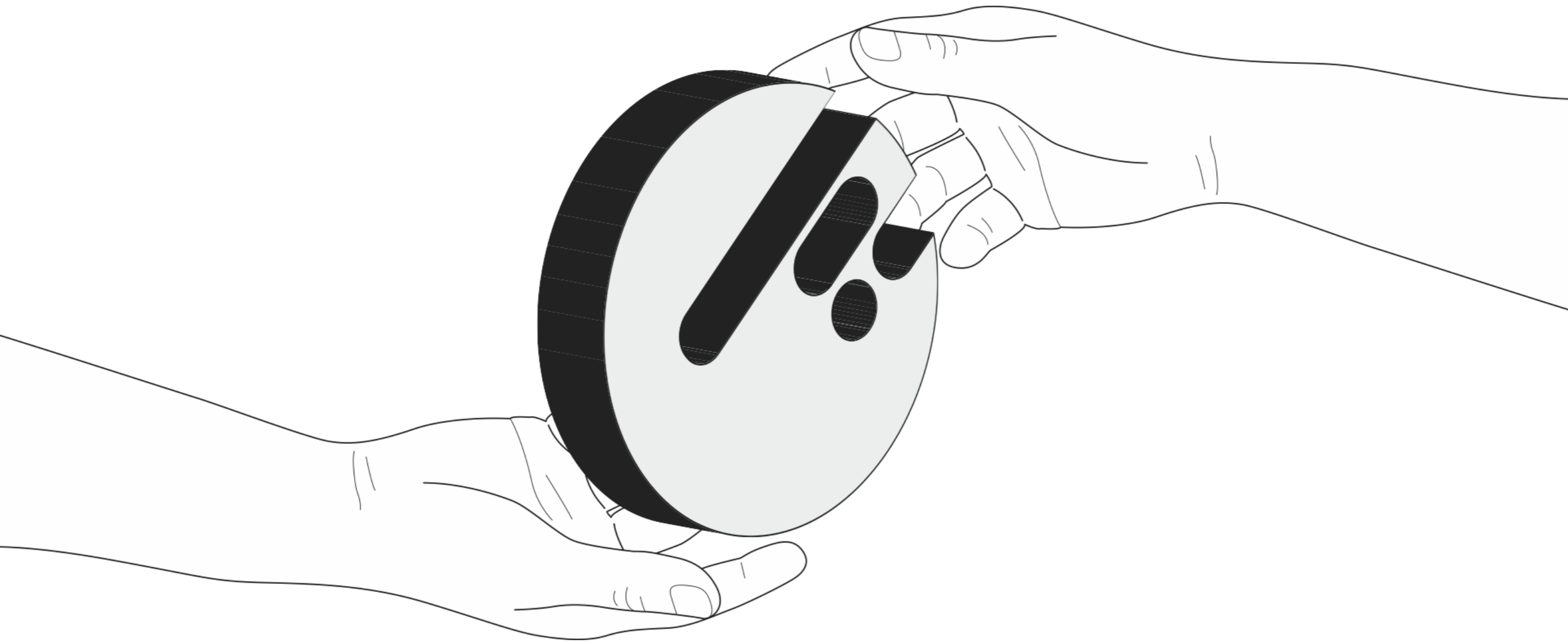








# Agile & Scrum DNA for business



# Introducing Scrum in a corporate environment

A testimonial (from the trenches)



# Product backlog

(In slide-points)

- Starting with Scrum (in a waterfall context) 10
- Successes & Failures from Pilot projects 13
- The Wall of Truth: ultimate transparency 12
- Distributed Scrum 13
- Agile contracts 9
- Project Governance (in Scrum) 11
- Enterprise Scrum roll-out strategy 9



