

Government Empowered

Expand what's possible

Accelerating Delivery with Business-Driven Outcomes

How to Deliver Value without a Mind Reader



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Specializations
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Lead Consultant

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How the customer explained it



How the project leader understood it



How the analyst designed it



How the programmer wrote it



How the business consultant described it



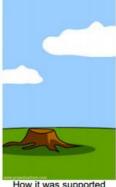
How the project was documented



What operations installed



How the customer was billed



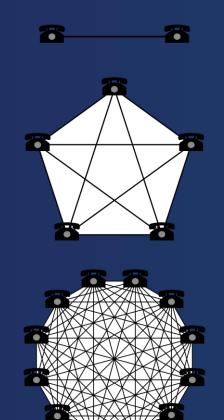
How it was supported



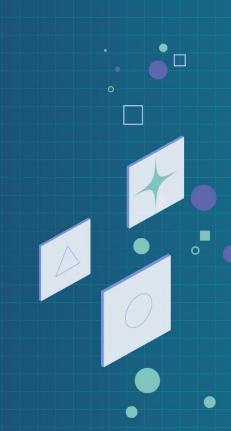
What the customer really needed

Why does this happen?

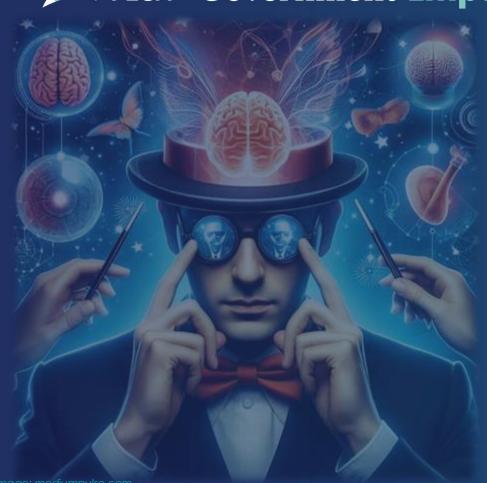
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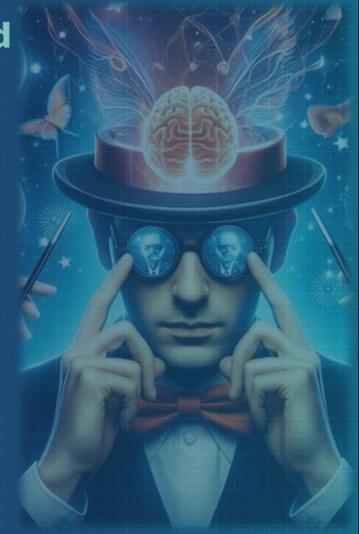


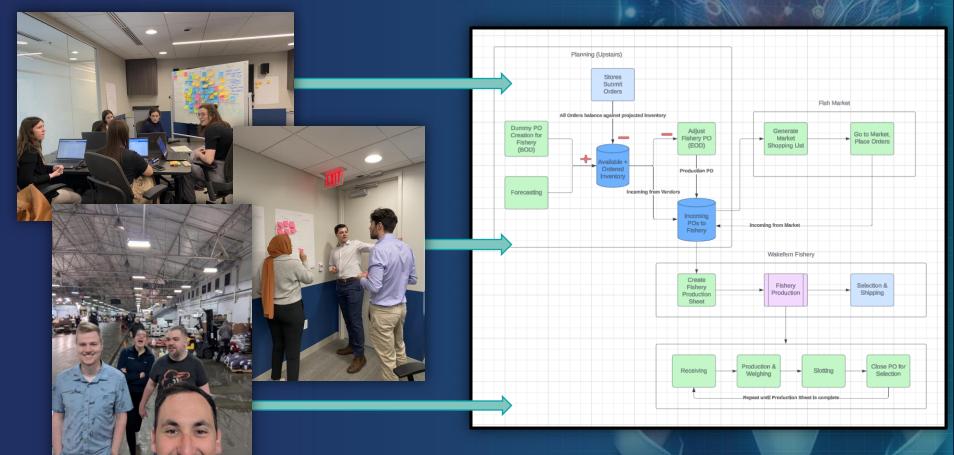
Imagine, if you will...

