

Agile Economics

• Budgets •

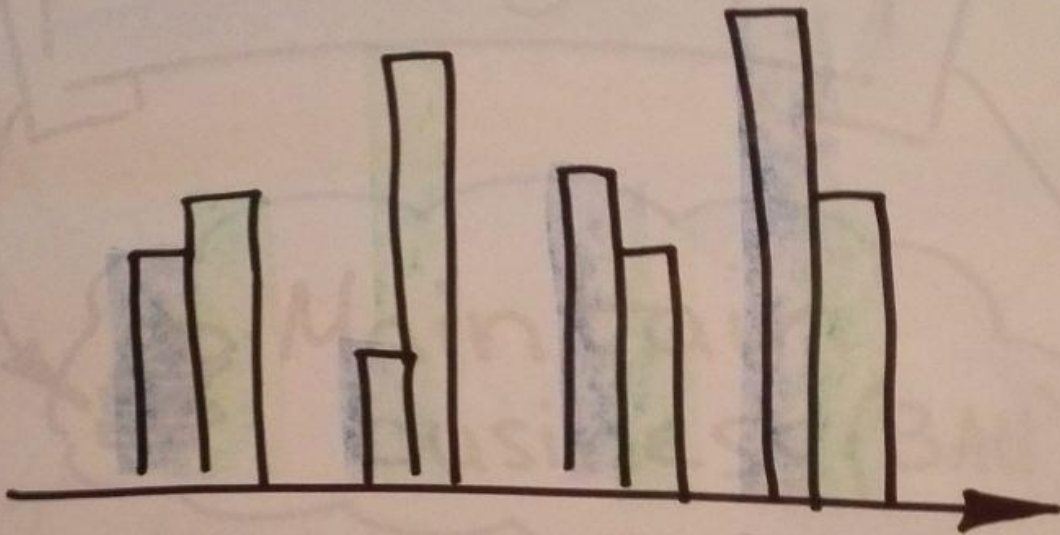
• Contracts •

• Capitalization •



= Pavel Dabrytski =

Budget



VS.



Budget

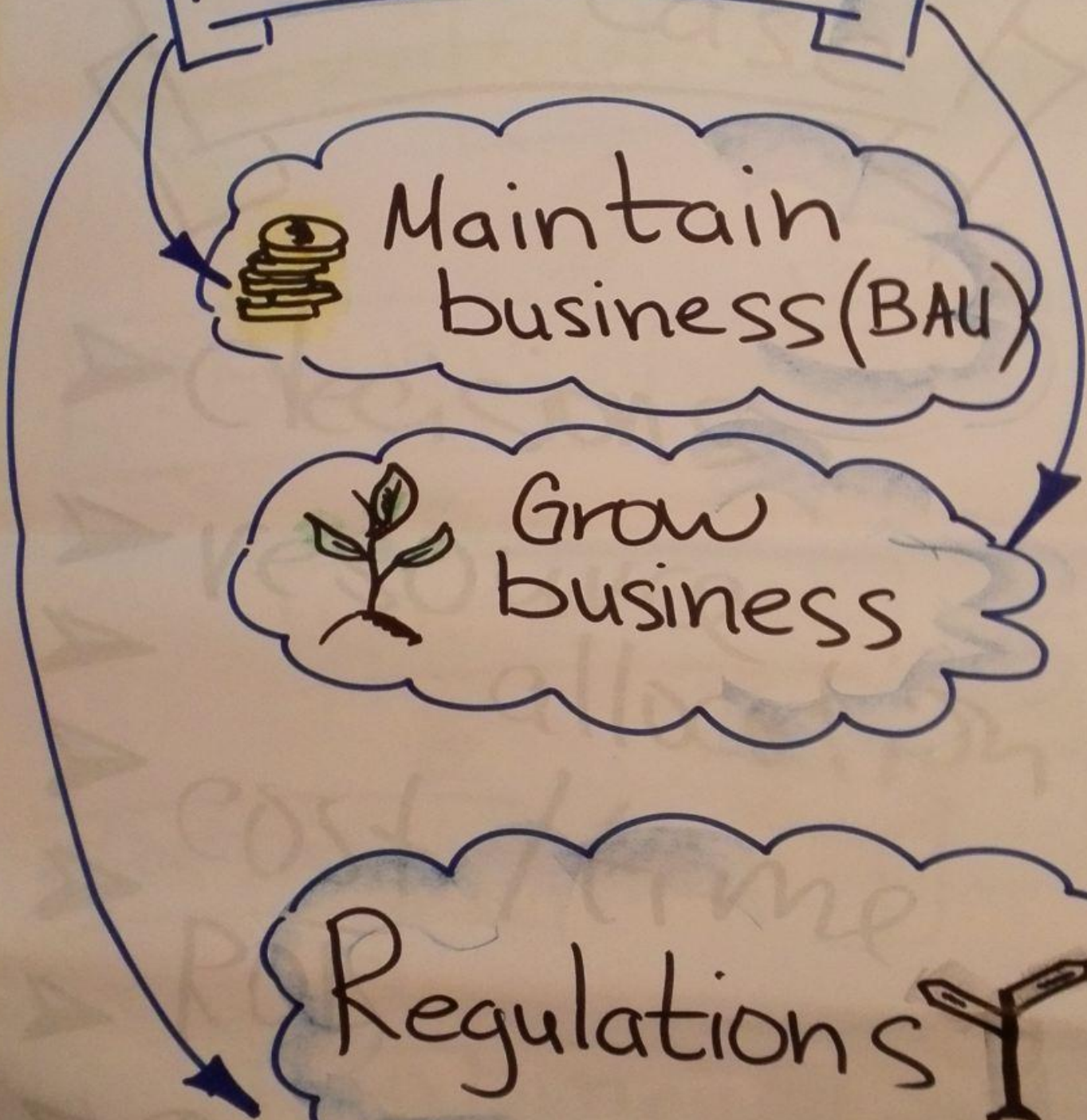
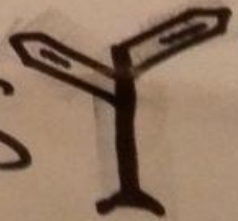


