

RefineM

Double the Speed of Delivering Value to Customers

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CEO/Enterprise Agile Coach

www.RefineM.com



Agenda

Section	Topics
1	Introductions and Expectations
2	Why Double the Speed
3	5 Steps to Double the Speed in 8-12 Weeks
4	Quiz
5	Conclusion, Q&A



Helping organizations achieve excellence in delivering business outcomes within 8-12 weeks through Agile Coaching



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CEO/Enterprise Agile Coach @ RefineM since Dec 2011

- Agile Transformation/Coaching (IBM, Charter, Wells Fargo ...)
- Project Management/Process Improvement Consulting
- Project Management and Agile Training
 - ✓ PMP Exam Prep - <https://refinem.com/pmp-exam-prep-course-public/>
 - ✓ PMI-ACP Exam Prep - <https://refinem.com/pmi-acp-exam-prep-course-public/>
 - ✓ Agile Leadership - <https://refinem.com/agile-leadership-course/>
 - ✓ Self-Paced Online Training - <https://refinem.com/self-paced-online-trainings/>
- Product Creation for Project and Agile Professionals
 - ✓ Essential Gear for Project Managers - RefineM.com/products/essential-gear-for-project-managers/
 - ✓ PMP Exam Simulator - RefineM.com/pmp-exam-prep-practice-test/
 - ✓ Agility Assessment Tool - Agility.RefineM.com/
 - ✓ Videos – PMP and Agile - <https://vimeo.com/search?q=RefineM>

25+ years of successful Agile & Project leadership before Launching RefineM

- ✓ Successfully led hundreds of projects of all sizes using Waterfall and/or Agile
- ✓ Recovered many projects, saved millions of dollars
- ✓ Implemented numerous process improvements
- ✓ Coached/mentored hundreds of PMs and executives
- ✓ Board member of SWMO PMI Chapter (2008-2014)

Survey Question

What are your expectations for this webinar?
Why are you here today?

Go to [menti.com](https://www.menti.com) to answer

What's New at RefineM

Upcoming Free Webinar	Date
Double the Speed of Delivering Value to Customers for Projectmanagement.com	Apr

RefineM Products	Self-Paced Online Training
<u>Essential Gear for Project Managers</u> RefineM.com/products/	<u>Agile Fundamentals Self-Paced Course</u> RefineM.com/course/agile
<u>PMP® Exam Prep Test Simulator</u> Examprep.RefineM.com	<u>PM Fundamentals Self-Paced Course</u> Refinem.com/course/project-management-fundamentals/
<u>Agility Assessment</u> Agility.RefineM.com	<u>Agile BusReqs Self-Paced Course</u> https://vimeo.com/ondemand/refinembusreq
<u>PDU Bundle</u> https://vimeo.com/ondemand/refinempdus	<u>Backlog Grooming Self-Paced Course</u> Udemy.com/course/backlog-grooming-for-agile-requirements/

Why Double the Speed?

Doubling the speed helps to:

- Exceed customer expectations
- Develop positive relationships
- Prompt feedback
- Increase competitiveness
- Fosters innovation



5 Steps to DOUBLE the SPEED in 8-12 Weeks

01

IDENTIFY
CHANGE
LEADERS

- Identify a couple of change leaders who are committed and willing to lead the change.
- Ideally they should be internal from the team/organization that would like to DOUBLE the speed.

02

DISCOVERY

- Conduct a 2-day discovery workshop with key stakeholders and key team members to get alignment on problem space.
- Co-create the blueprint of the solution/ a fit-for-purpose operating model using Lean, Agile, and Design Thinking.
- Create 30-60-90 day Kaizen Plans (KPs).

03

DESIGN &
DEPLOY

- Design & deploy the solution/new operating model/process with the stakeholders and the team.
- Use the tools & technologies available.
- Collect speed data for various work items during this time and create baselines.

04

EXECUTE

- Change leaders provide leadership during execution.
- Collect and analyze process data and speed metrics every week, make improvements based on data.
- Coach and mentor the team to achieve 30-60-90 day goals overcoming the challenges/show stoppers.

05

TRANSITION

- Identify new process champions (other than change leaders) from among the team.
- Transition to them, fade out and exit.

