

B3 GROUP

Integrity. Innovation. Collaboration.





Using LEAN Portfolio Management to Enable Agile Acquisitions

Presenter: Kevin D. Rice, COO
Date: September 16, 2020n

Agenda

- B3 Group Overview
- The Agile Mindset
- Waterfall versus Agile
- *Poll #1: How many of you already using an Agile framework?*
- Why Agile?
- Lean Portfolio Management
- *Poll #2: What stage are you in the Agile process?*
- Agile Roadmap – Key Milestones
- *Poll 3: What word would you use the ROI for Agile methodology?*
- Re-Defining ROI to ROA
- Digital Transformation Center (DTC) Contract
- Success Stories
- Finding the True North
- Questions
- Resources

2020
Fastest Growing
Company
As recognized by
INC
5000

2020
#9 Largest
Veteran- Owned
Business
Washington
Business Journal

2020
Fast 75
Award
Washington
Business
Journal

2020
GovCon Project
of the Year -
"DTC" Finalist
SECAF

2020
#1
Fantastic 50
Overall Growth
NOVA
Chamber

2020
Entrepreneur
of the Year
"Finalist"
Ernst & Young

B3 Core Values



Integrity

We say what we mean, mean what we do, and do what we say.



Innovation

We challenge the status quo, approach problems as an opportunity and drive creativity in our solutions.



Collaboration

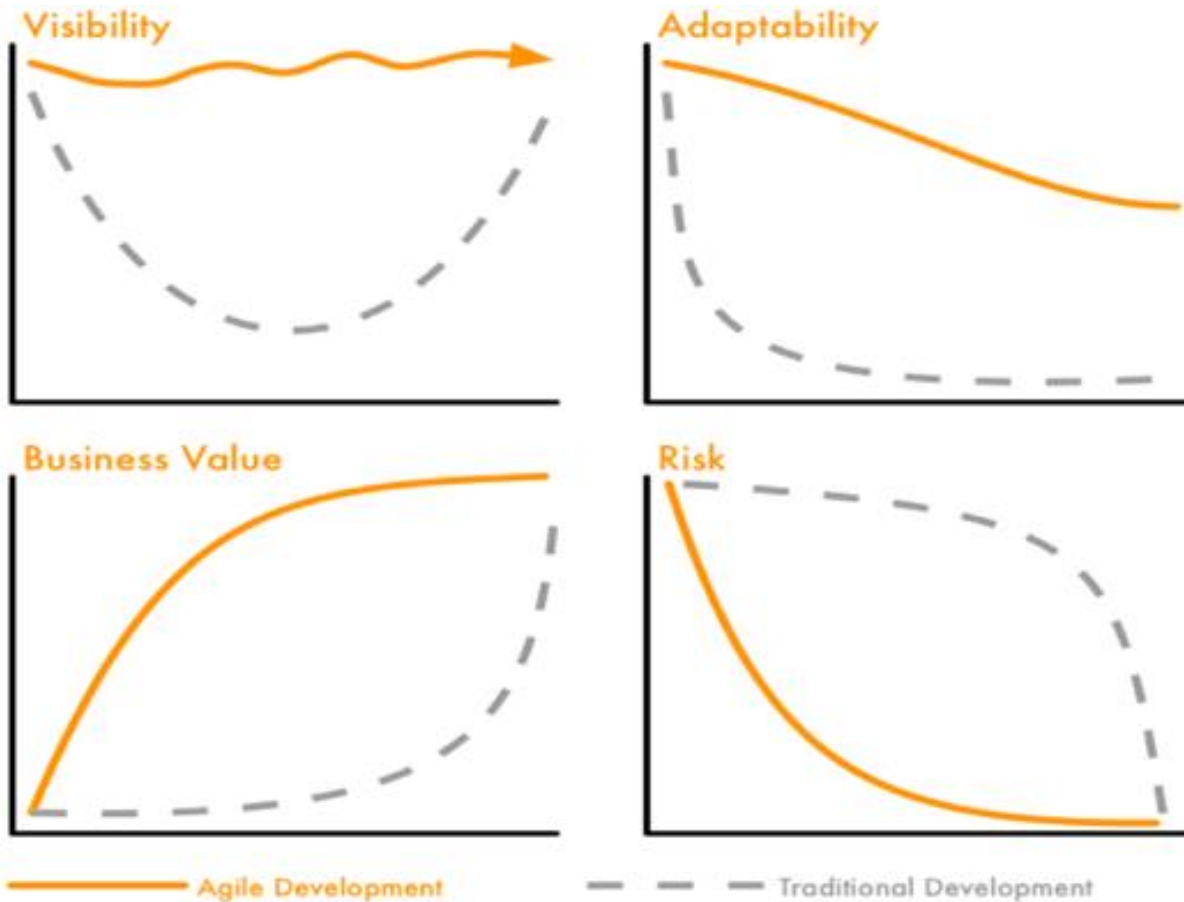
Our coming together is a beginning, our building together is progress, our growing together is success.