Maintain
business (BAU)



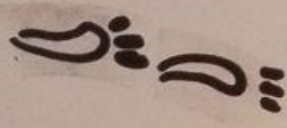
Grow
business

Regulations



Business Case

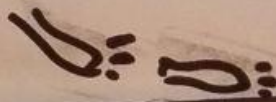
- ▶ Decisions
- ▶ resource allocation
- ▶ cost / time
- ▶ ROI
- ▶ scope



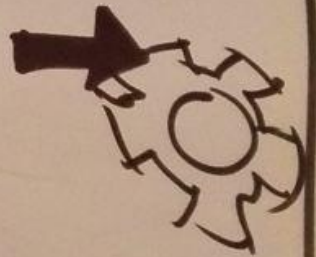
concept



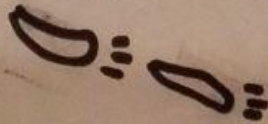
analysis



development

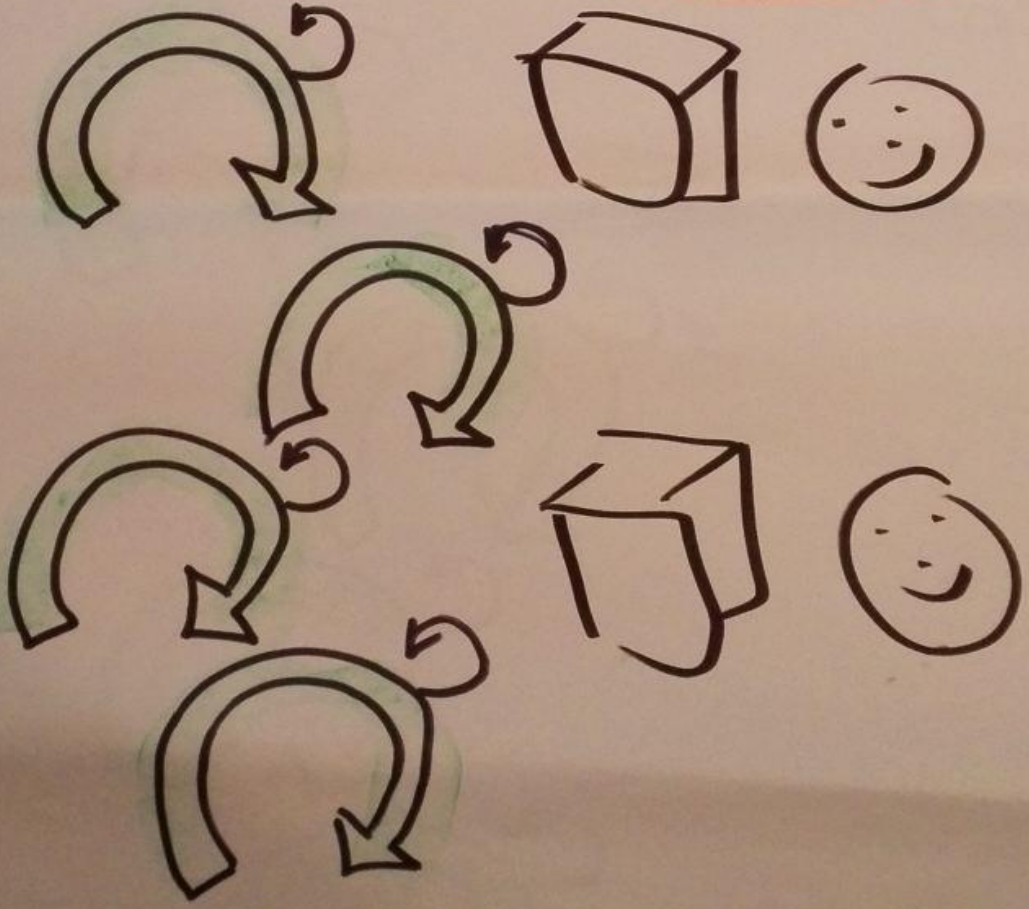
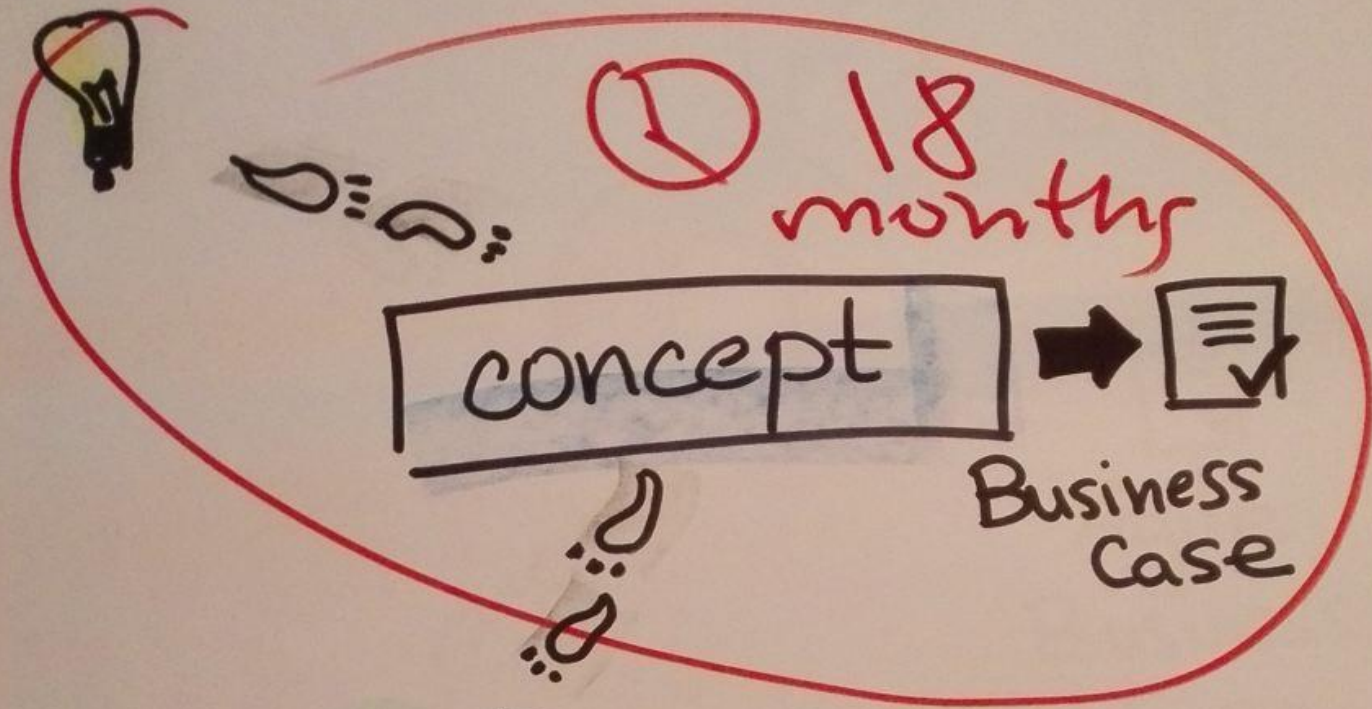