Discover SPEED Killers

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1. Visualize the Current Value Delivery Process using Value Stream Mapping
2. Determine the current SPEED
3. Identify SPEED killers
4. Generate ideas to kill the SPEED killers
5. Co-create fit-for-purpose delivery model that will double the SPEED, and develop KPs to achieve it quickly

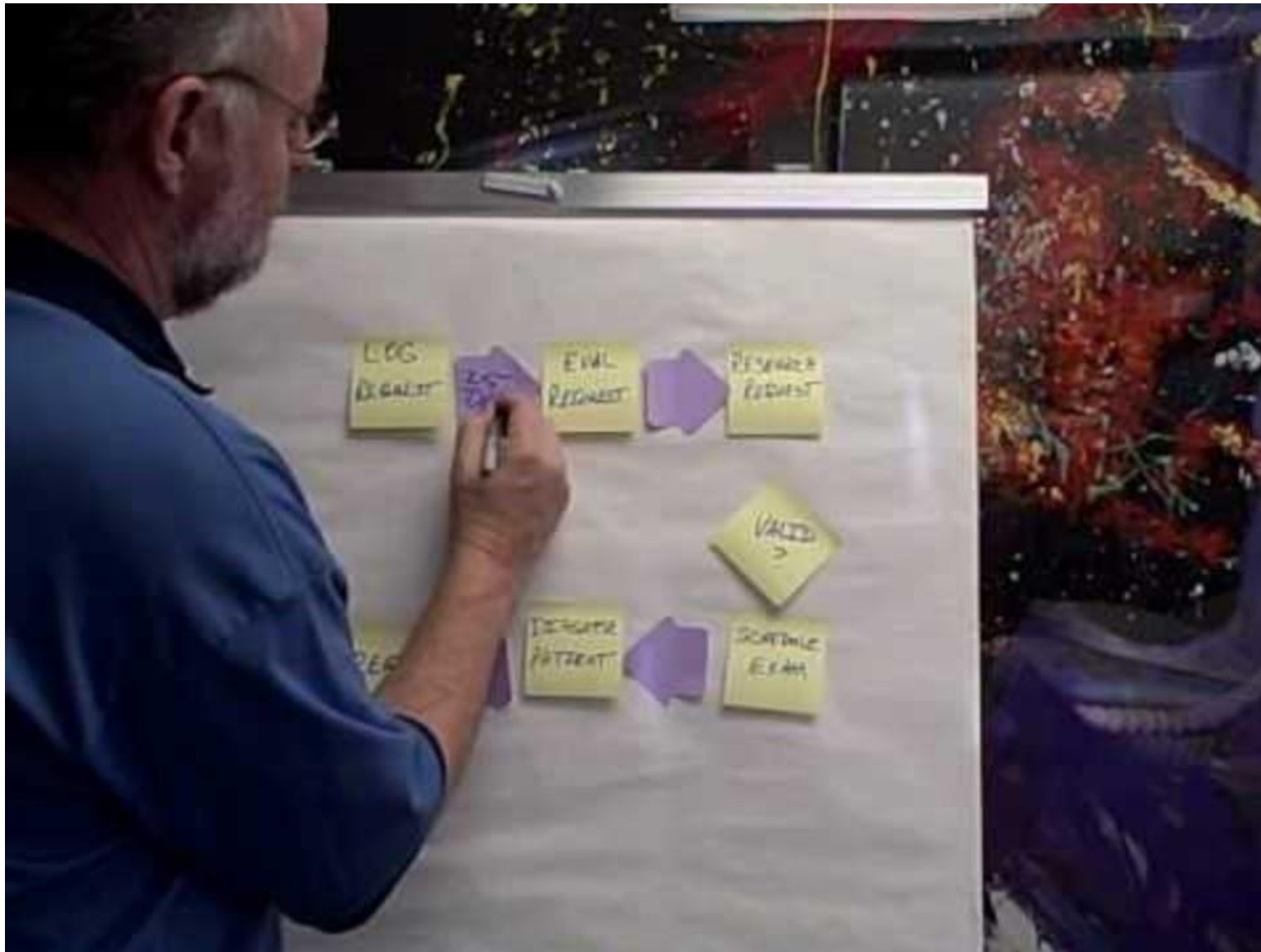
What is Value Stream Mapping?