**As “Team”, we (I) can commit to complete 25 ‘slide-points’**

## Why use Scrum?

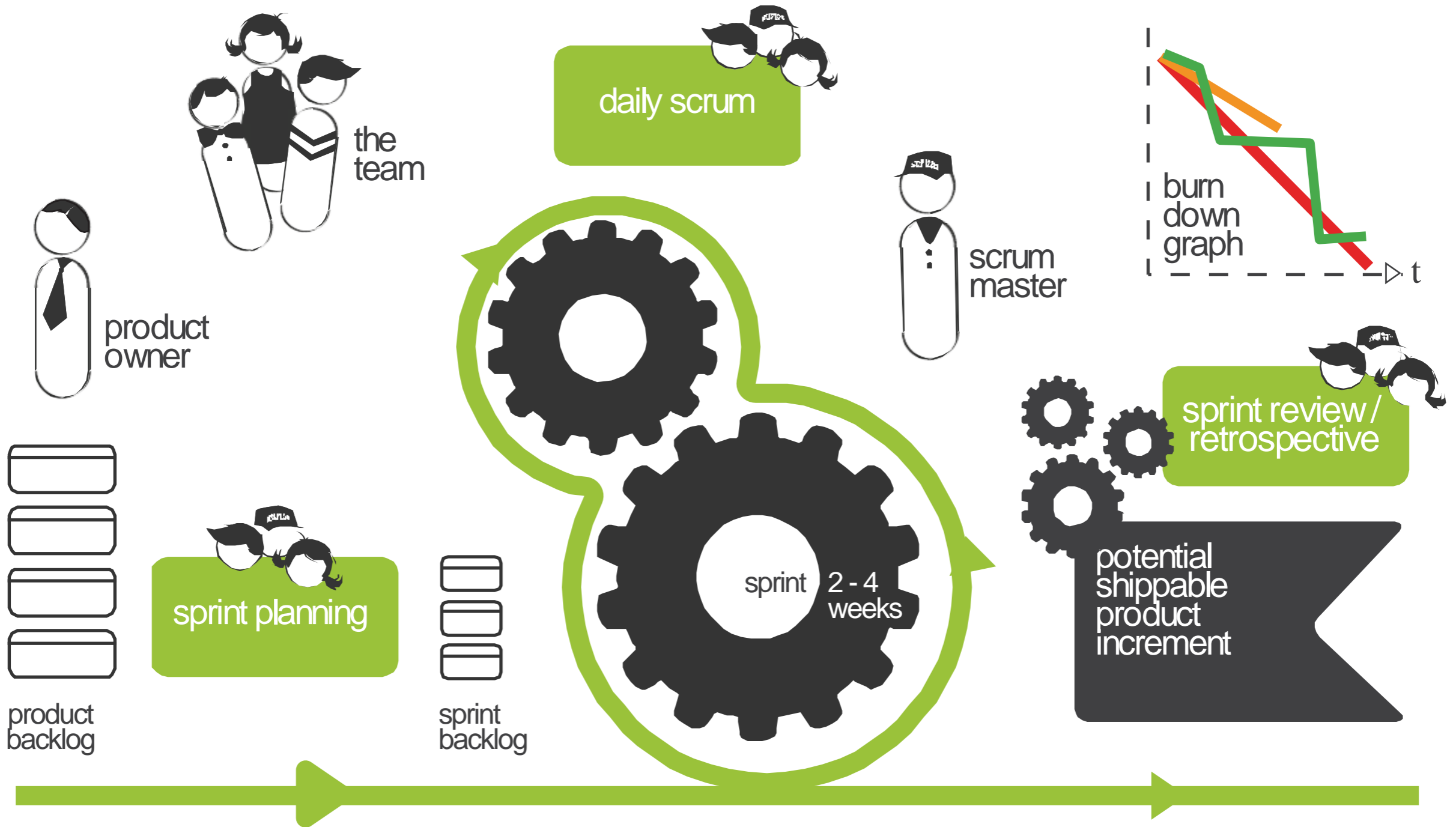
To deliver **faster**

with higher **quality**

in a more **transparent** way



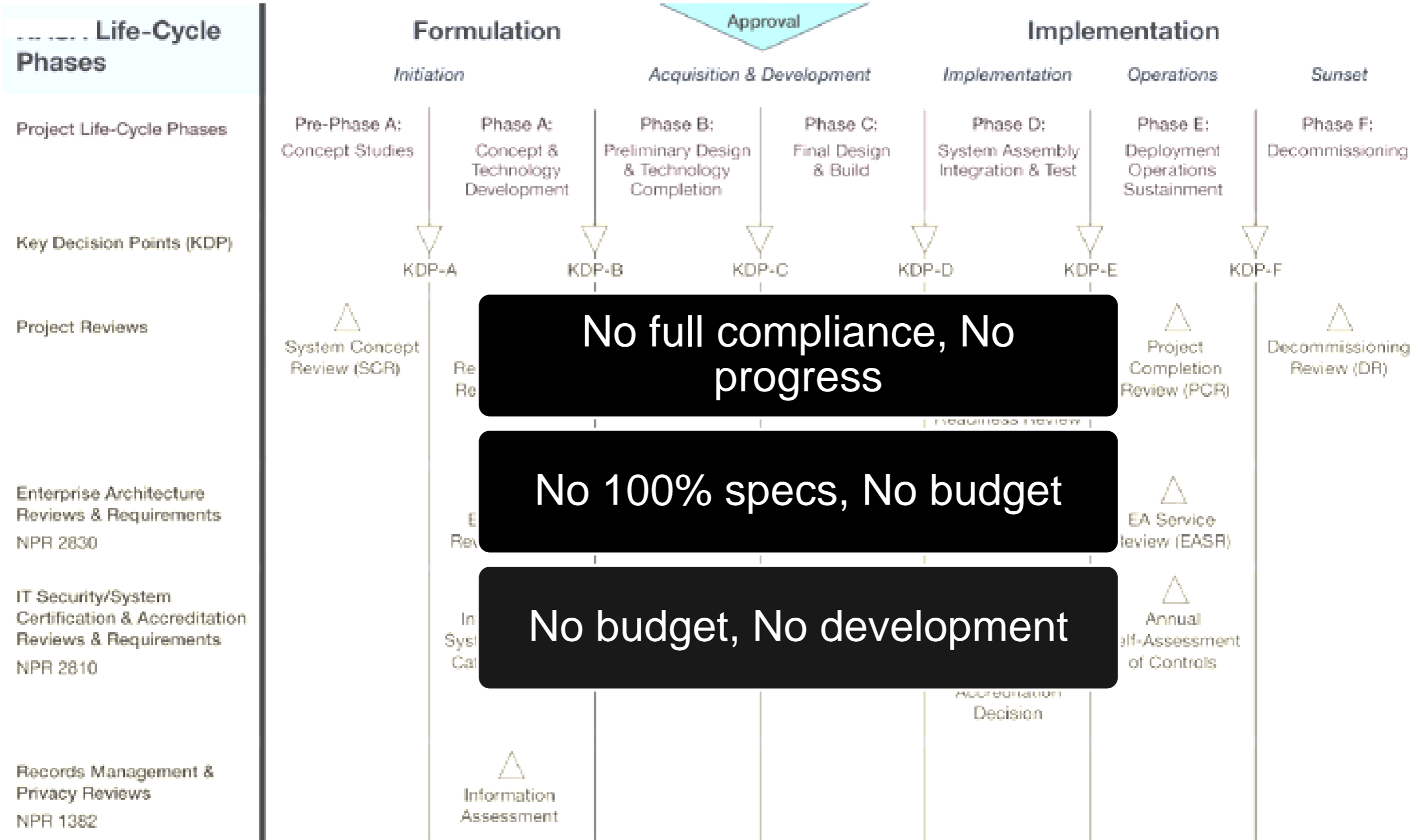
# What is Scrum?



# Project governance (in Scrum)

- Testimonial on how we organized our Scrum project and still complied with the corporate project governance rules
- And why Scrum projects provide more detailed and accurate status reports

# The challenge





# My solution: SPLIT

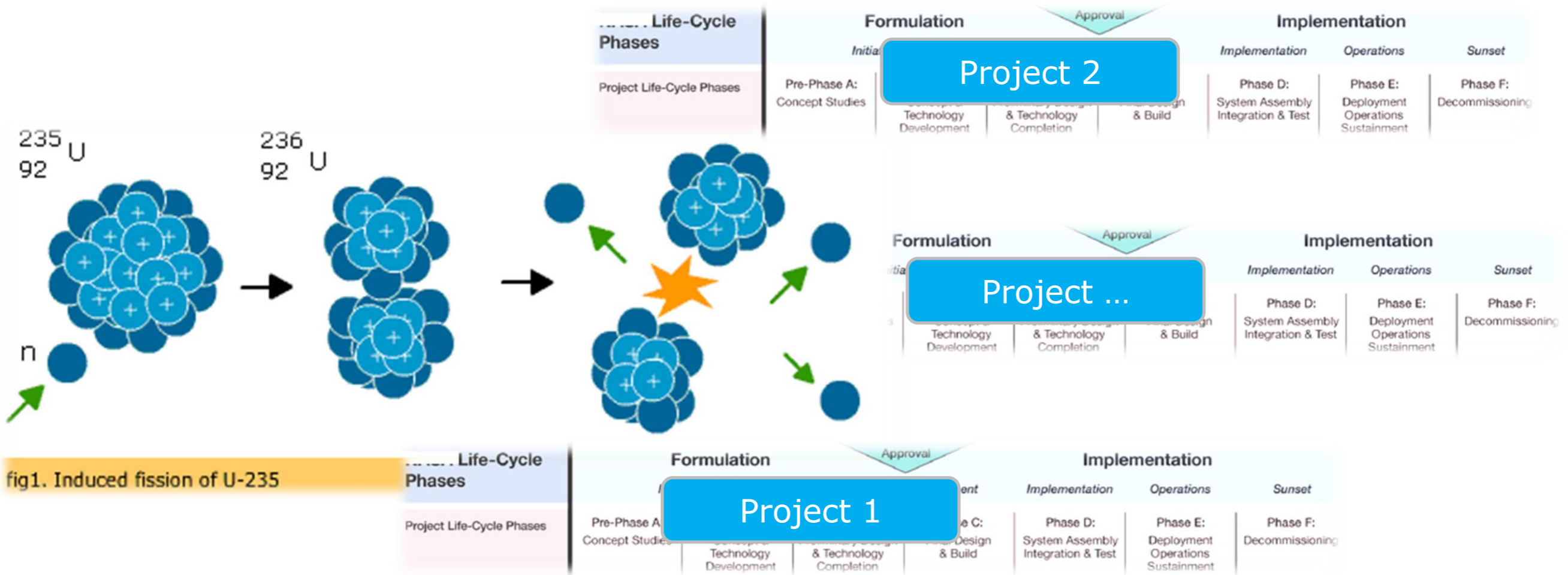
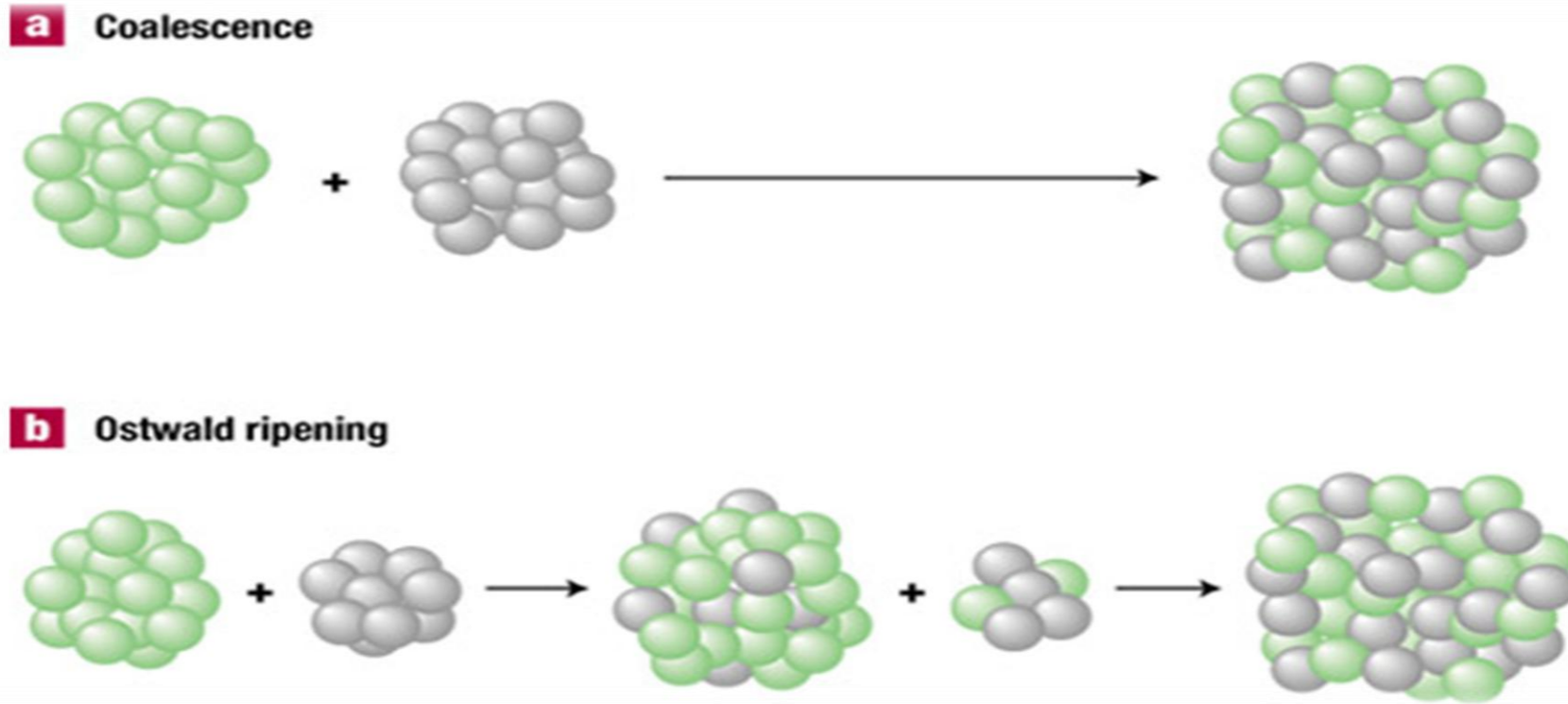


fig1. Induced fission of U-235

# And MERGE



# How to get project funding?



No budget, No development



## How we complied to it



I'm proud to be a Belgian ;-)