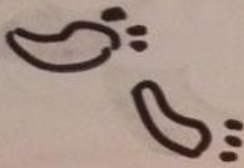
testing



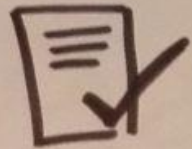
Implement



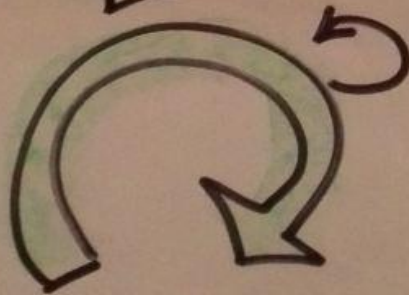
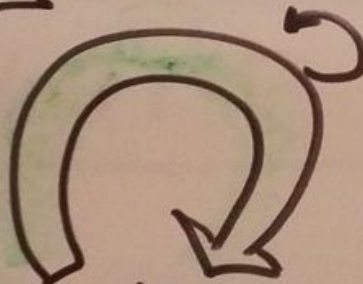
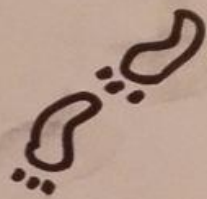




lift off

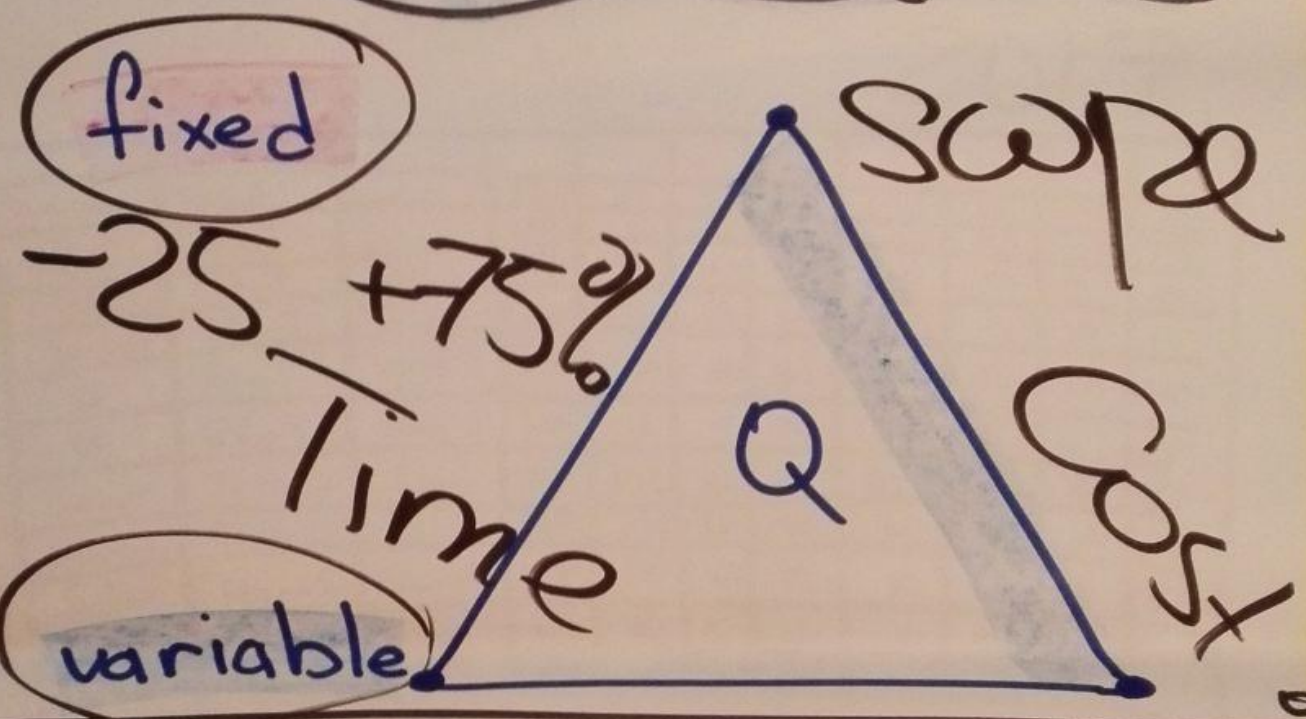


Agile
Business
Case



1 flip the triangle

waterfall =



fixed time cost

variable scope

2 Simplify your inputs

2017

1											
2	Developer	Team A	Arvis	R450	23	35	45	64	64	66	20
3	Tester	Team A	Anbar	R350	10	10	10	10	30	64	20
4	Tester	Team B	John	R550	160	160	160	80	80	80	80
5	Developer	Team B	Jane	R600	10	10	10	10	10	10	10
6	BA	Team C	Chris	R475	10	160	160	160	160	160	160
7	BA	Team C	Bongani	R750	18	18	36	18	36	18	25
8	Developer	Team D	Juliette	R47	160	160	80	80	80	80	80
9	Developer	Team D	Bolita	R350	160	160	40	40	40	40	40
10	Tester	Team D	Staat	R550	160	160	80	80	80	80	80
11	BA	Team D	Chris	R550	160	160	28	80	28	28	80
12	BA	Team E	Chary	R500	160	160	28	80	80	80	80
		Team C									