Value stream mapping is a paper and pencil technique used to document, analyze and improve the flow of information or materials required to deliver a product or service for a customer.

Main Goals:

1. Optimize existing processes
2. Deliver with high quality
3. Improve lead time predictability
4. Improve employee satisfaction
5. Provide slack to enable improvement
6. Simplify prioritization
7. Provide transparency on the system design and operation

An Example of VSM



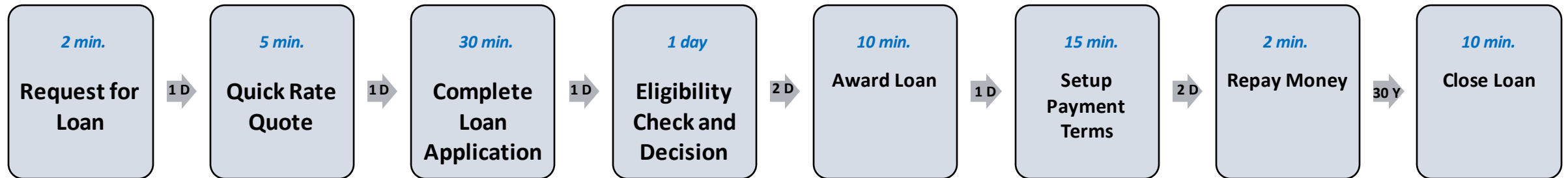
There are two types of Value Stream Maps:

- Operational
- Development

Operational VSM

Operational value streams are sequences of activities needed to deliver a product or service to a customer. They represent the flow of the business.

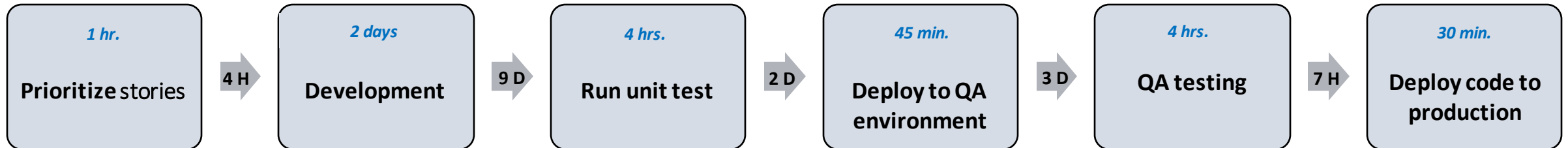
Examples: fulfilling an order, delivering a professional service, manufacturing a product, **processing a mortgage loan application**



Development VSM

Development value streams are sequences of activities that support operational value streams by improving systems and capabilities that the operational value stream needs to function.

Examples: developing a software application or website



Value Stream Mapping – Basic Concepts

Value Added: All the activities required to provide an outcome.

Waste: Activity that consumes resources but adds no value.