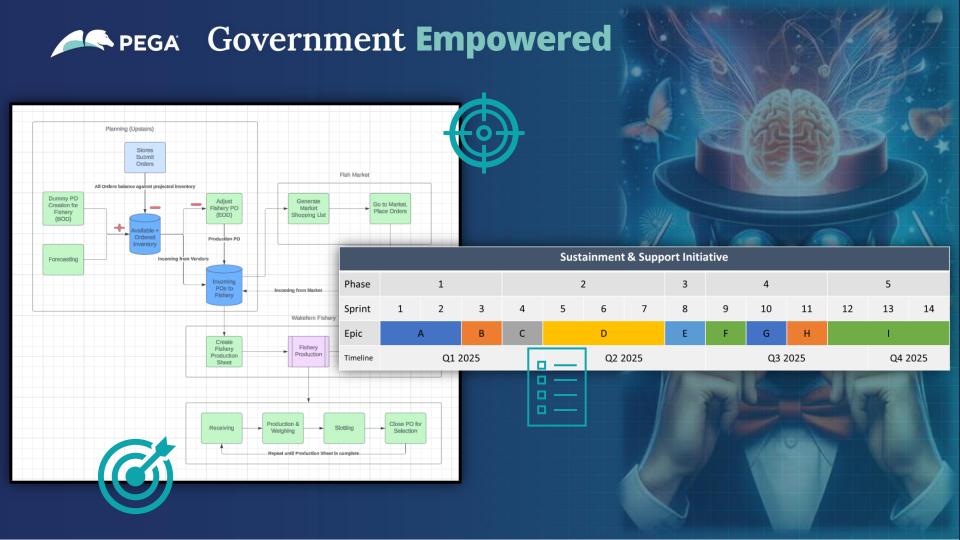
Solution: Stakeholder Engagement

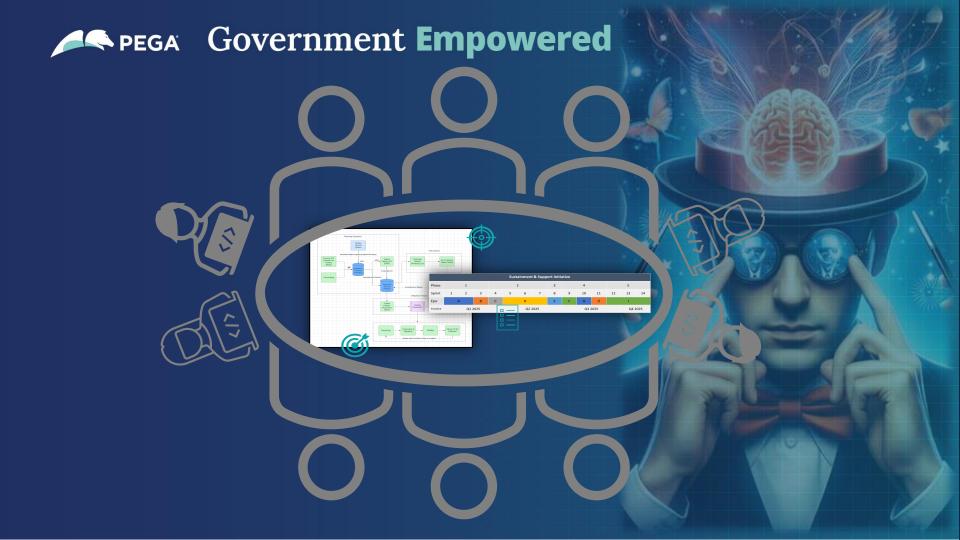
- Provide Requirements
- Envision Business Outcomes

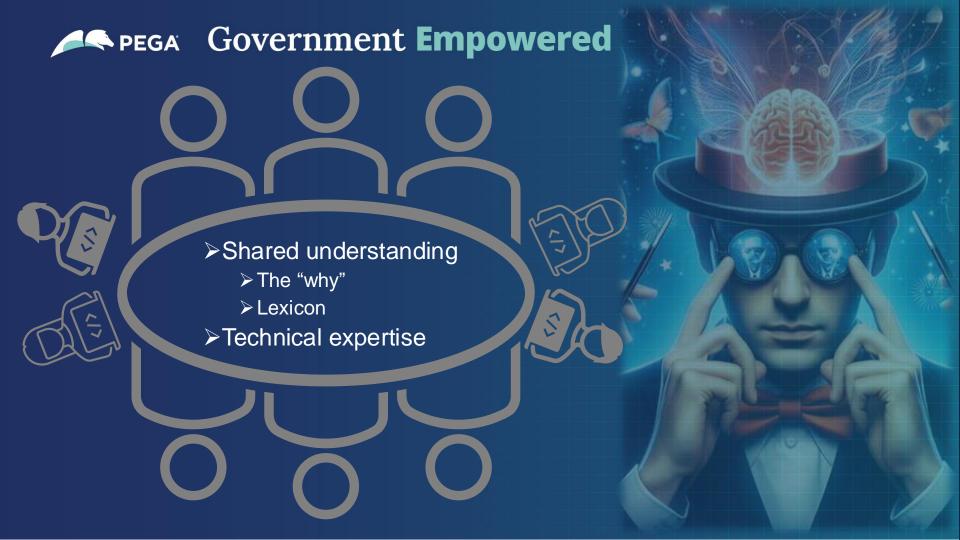












"There is only one way to eat an elephant: one bite at a time."

- Desmond Tutu

Solution: Small, agile delivery teams

Incremental functionality



Human-Centered Design





"There is only one way to eat an elephant: one bite at a time."

- Desmond Tutu

Solution: Small, agile delivery teams



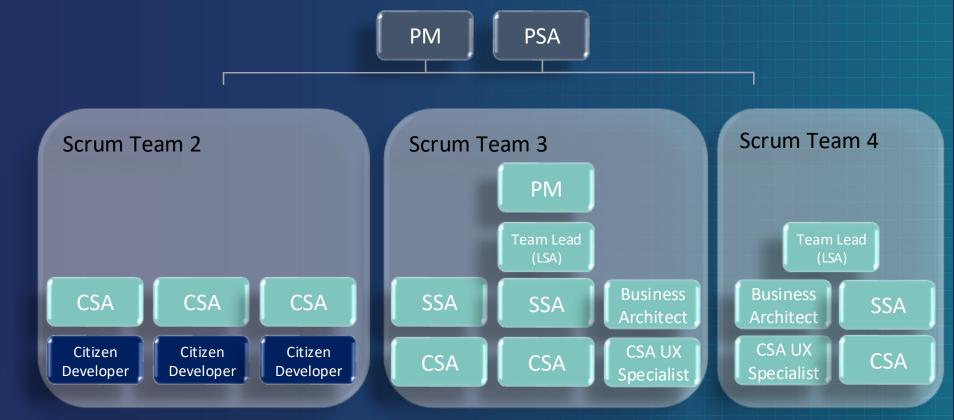














Vague, unwieldy requirements

Desired Outcomes

Slow progress

Accelerated Delivery

Stakeholder resistance

Delighted Adoption

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Thank You!



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