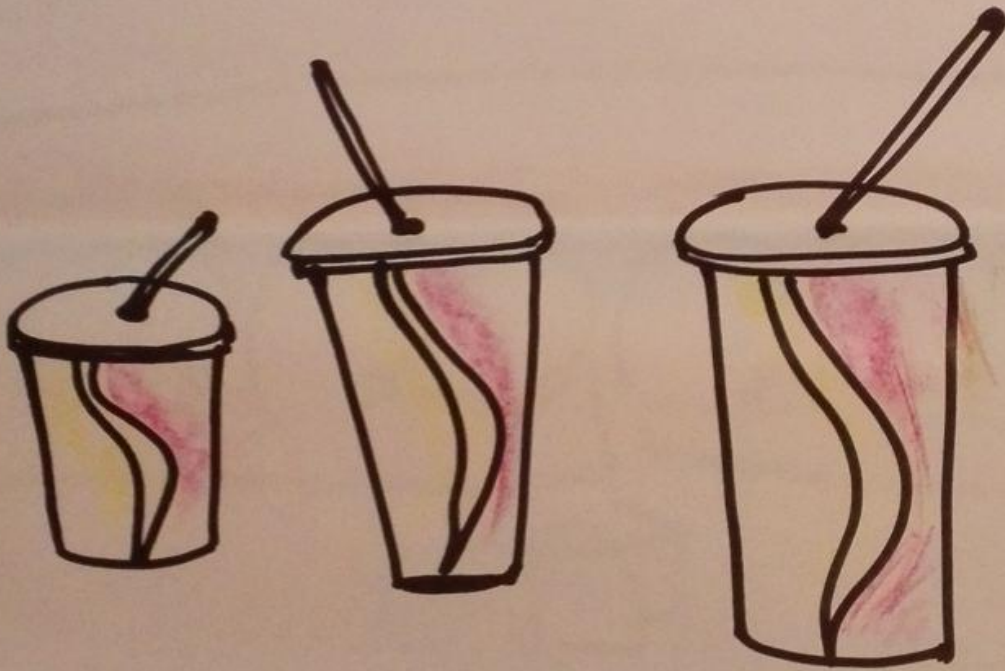
Sprint



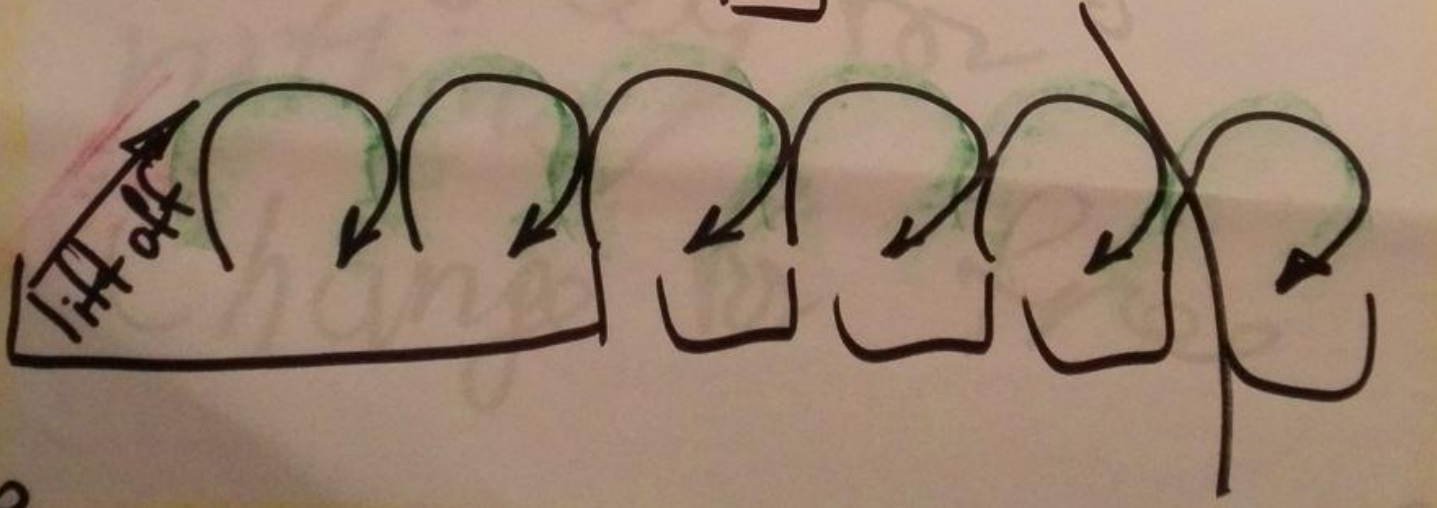