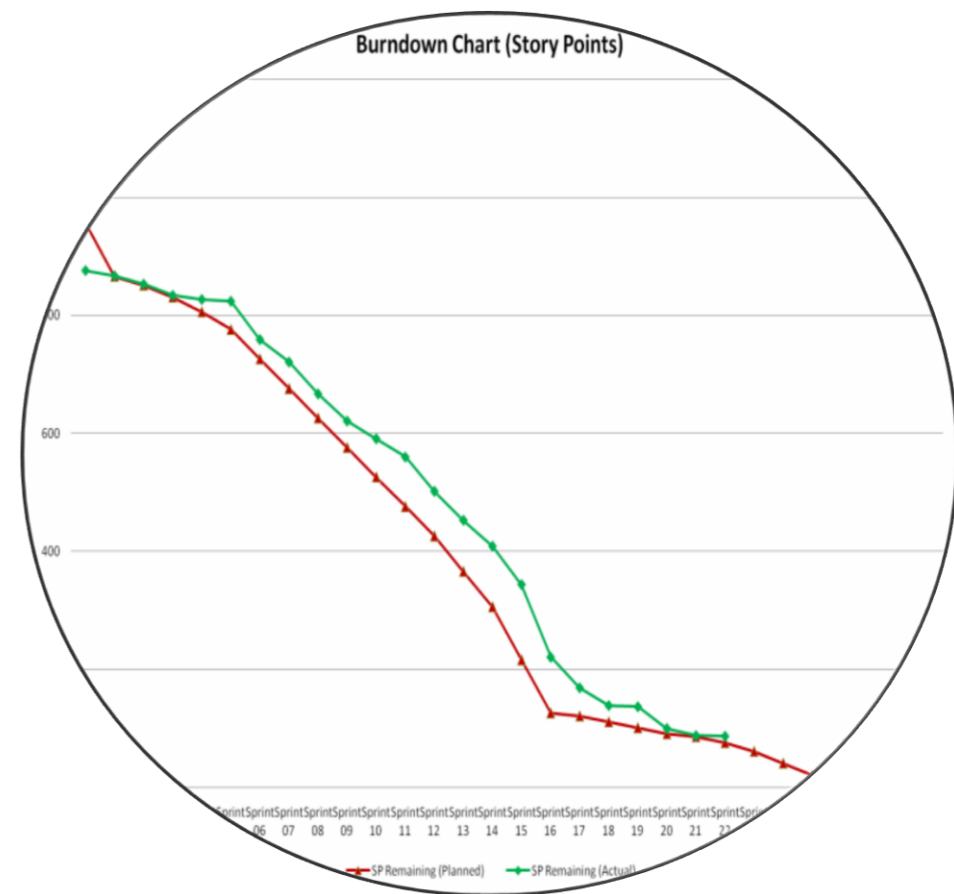
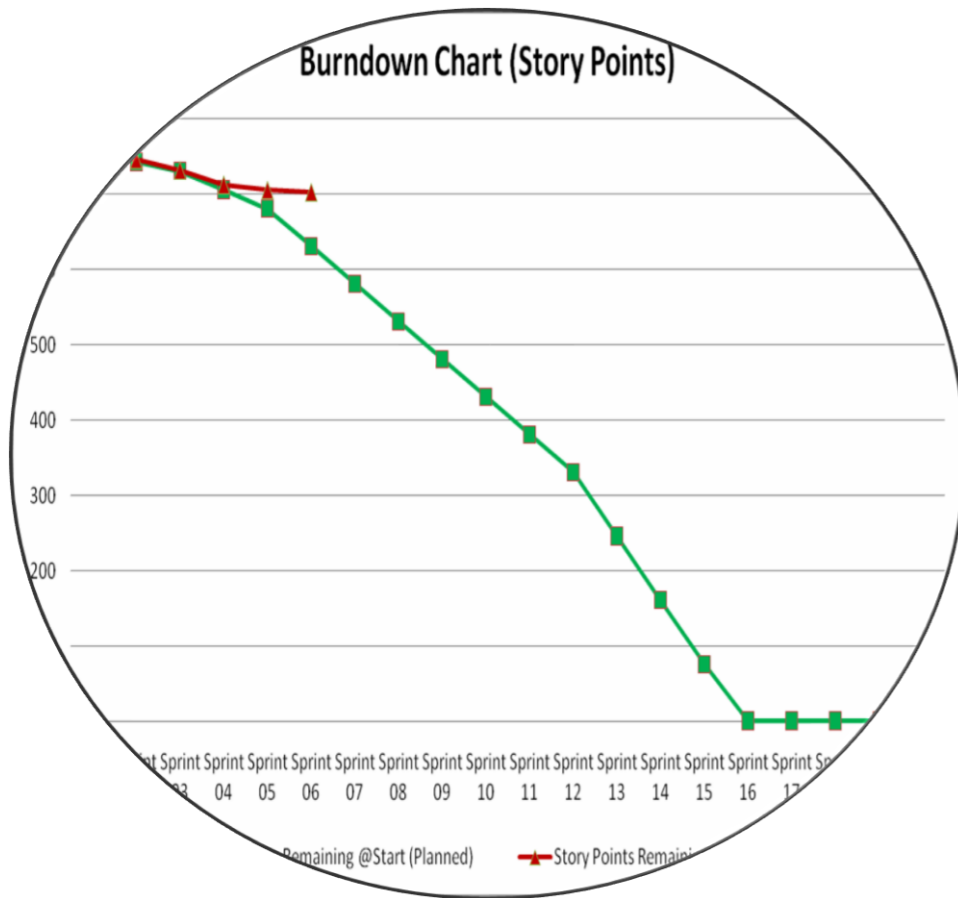
Be creative to find funding



# And more...

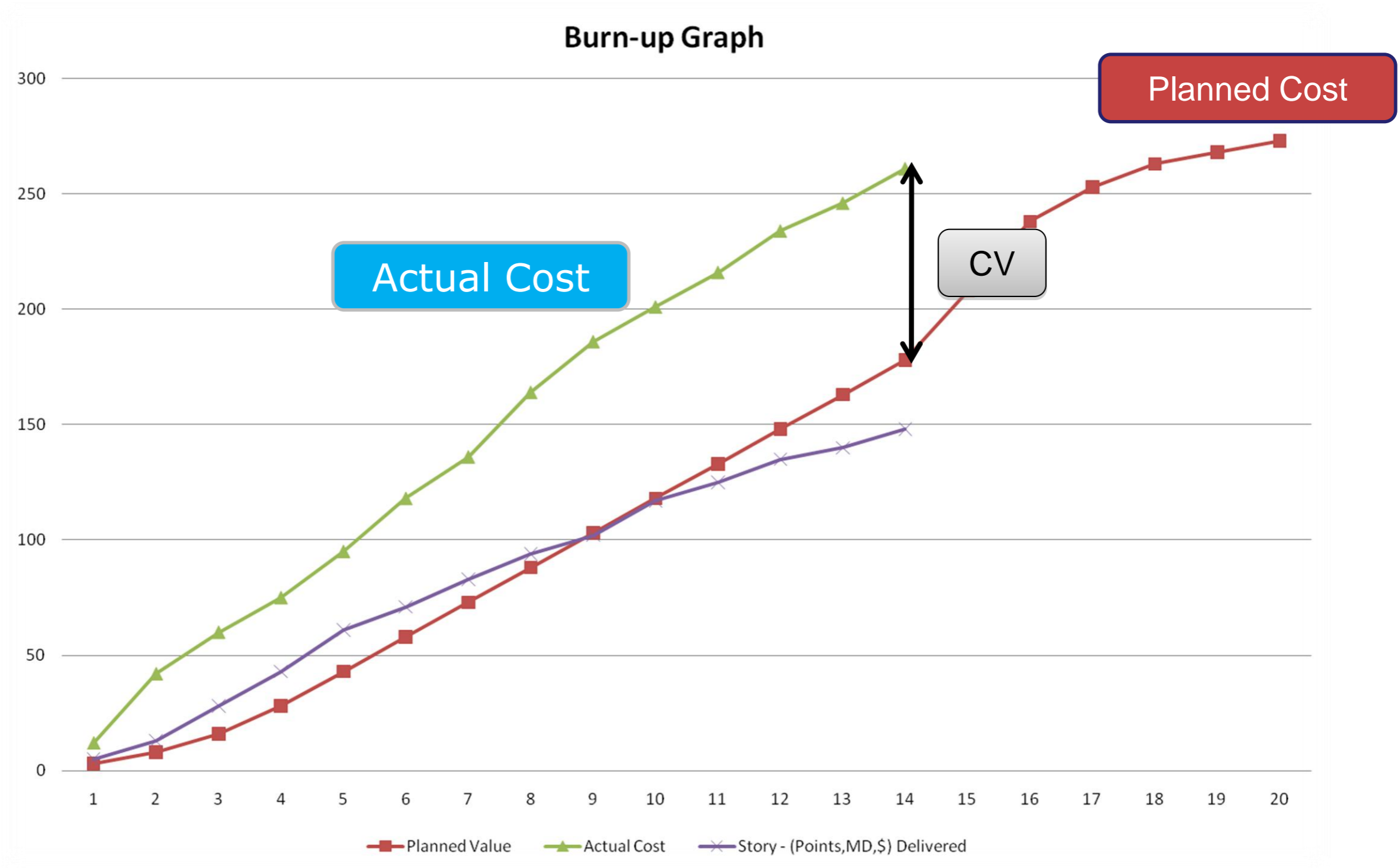
*“Jan,  
This is great.*

*We were never able to see actual progress in the project at such an early stage.  
Pity that we’re already in delay though”*