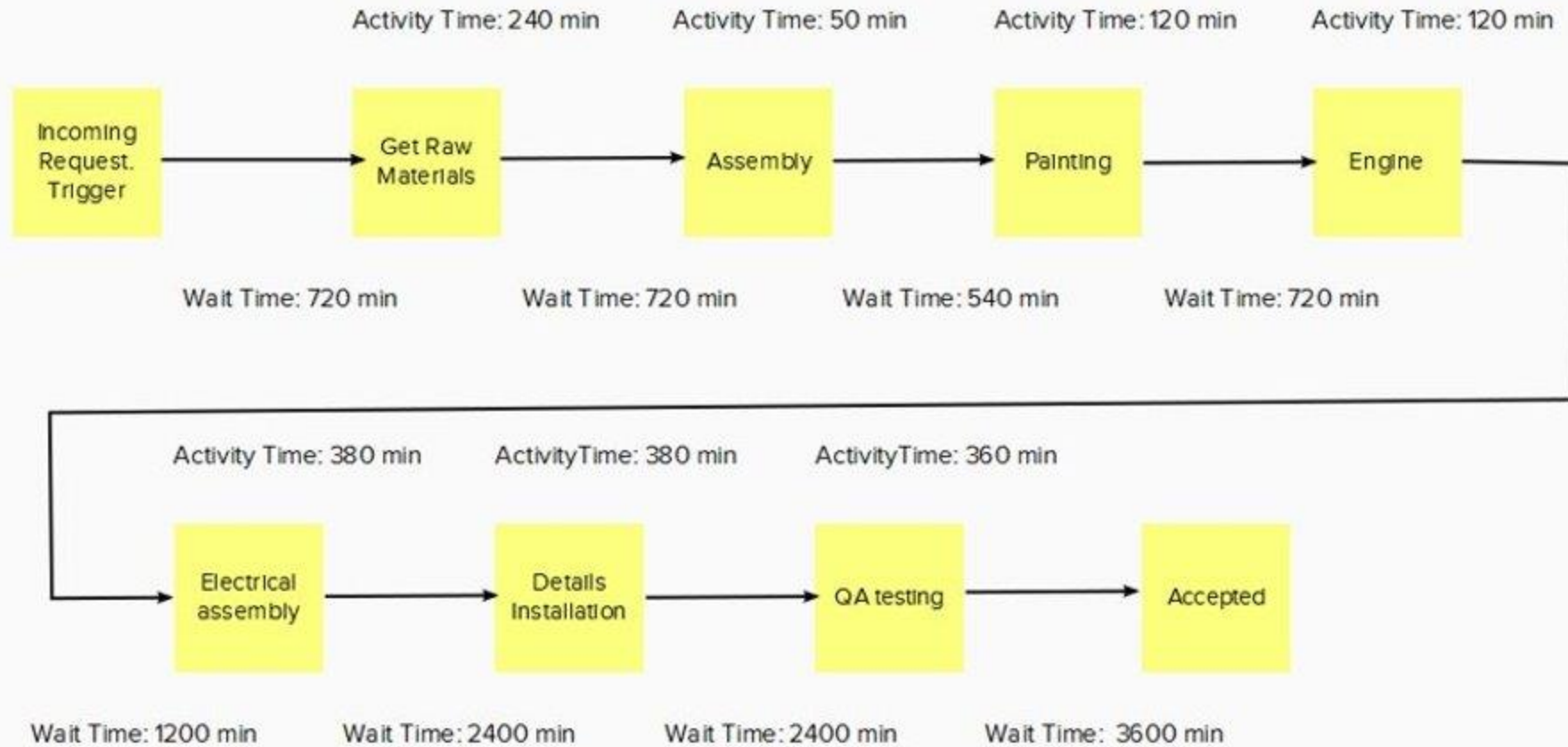
Activity Time: Required working time to move a product from one stage to other.

Wait Time: Time spent waiting the product to be ready for next activity to be actioned.

Total Cycle Time/ Lead Time: This is the result of “Total Activity Time” plus “Total Wait Time”.

Process Efficiency: $(\text{Total Activity Time}) / (\text{Total Cycle Time}) \%$

VSM Example: Car Order



What kind of VSM is this?