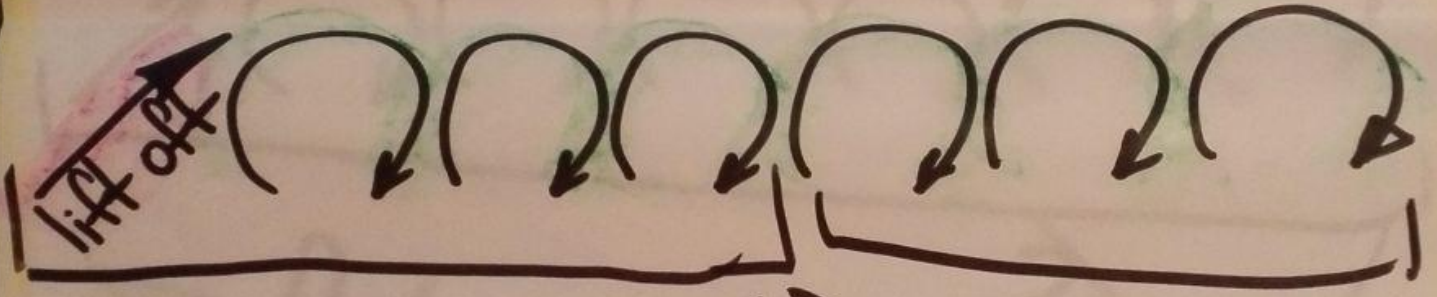
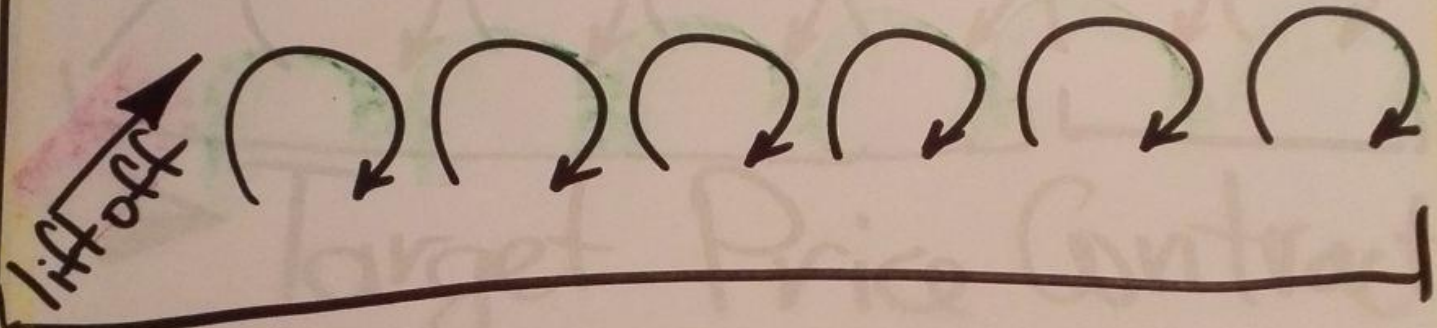
Dev	R 400	+
		+
		+