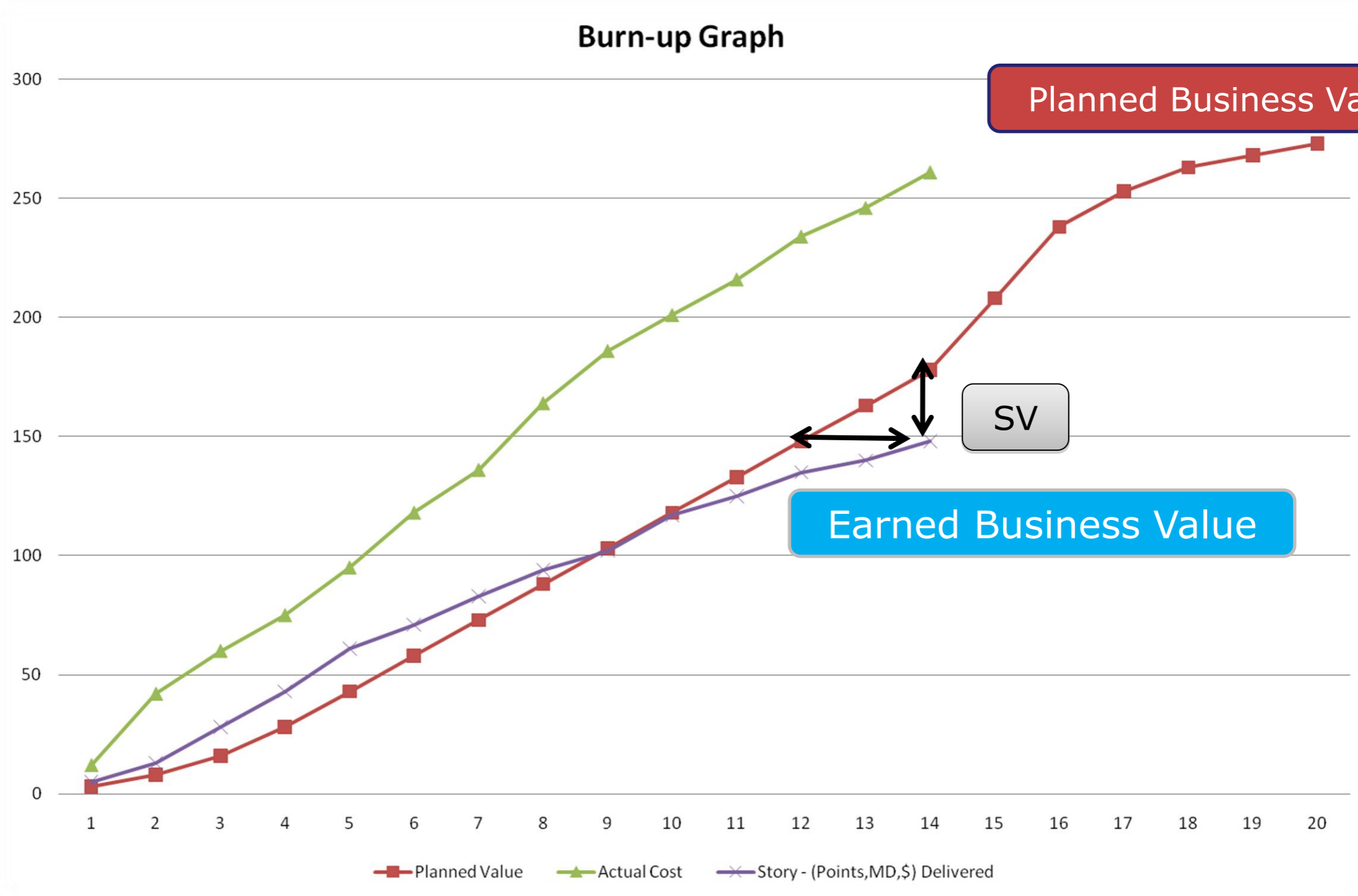




# Even used EVM



# Even used EVM



Questions?

Can we consider this story done?





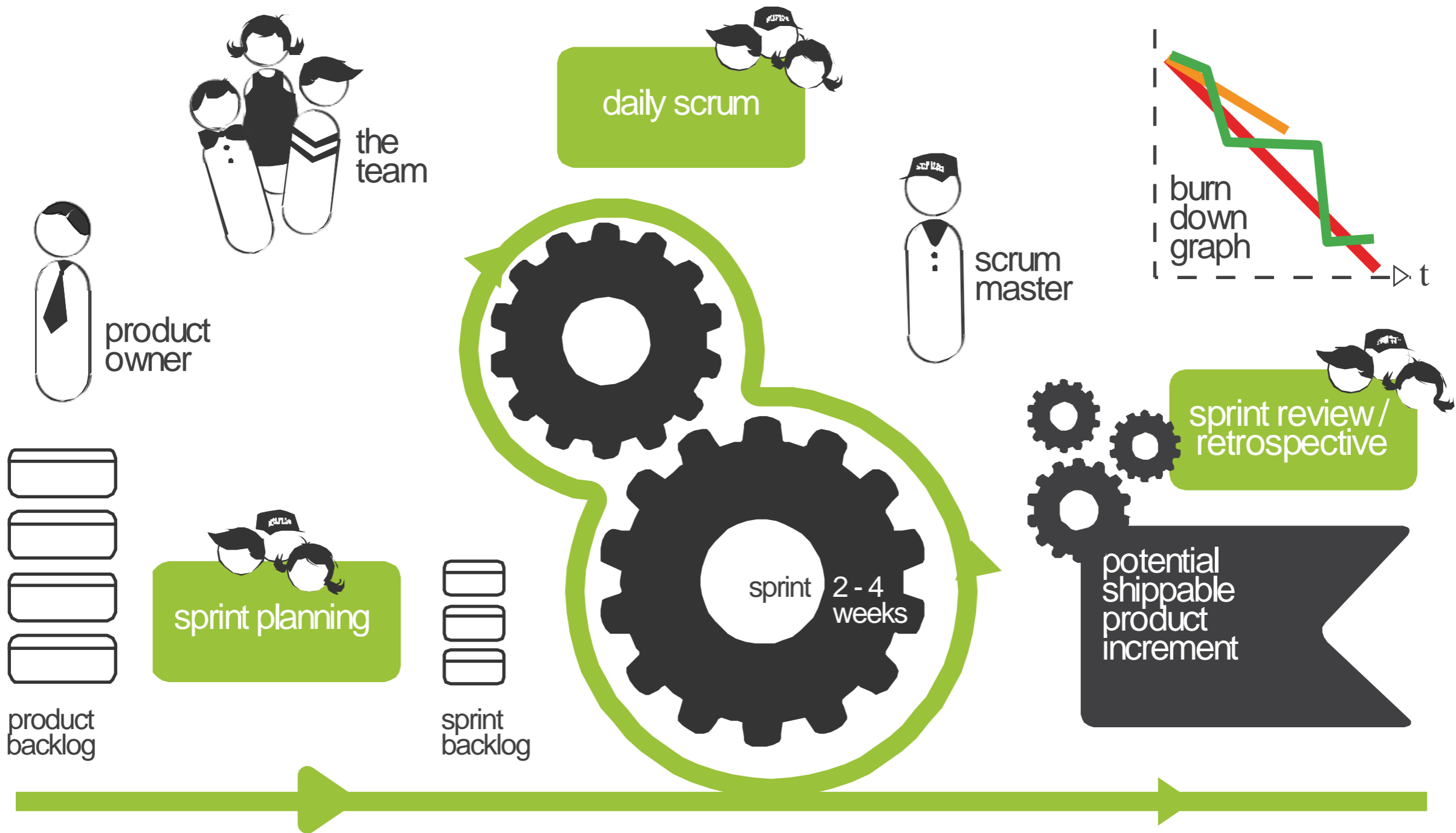
# Starting with Scrum (in a waterfall company)