B3 Mission Statement

We believe in servant leadership – our concept of collaborating with others does not begin with leading, it begins with service. We learn an organization’s culture, strengths, and weaknesses, in order to better serve its needs. Our desire to serve acts as the root of trusted leadership.

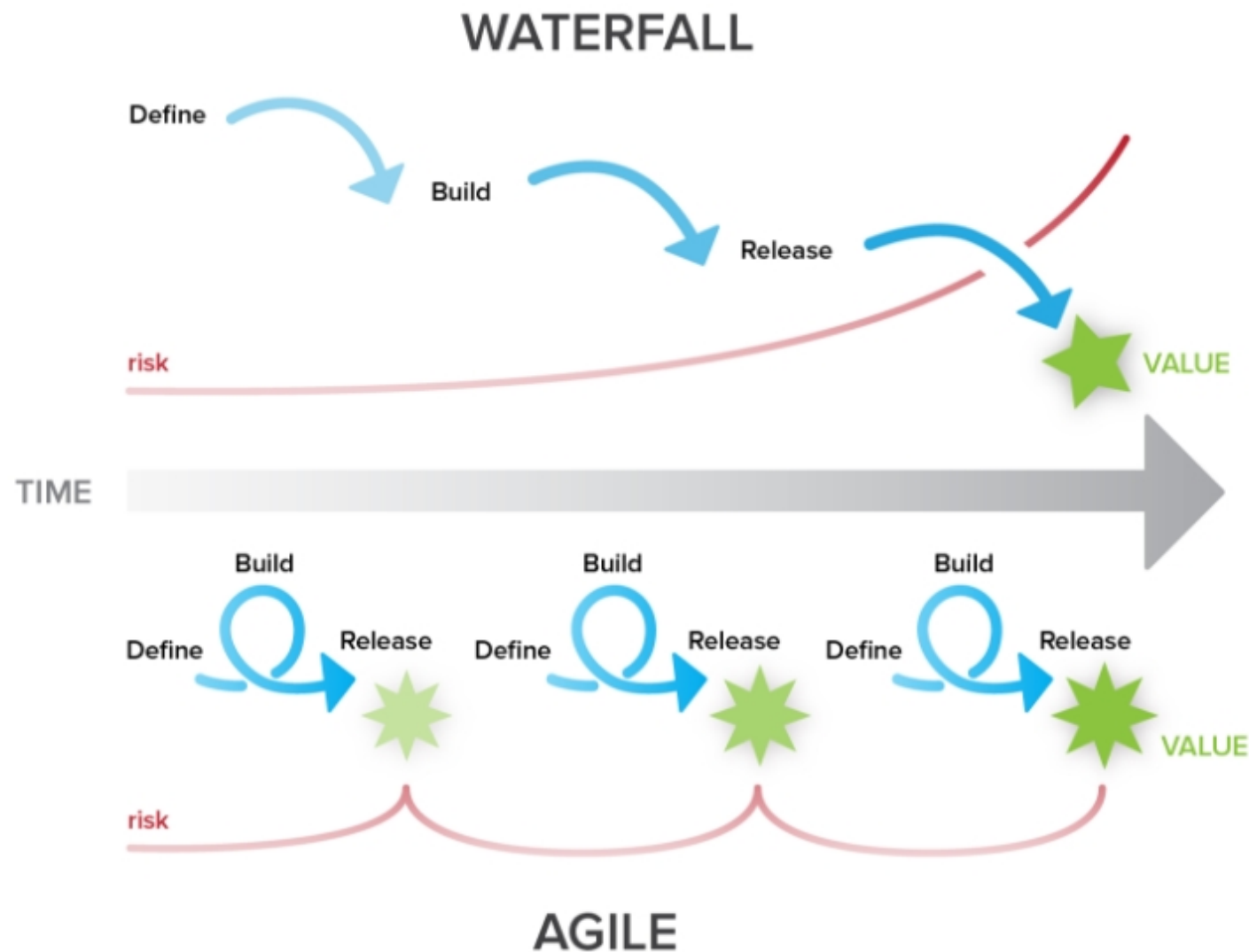
The Agile Mindset



This shift – to Agile – involves the constant incremental delivery of business value which reduces risk and allows rapid response to an ever-evolving environment.



Waterfall Versus Agile

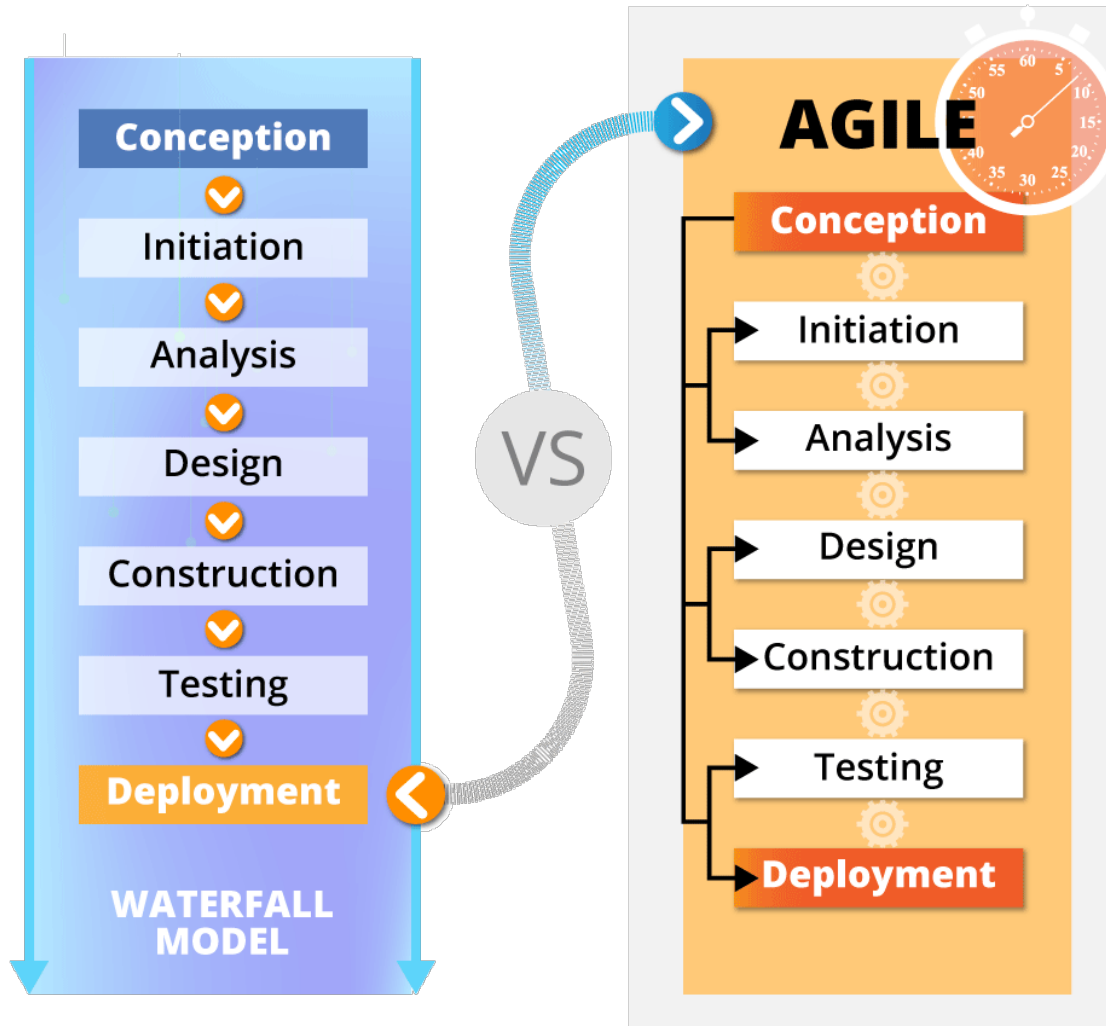


Benefits:

- ✓ Innovative approach
- ✓ Saves time and money
- ✓ Redefines business value
- ✓ Allows for forecasting
- ✓ Engages team
- ✓ Offers flexibility

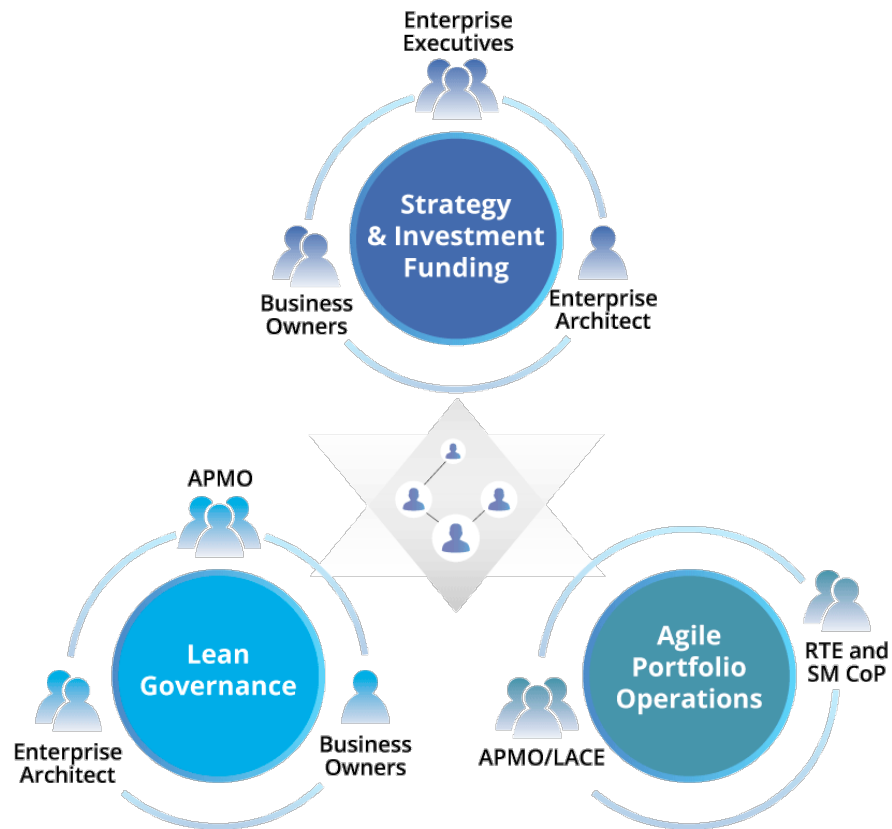
How many of you are already using an Agile framework?

Why Agile?



- Provides business values earlier and more efficiently than waterfall
- Creates a culture shift as Agile becomes part of an organization's DNA
- Helps the organization mature and evolve to sense and respond to change, with greater speed and transparency
- Provides flexibility to quickly adopt to market changes
- Increases overall Flow, Predictability, Customer Satisfaction, and Time to Value

Lean Portfolio Management



3 Dimensions of Lean Portfolio Management:

- **Strategy & Investment:** Funding ensures the entire portfolio is aligned and funded to create and maintain the solutions needed to meet business targets.
- **Agile Portfolio Operations:** coordinates and supports decentralized program execution and fosters operational excellence.
- **Lean Governance:** is the oversight and decision-making of spending, audit and compliance, forecasting expenses, and measurement.