R256,000

Infrastructure



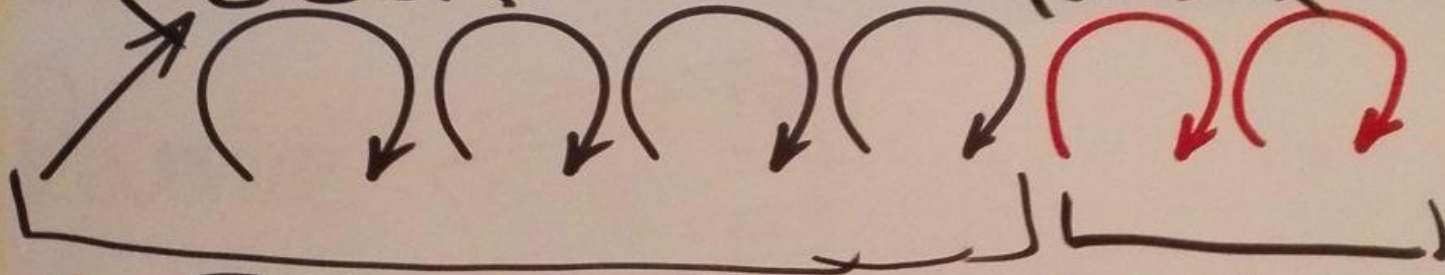
Agile Contracts



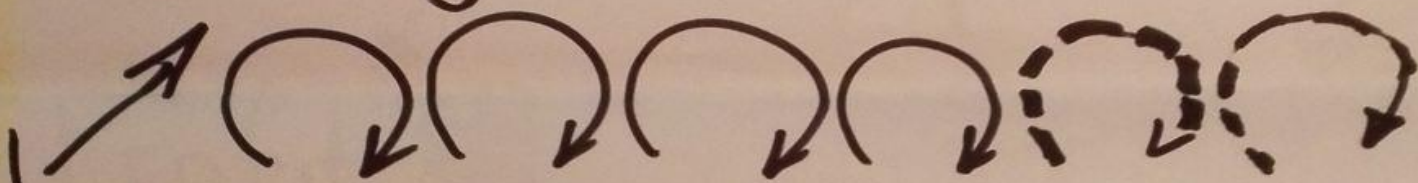
Fixed Profit

R250K

R140K



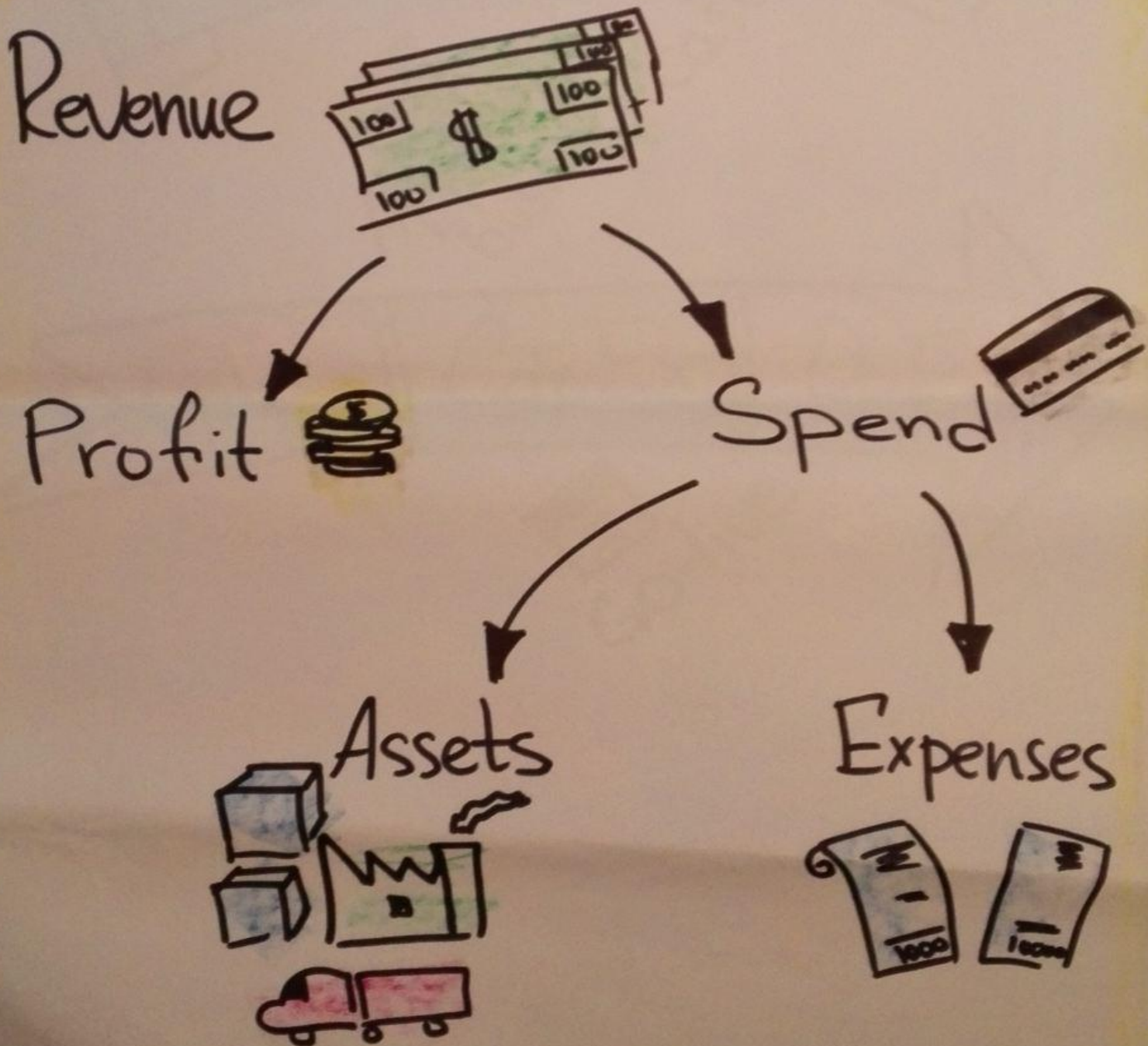
Target Price Contract



Money for ~~nothing~~