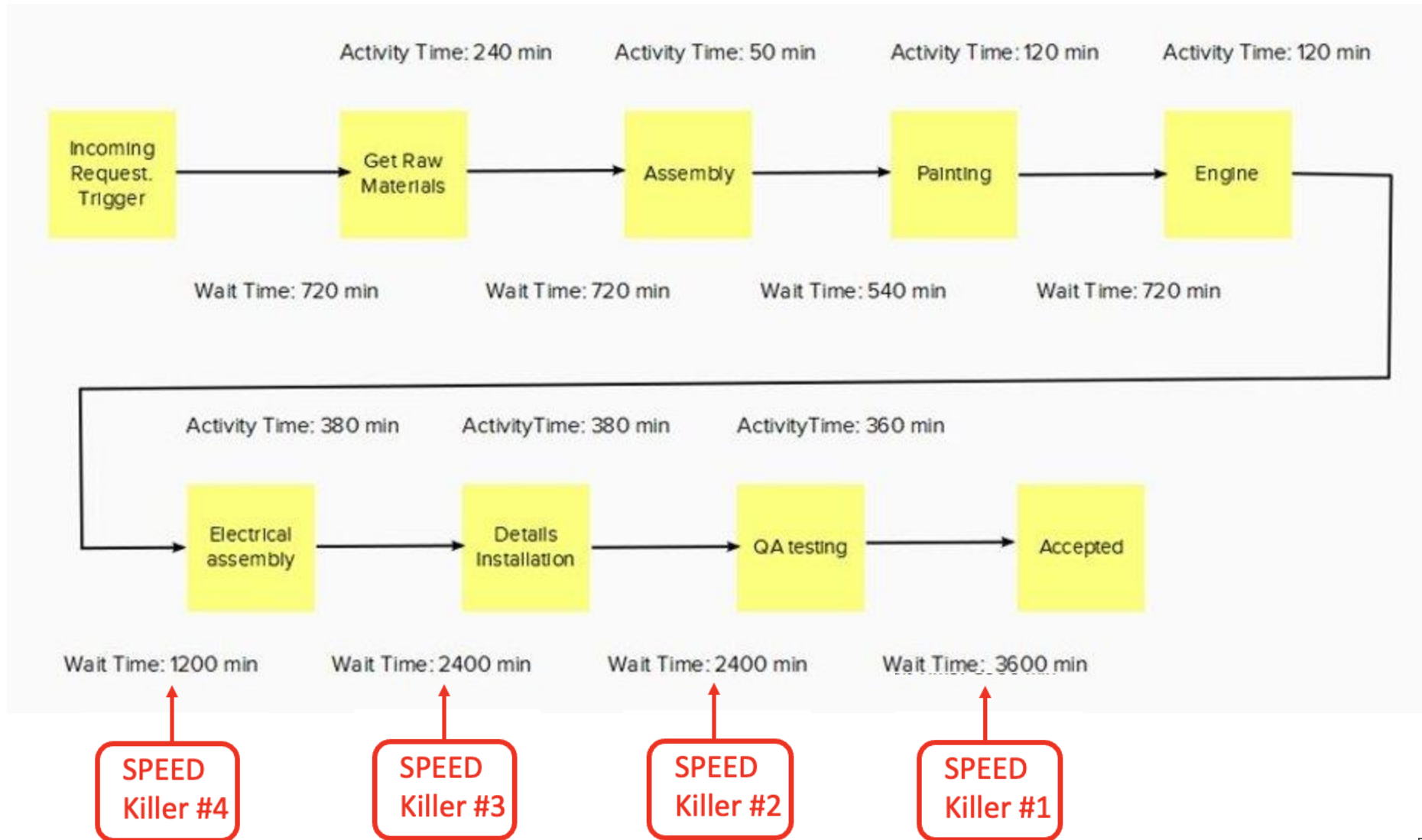
Value Stream Metrics

Total Activity Time (AT)	1650 minutes
Total Wait Time (WT)	12300 minutes
Total Cycle Time (CT)	13950 minutes

Process Efficiency (PE) = $(AT/CT) * 100\% = 11.8\%$

What does this number tell you?

SPEED Killers



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Quiz

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Top 2 Winners get free access (100% discount) to one of RefineM's products of their choice

1. Essential Gear for Project Managers (\$89)
2. PMP Exam Prep Simulator – 3 months (\$100)
3. Agility Assessment – 3 months (\$99)
4. PDU Bundle - 2 months (\$98)
5. Self-Paced Online Course (\$100 each)
 - Agile Fundamentals, or
 - Project Management Fundamentals

Questions?

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 @justrightpm



Let's continue the convo!
Connect with me via LinkedIn.

Contact me if you would like a 'Double the Speed' webinar delivered to your team/organization

Training Opportunities from RefineM

Agile Courses	Online
<u>Agile Fundamentals</u>	Apr 16
<u>PMI-ACP® Exam Prep</u>	Apr 16
<u>SAFe Agilist (SA)® Exam Prep Course</u>	May 21
Project Management Courses	Online
<u>PMP® Exam Prep</u>	Apr 6
<u>CAPM® Exam Prep</u>	Jun. 10
<u>Project Management Fundamentals</u>	Apr 9
<u>Generative AI for Project Managers</u>	Apr 18
Leadership Courses	Online
<u>Leadership Skills for Project Managers</u>	May 3
Data Analytics	Online
<u>Dashboard in a Day with PowerBI</u>	Apr 1