- The different steps we took to get started on the first Scrum project in a BEL20 company
- a 5 step approach in starting a Scrum pilot

## Facts and figures

- Project busy for 7 months
  - Lines of code developed: 0 (zero)
- Estimated +/- 5000 md effort
- Total budget (phase 1): 2.5 m €
- Total project team: 67 people
- 22 impacted applications
- 50% of development effort outsourced
- Time remaining to launch: less than 10 months

# #0: What is Scrum?



# #1: Who is paying the bill






# #2: What the user wants

**As a <role>,  
I want <function>  
so that <business value, expected behaviour ...>**



















- waar hij/zij aan verbonden is en waarop hij/zij bepaalde acties kan uitvoeren:
  - ⇒ mail naar QAC, QA-stamper met E2E process als xls attachment
  - Data input op efficiënte wijze toelaat (het typen van waarden, het gebruik van dropdowns en copy-paste acties dienen mogelijk te zijn / een maximumaan keyboard gebruik dient te worden nagestreefd) ⇒ xls met protected cells and dropdown values
  - Alle benodigde data voor een bepaalde actie (zie boven) op aanschouwelijke wijze weergeeft ⇒ Formatted xls met enkel de kolommen die nodig zijn voor het bepaalde proces
- Elk type gebruiker dient onmiddellijk na aanmelden bij de toepassing een centraal scherm getoond te krijgen waarop hij/zij:
  - een eenduidig overzicht krijgt:
    - van die actuele Defined Processen waarop hij bepaalde acties kan uitvoeren: MIJN GESUPPORTEERDE TEAMS (voor de QAC) / MIJN DEFINED PROCESSEN (voor de andere profielen) ⇒ filters
    - van die Defined Processen waarvoor van hem bepaalde actie wordt verwacht (dit laatste ENKEL in geval van de QA Stamper): TE STAMPEN DEFINED PROCESSEN ⇒ filters
  - op eenvoudige wijze de details/Snapshot resultaten van de getoonde Defined Processen kan raadplegen of wijzigen (inclusief het gebruik van filters)
  - op eenvoudige wijze een nieuw Defined Process te kunnen aanmaken waarbij hij kan kiezen uit 1 of meerdere voorhanden zijnde templates ⇒ create from template met mail op einde van process, eventueel lege xls als attachment laten gebruiken????
  - op eenvoudige wijze een Defined Process kan kopiëren waarbij hij kan kiezen uit 1 of meerdere Defined Processen waarop hij bepaalde acties kan uitvoeren: EEN BESTAAND DEFINED PROCESS COPIËREN ⇒ copy ook als

Nr	Title	Business Priority	Description	Status	Story Points
750	Enrolment Criteria - Cust LifeTime with simulated data	955		Done	0
206	CSS Maintain personal details - Update loyalty contact	971	Customer changes the loyalty c...	Rejected	0
1199	NGRP Maintain personal details - Update loyalty contact	970	Customer changes the loyalty c...	Rejected	0
240	Batch - Membership Potential Incremental	924	This file will list all elig...	Rejected	1
242	Batch - Communication Batch	921	This batch triggers all the co...	Rejected	5
1942	NGRP Bulk upload loyalty spec in so-contact Table (BCI)	856	Before Bulk enrolment batch is...	Not started	
185	Call Coding	775	For GLP a new call code should...	Rejected	1
288	Lifetime - GLA composition screen	765	It should be possible to see L...	Rejected	0
293	NGRP Trigger - Communication - Statement	736	Statement...	Rejected	0
294	Communication - Statement	735	Statement...	Rejected	2
18	DWH Enrolment Criteria - Cust Type (Belgacom employees)	708	Business wants to enrol in GLP...	Rejected	1
310	Lifetime - segment change	690	If customer changes his segmen...	Rejected	13
346	Lifetime - change of ownership	689	The process of moving one/more...	Rejected	0
2145	BCI - Search Customer on MISSION	654	CCA requirement is to have sea...	Not started	
424	(NFR) RHE architecture updated to support extra load	638	Adopt the RHE architecture wit...	Not started	1
408	(NFR) Dynamic enabling/disabling of trading	631	It shall be possible to turn o...	Not started	1

# #3: Who is in my team

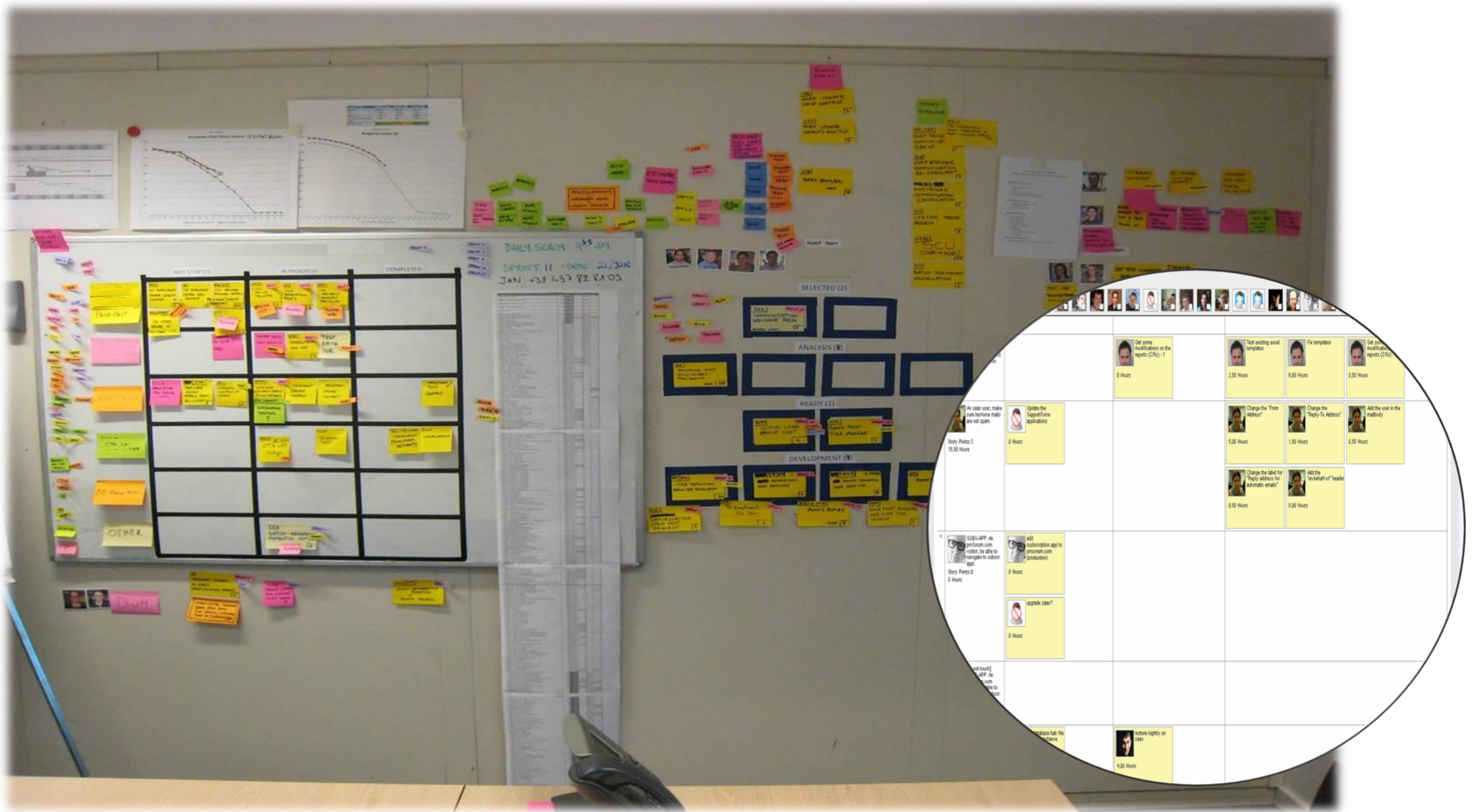
This view is sorted [descending](#) on [Business Priority](#) [Apply extra conditions](#)