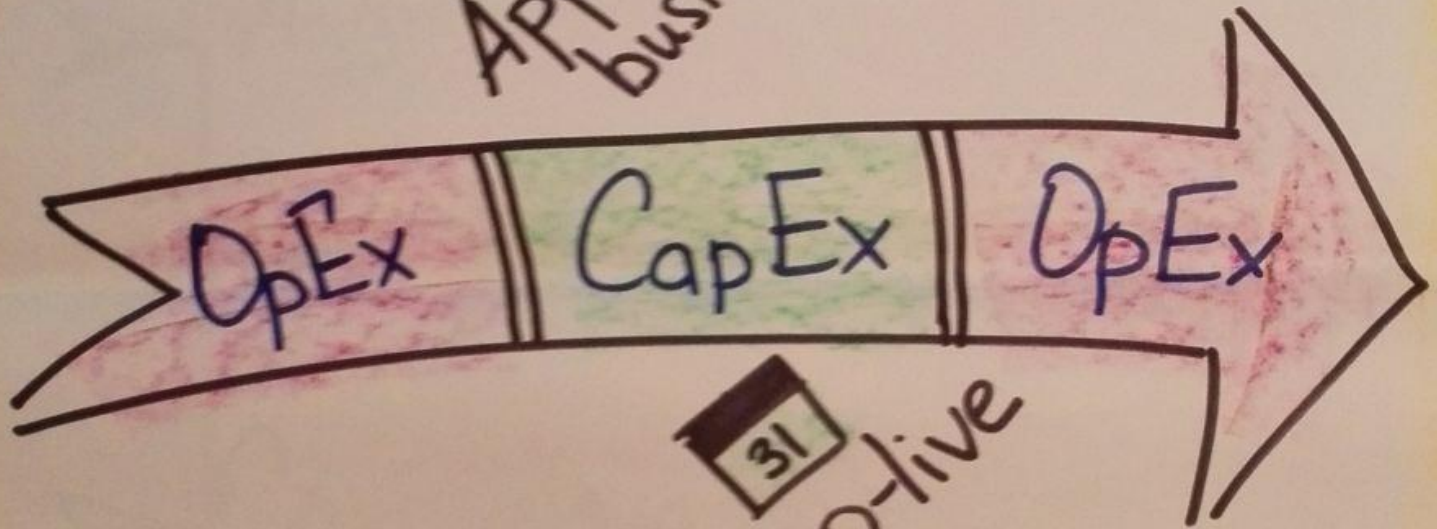
Change for free

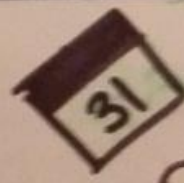
Capitalization



Capitalization in waterfall

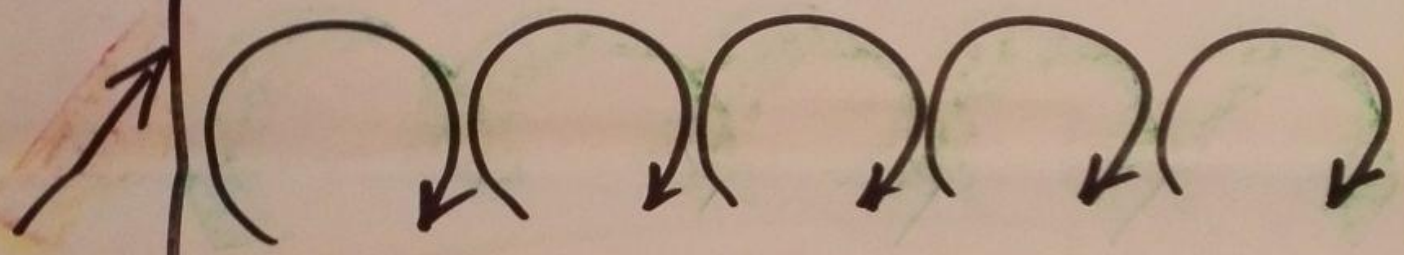
 Approved
business case



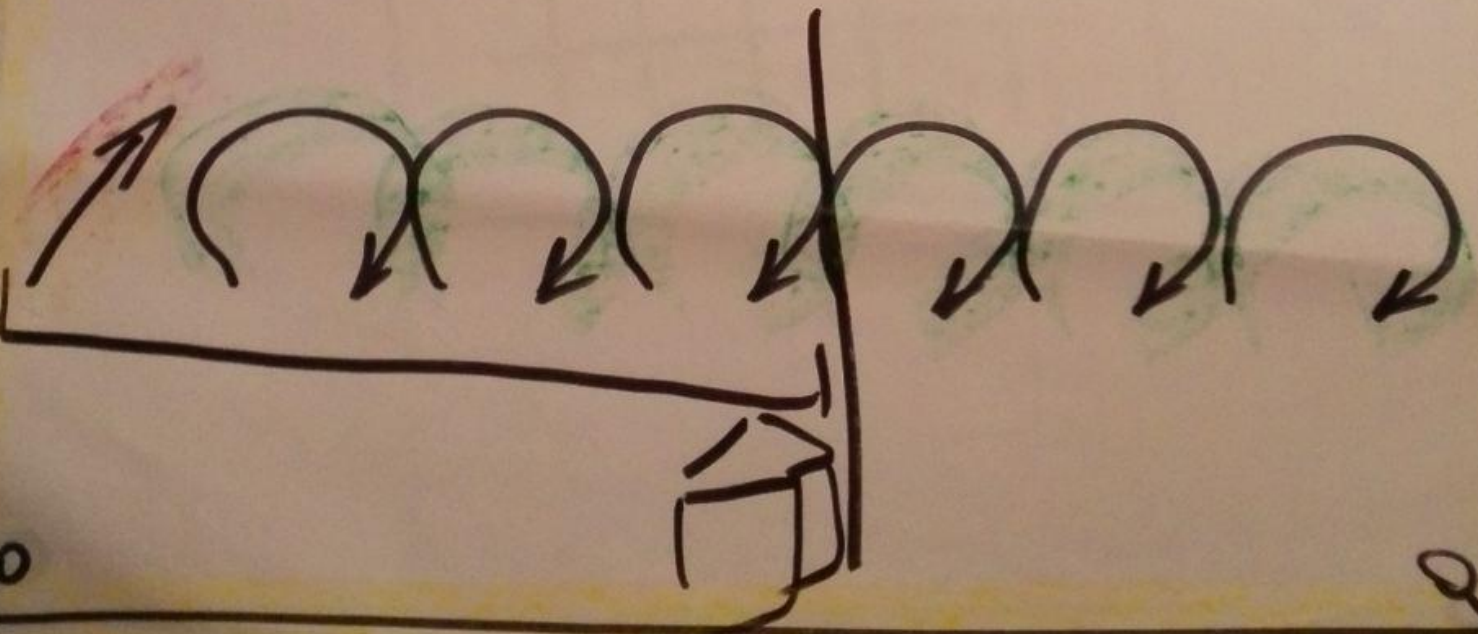