Poll #2 Transition from Waterfall to Agile

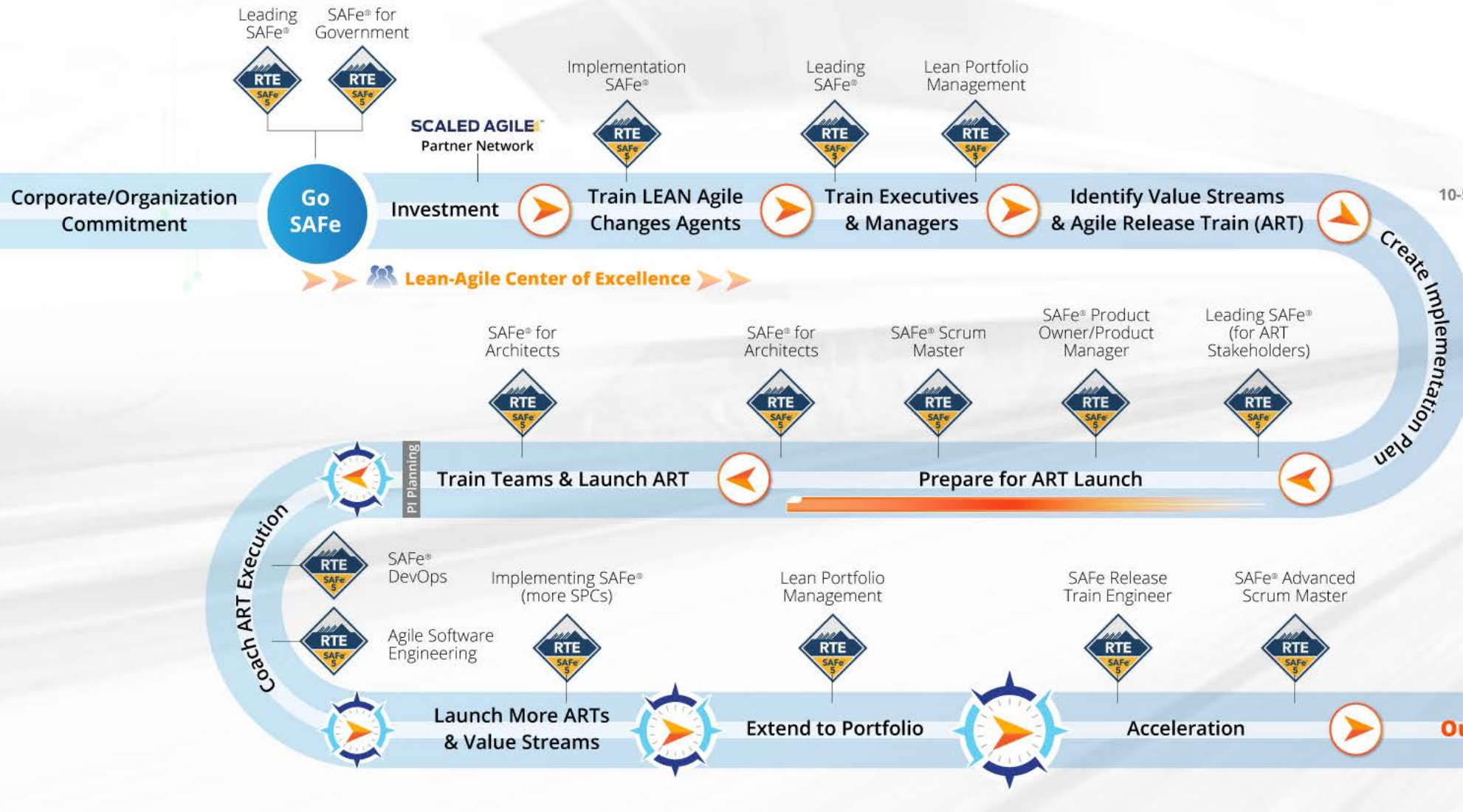
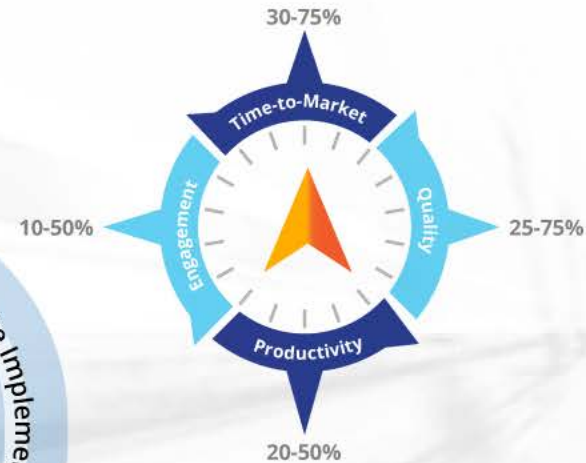


What stage are you in the Agile process?