0 Hours				
 <p>xls Reporting : GUI formatting of the 6 xls foreseen as std in the application</p> <p>Story Points:3 9,00 Hours</p>	 <p>Get some modifications on the reports (CRs) - 1</p> <p>0 Hours</p>	 <p>Test existing excel templates</p> <p>2,50 Hours</p>	 <p>Fix templates</p> <p>6,00 Hours</p>	 <p>Get some modifications on the reports (CRs) - 2</p> <p>0,50 Hours</p>
 <p>As saas user, make sure tenforce mails are not spam</p> <p>Story Points:3 15,50 Hours</p>	 <p>Update the SupportForce applications</p> <p>0 Hours</p>	 <p>Change the "From Address"</p> <p>5,00 Hours</p>	 <p>Change the "Reply-To Address"</p> <p>1,50 Hours</p>	 <p>Add the user in the mailbody</p> <p>0,50 Hours</p>
 <p>SUBS-APP: As pmScrum.com visitor, be able to navigate to subscr. appl.</p> <p>Story Points:0 0 Hours</p>	 <p>add susbscription.app to pmscrum.com (production)</p> <p>0 Hours</p>	 <p>Change the label for "Reply address for automatic emails"</p> <p>0,50 Hours</p>	 <p>Add the "on-behalf-of" header</p> <p>8,00 Hours</p>	
 <p>[do not touch] SUBS-APP: As pmScrum.com visitor, be able to navigate to subscr.</p> <p>Story Points:0 0 Hours</p>	 <p>upgrade saas?</p> <p>0 Hours</p>			
 <p>As pmScrum visitor, be able to login to a demo/demo site</p> <p>Story Points:3 4,00 Hours</p>	 <p>get database bak file of demo instance</p> <p>0 Hours</p>			





# #4: Get a room! (and a tool)



# #5: Just do it!

**FROM**



**TO**





## Facts and Figures 2

**Project busy for 7 months, without code**  
**First sprint started 3 wks after arrival**

**+/- 5000 md / 2.5 m € budget**  
**+/-65% of total budget on Scrum**

**Started with 263 stories**  
**48 additional stories delivered**  
**37 stories removed from original scope**  
*(without changing the budget and time!)*

Questions?

Can we consider this story done?

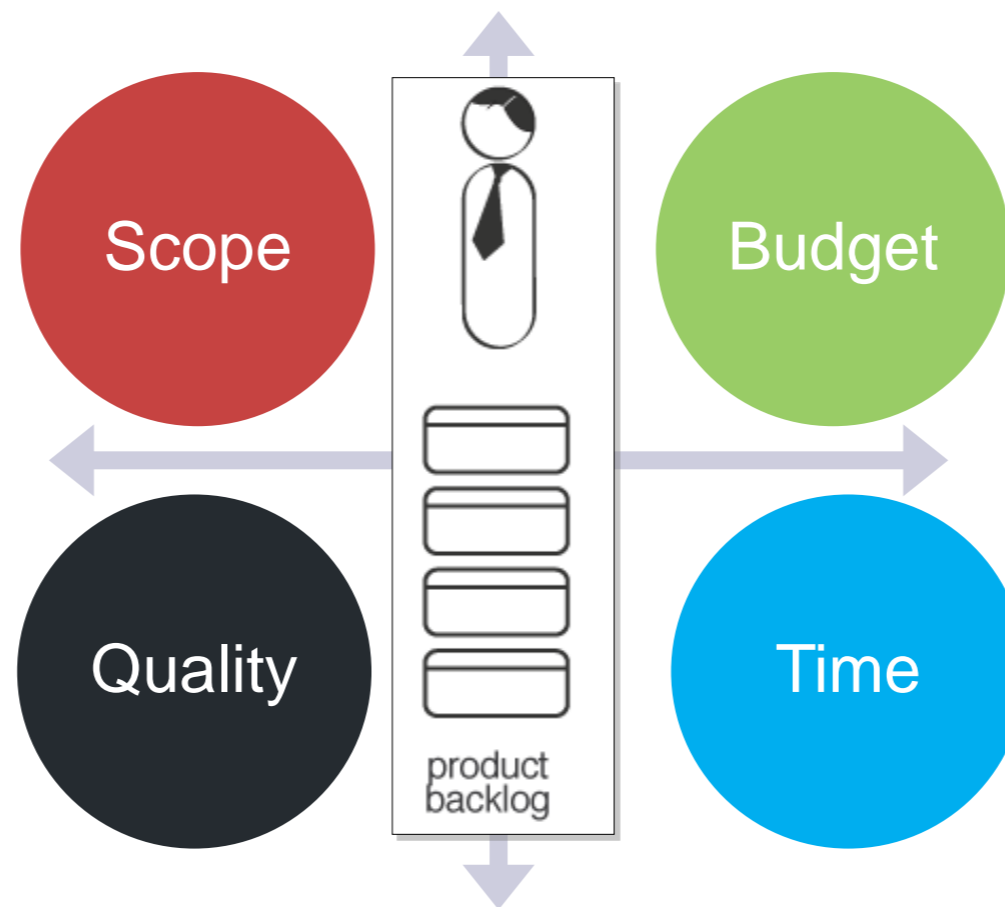


# Agile contracts

- How to break free from fixed price, fixed scope, fixed time, fixed quality contracts
- 2 options we used on our projects
- And some additional possibilities

# The change request change

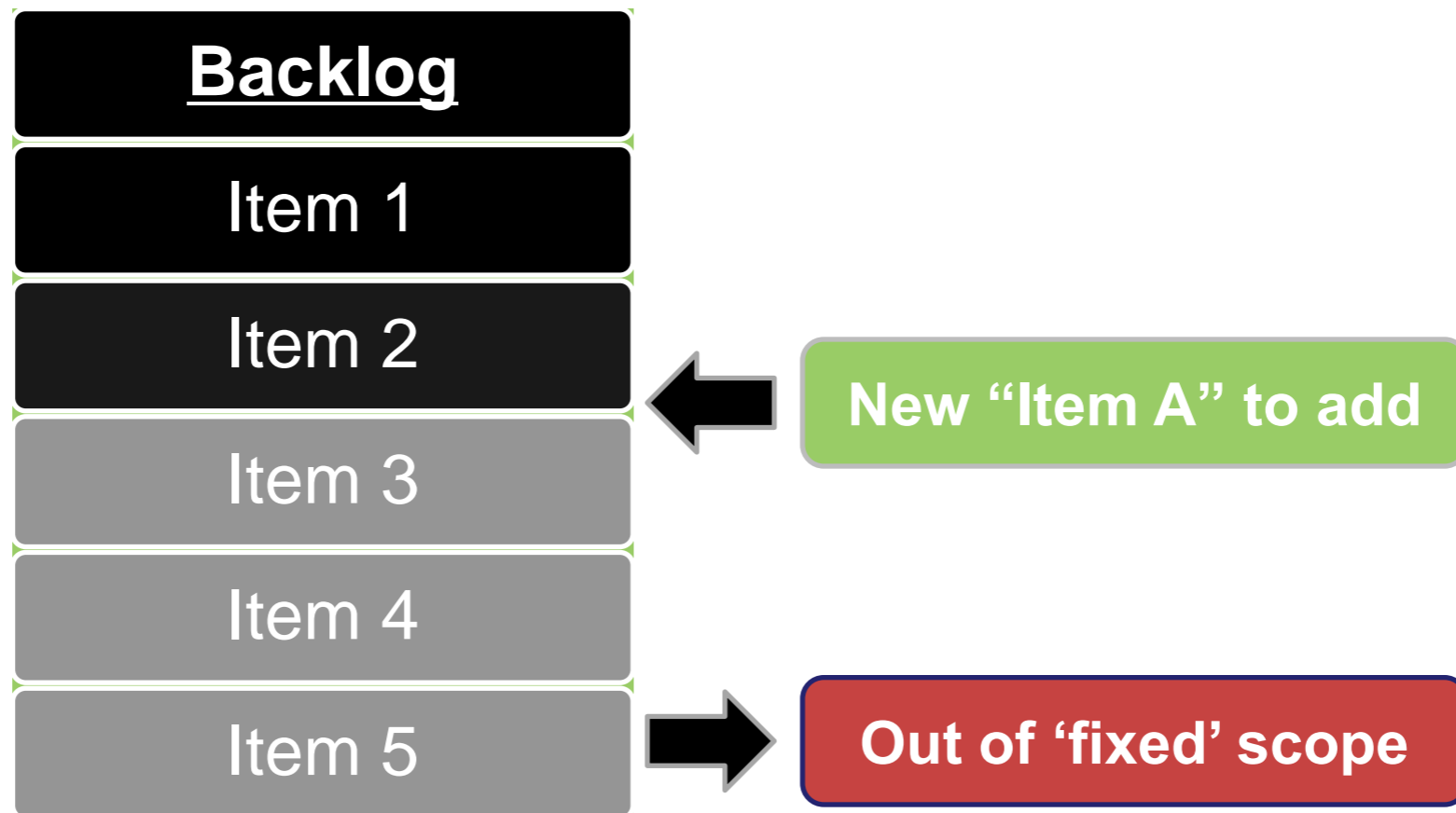
#1 ask for a "classic FP" on your current backlog





# The change request change

#2 Change the "CR" section in the contract



# The change request change

#3 Result

## Classic fixed price contract with variable scope

### ***5.2 Change Request Handling***

[Redacted] will work on the sprints as planned by [Redacted]. If an additional request is made and is prioritized in the list of requirements; this request is added to the scope of the projects. However in such a case [Redacted] will remove a lower priority requirement or requirements from the scope to ensure that the overall amount of effort remains as previously agreed. If such a request is made then such a request must be fully documented and both parties must sign off the CR. A CR Log will be created and all CR's will be logged, even if the CR has NO fiscal or date impact. When a hard copy CR is generated then the CR log can be added to the hard copy for contractual and legal purposes.