 GO-live

Capitalization in Agile

Aggressive



Conservative

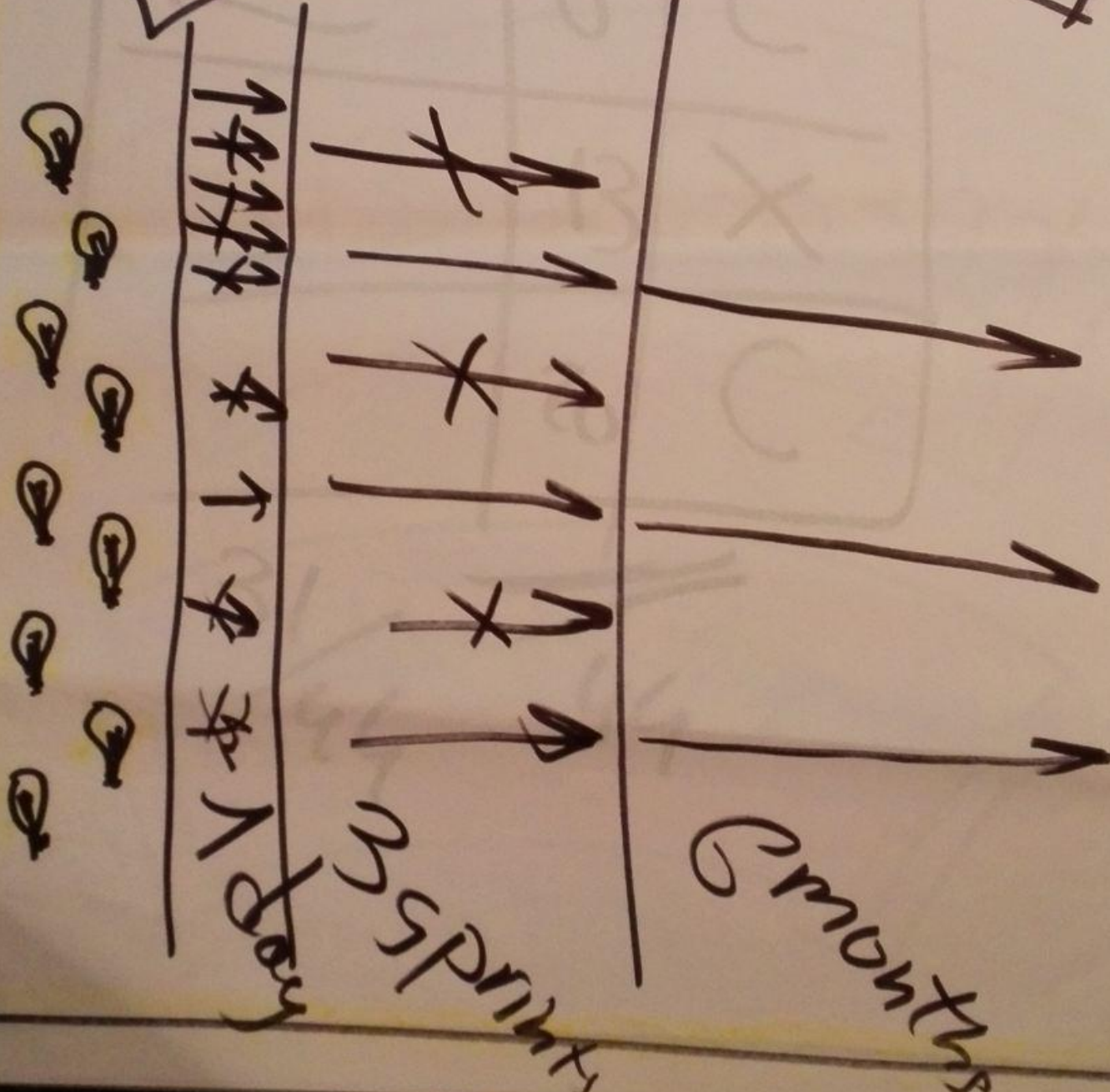


≡	3	C
≡	8	C
≡	13	X
≡	20	C

$$\frac{31}{44}$$

$$\frac{\quad}{44}$$

Lean start-up



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