



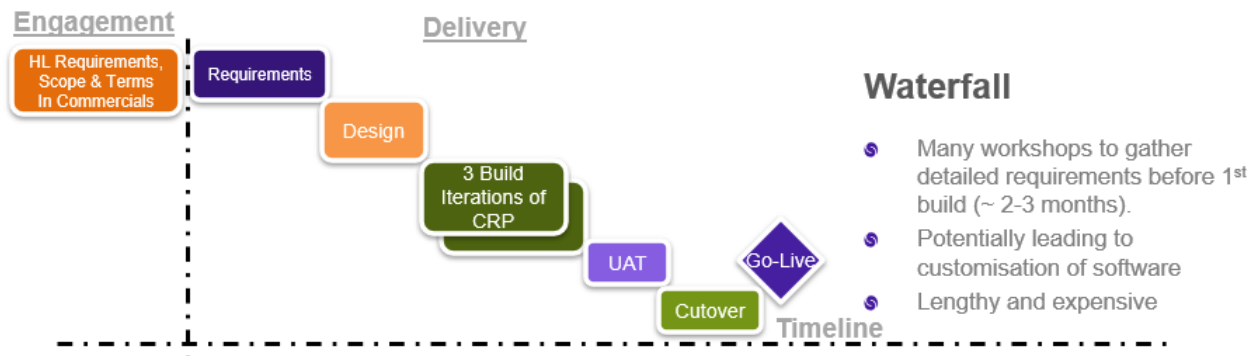
transform with speed

## Waterfall v Agile v Speed

The industry generally delivers your implementation and transformation using either Waterfall or Agile project delivery methods. The problem with these methods is each stage of the delivery is generally performed from the ground up often resulting in very large timelines.

For ERP Applications delivery these methods require variations and there are many, they generally rely on pre-built content that can be leveraged to accelerate the process, these often include iterative cycles. However, none of these variations completely solve both the engagement and delivery experience shortfalls.

The Waterfall variant methods for ERP Applications delivery generally looks like the following;

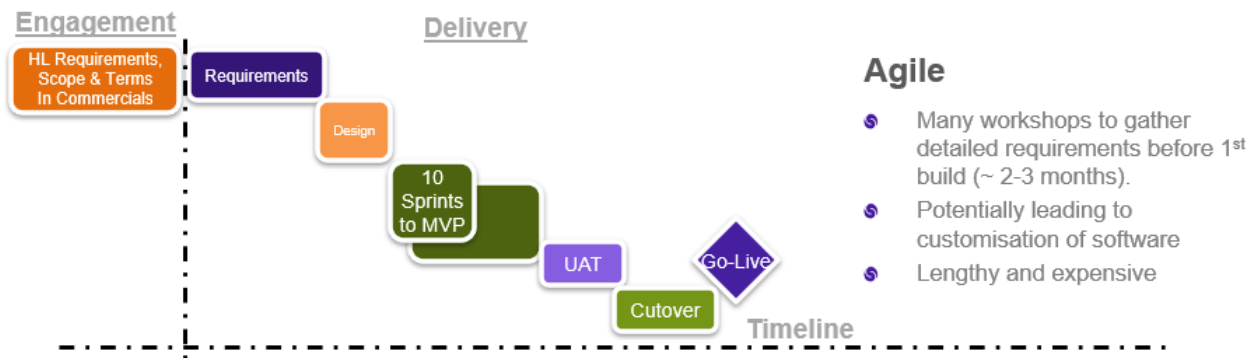


With both Waterfall and Agile the Engagement experience can be very lengthy involving detailed early stages requirements containing full itinerary of the high-level requirements. Preparing these detailed requirements requires significant expertise, effort and attention to detail, the response to this together with the methods for delivery, level of engagement required, skills and experience and the financials are generally how the responses are measured and compared. The problem with this is the early stages requirements within are very high level, which can lead to high possibility critical elements missed from the scope. In later stages this can result in a scope that is missing those fine details, leading to the engagement terms being miss interpreted. The outcome is usually unclear or not fit for purpose deliverables, resulting in scope creeps with the need for change requests more time and cost.