### ***5.3 Change Request Planning***

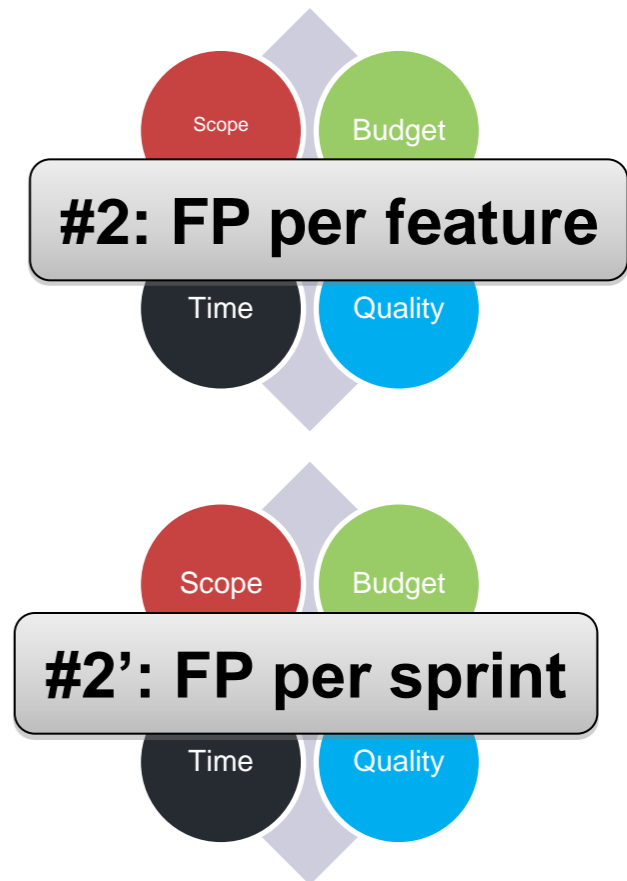
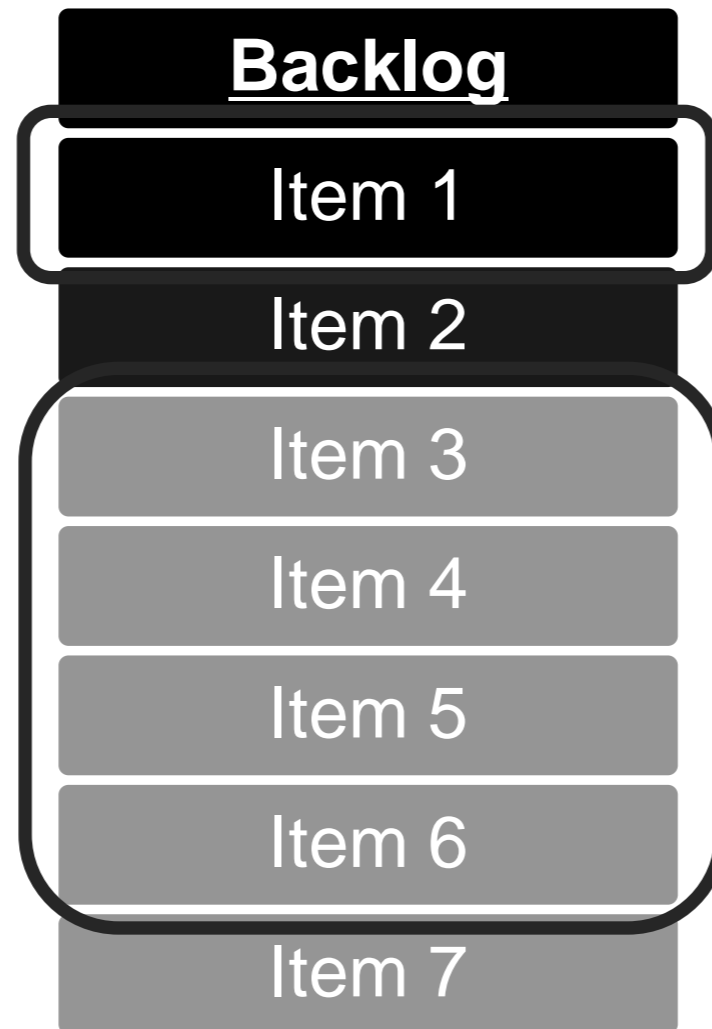
[Redacted] will plan any changes and/or amendments and/or additions in the Sprints in consultation with Infosys Management Representative and assign work to the [Redacted].

# Fixed price per <something>

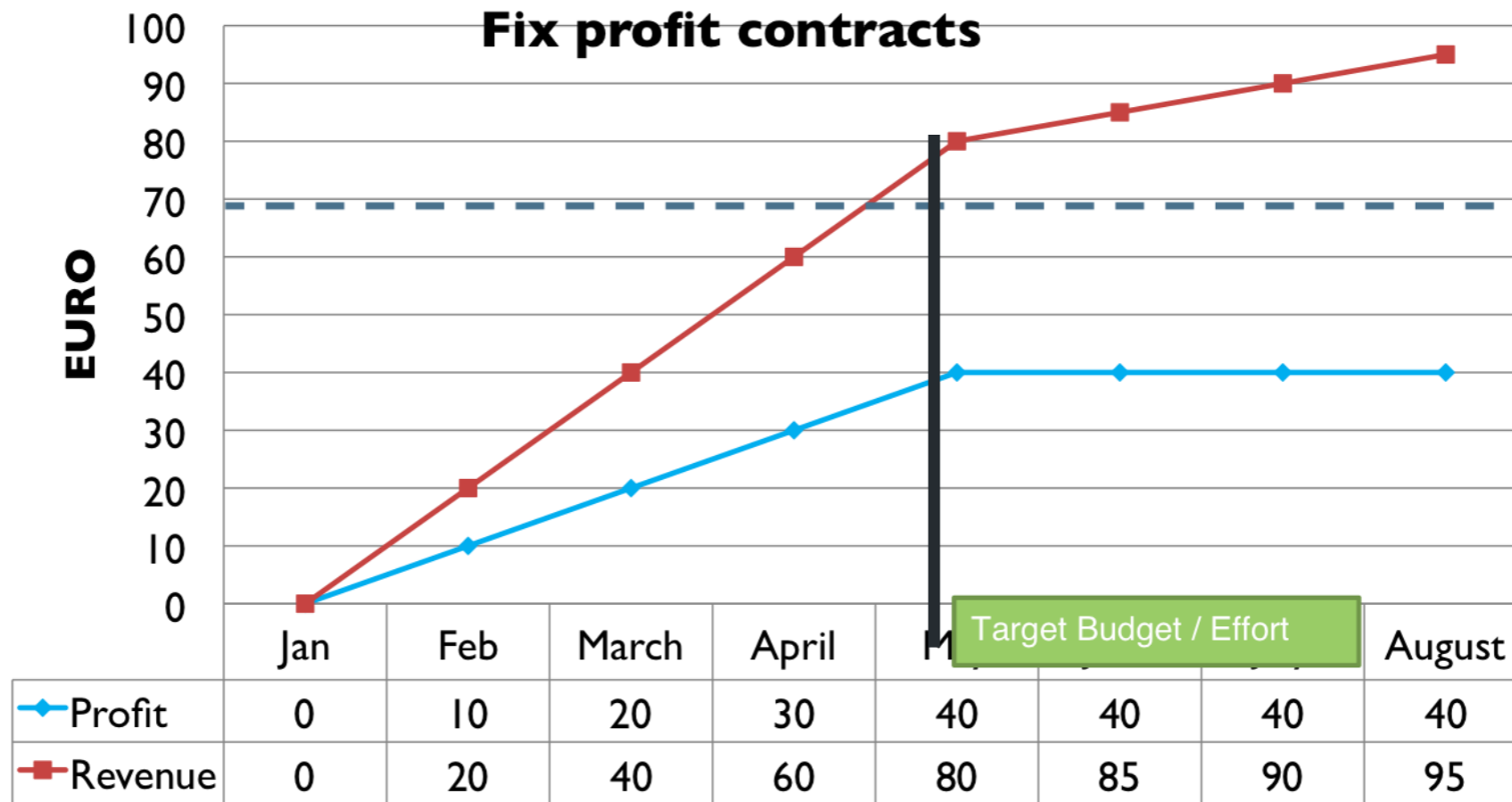
## #1 Classic FP

estimate for  
•Time,  
•Budget  
•Scope

“Framework contract”