Agile Roadmap – Key Milestones



Business Results



Poll #3 – Define ROI in Agile – Word Cloud



What word would you use to describe the ROI for Agile methodology?

Re-Defining ROI to ROA



Determine Metrics

- Diff between data and actionable intelligence



Evaluate Investment

- Determining where to invest; Baseline, adjust, pilot or persevere



Measure Return on Assets (ROA)

- Based on performance and efficiency



Reassess Frequently

- Time and cost



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VA Digital Transformation Center (DTC) Task Order



Solution: VA can accelerate IT delivery with an environment that enables OIT to leverage the benefits of the Cloud “as a service” software marketplace.

2020 updates to this model include:

- A One-Team Philosophy
- Empowered, Product-focused PSF Staff
- Updated, Scalable Contracts
- Universal Operational Accountability

Elements of the DTC Environment:

-  Platform Management and Governance
-  Reusable ATOs
-  Reusable Products, Components, and APIs
-  Reusable Implementation Contracts
-  Streamlined Licensing
-  Agile and DevOps Focus

Outcomes



	Traditional VA Development*	Salesforce (2017-2019 data)	Salesforce Acceleration
Initial Product Deployments (median)	584 days	92 days	635%

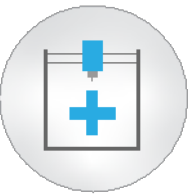
PaaS @ VA Customer Results Example: *COVID-19 Salesforce 3D Printing Portal*



- **Business Problem:** Interagency response coordination is needed between VA, the National Institutes of Health (NIH), and the Food and Drug Administration (FDA) to determine the best course of action for 3D printing options during the COVID-19 pandemic.



- **Solution:** A Salesforce Communities-based portal that connects patients and healthcare providers, local manufacturers, and designs for medical products needed for COVID-19 care.



- **Impact:** Enables inter-agency personnel to coordinate the printing of critical supplies needed to combat COVID-19 (i.e., masks, ventilator parts, shields, test swab sticks, etc.).



- **Time to Value:** The solution was built and deployed within ~3 days using the Salesforce Platform.



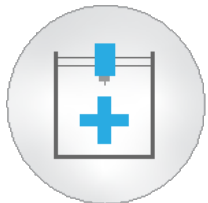
SaaS @ VA Customer Results Example: VA/White House Hotline (WHHL) VACO Salesforce Module



- **Business Problem:** Part of the President's mandated VA Modernization reform, the VA was tasked with developing a 24/7 call center in less than three months.



- **Solution:** Provides Veterans, Veteran family members, dependents, caregivers, and other constituents with the information and answers they seek regarding VA care, benefits, and services.



- **Impact:** The hotline has an average wait time less than 9 seconds with an average call time of 15 minutes. There have been hundreds of thousands of cases created with over 94% of them being closed to date.
 - **Users:** 200 Call Center Agents, Administrators, & Supervisors



- **Time to Value:** The solution was built and deployed within ~44 days using the Salesforce platform.

Finding the True North



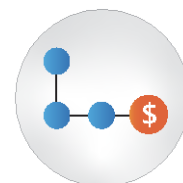
Thought Leadership:

- Organize and reorganize around value
- Continue to focus on eliminating waste and delays
- Create a culture of relentless improvement



Positive Disruption:

- Eliminate the stagnant model.
- Tap into your employees' passions
- Learn and embrace that failure isn't bad.



Cost Benefits:

- Develop a portfolio roadmap
- Consider strategy and investment
- Connect Lean Portfolio management to enterprise strategy & business objectives



Acquisition Structure - Deliver Time to Value:

- Focus on small, frequent capability releases
- Respond rapidly to changes in operations, technology, and budgets
- Actively involve users throughout development to ensure high operational value



Finding the True North



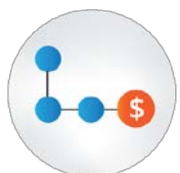
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Questions?

Resources



- Erik Rothwell, B3 Director of Technology, erik.rothwell@b3groupinc.com.
- www.scrum.org
- www.scaledagile.com

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