# Fix profit





# Other possibilities

Money for nothing, changes for free

Capped budget alternatives:

*With fixed scope*

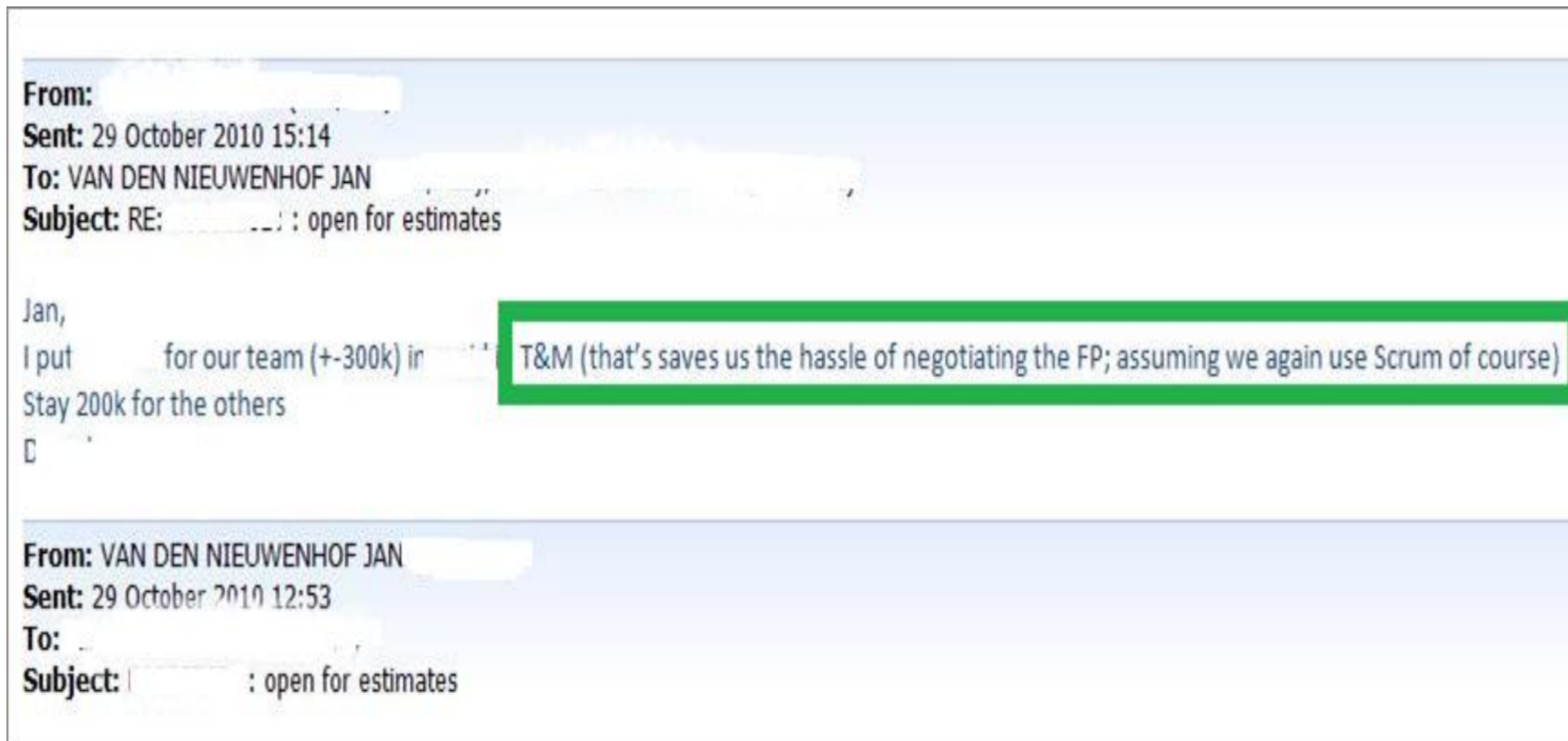
*With variable scope*

Resources:

Jeff Sutherland

Peter Stevens

## After our first Scrum project...



Questions?

Can we consider this story done?





Thank you

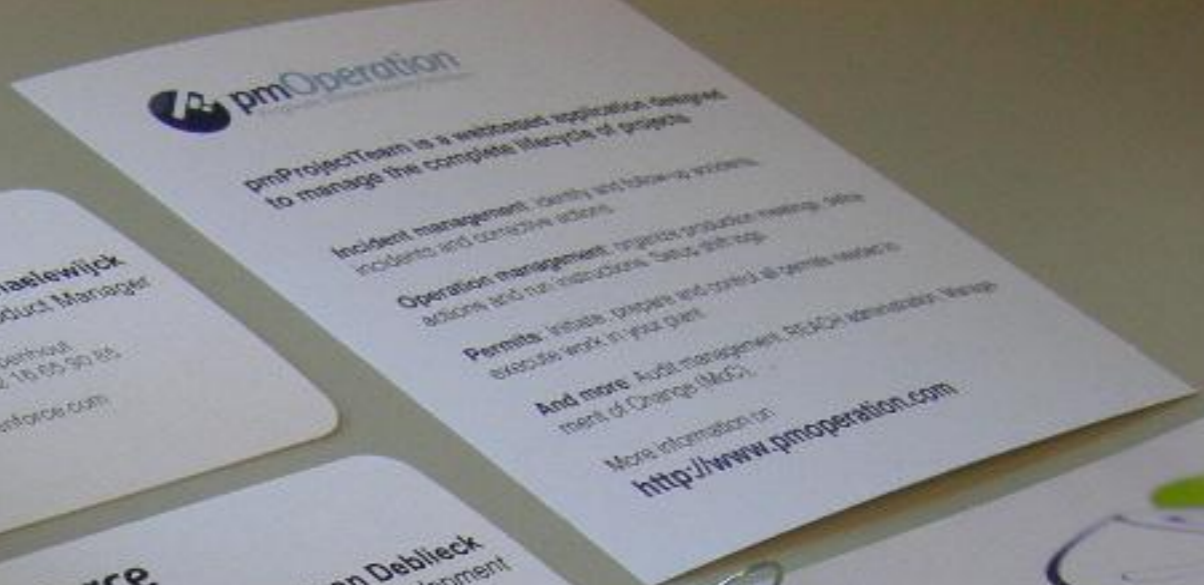
# TenForce software products







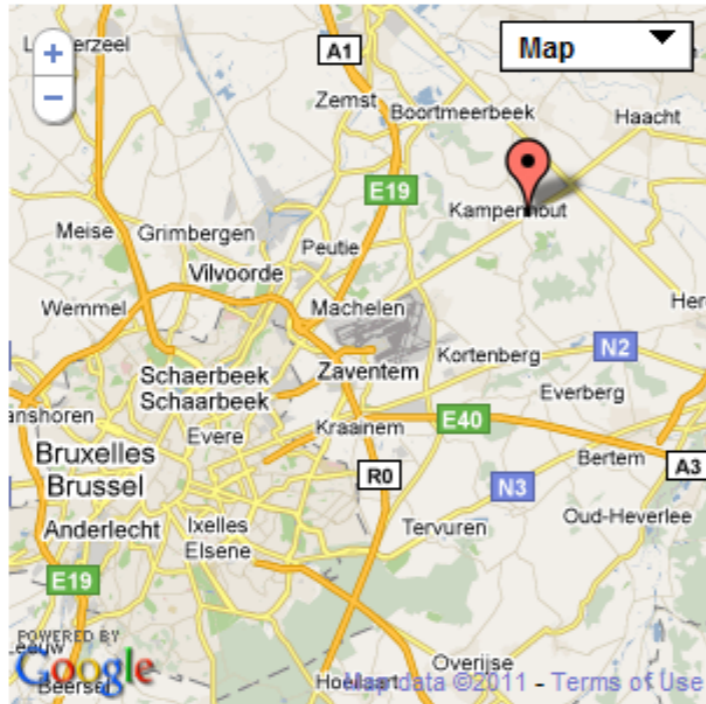
presentation slides at  
www.pmscrum.com





Backup slides

## Contact Us



### TenForce - Belgium

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1910 Kampenhout - Belgium  
[info@tenforce.com](mailto:info@tenforce.com)

Tel: +32 (0)16 31 48 60  
Fax: +32 (0)16 65 90 85

# What is Semantic Technology

## **Web standards to manage data**

In fact we should say “Semantic Web Technology”, quite a mouthful!

In short, Semantic Technology refers to a set of web standards like RDF, OWL and SKOS, governed by W3C. We apply these standards in web as well as non-web environments.

Because we believe it brings solutions that were not possible before in the domain of Data Management.

# What is Semantic Technology

## Basic principle

The basic principle of Semantic Technology is to encode the meaning of data separately of the data itself.

The meaning – or semantics – is captured in a model, typically an ontology. This model offers a kind of dictionary of how to understand the data.



Wolters Kluwer



European Union



Sanoma



St. Jude Medical



Pragmatic  
for a  
reason