With Waterfall the build consists of 3-4 iterations to final build with each iteration being 2-3 months long before SMEs engagement is possible.

With Agile delivery the build is different, this method requires much shorter iterations of two-weeks long called sprints to deliver the agreed User Stories. This approach benefits that SMEs are continuously engaged and enriched as they regularly accept the User Stories and solution. The User Stories backlogs are delivered with the aim to achieve MVP (Minimum Viable Product) generally within 10 to 12 sprints. This provides huge benefits resulting in a more engaging, less waste, improved quality, continuous leverage, enriched culture and better experience delivery.

The Agile variant methods for ERP Applications delivery generally looks like the following;



We felt that both Waterfall and Agile variants offered small gains with waste everywhere, we were not happy with this and set about to develop our own called **SPEED**, we wanted to solve the problem throughout and not just for the delivery phase.

We wanted to solve the engagement experience problem to take out the vagueness and confusion when defining the scope and terms in order to provide a smoother, engaging and fundamentally painless experience.

Furthermore, we wanted to remove the lack of clarity and subject to interpretation between commercials and delivery, which from experience very often results in lengthy debates and increases the time of delivery phase, this typically leads to change requests, additional delays cost and poor customer experience.

To solve this we developed our delivery method from the **ground up** with tooling and **pre-built templates** that are fully aligned with the requirements and scoping which formalise the engagement for delivery. This results in a smoother transition into delivery and eliminates different interpretations, ultimately speeding up the process.

With our method you no longer sit through painful lengthy workshops and wait months before your first build. Your first build is significantly closer to the end product resulting in a smoother, more engaging transformation phase as we complete the solution and transformation process through templated iterations of gap-fit placing emphasis on maintaining best practice and standards built into the Solution Set.

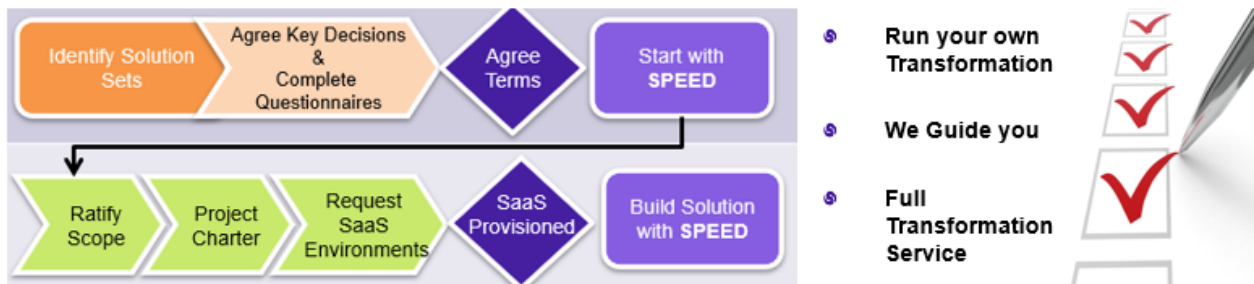
*Workshops at this stage which generally require SME resources together with implementation specialists are eliminated with our method.*

We engineered templates in the form of Key Decisions and Detailed Questionnaires. The Key Decisions and Detailed Questionnaires take place in the early stages upon our initial instructions, both of which form part of our Terms of Engagement. This approach ensures no additional workshops are required to achieve the first build.

*We even offer the first build based on our methods of delivery for you to **self deliver** and transform using our tooling and artefacts.*

The early stages with **SPEED** can be seen below. During these stages **no commercials** or commitments are required until such a stage the detailed scope of work is agreed formalised through the template **Key Decisions** and **Detailed Questionnaires**. We will respond to your early stage requirements the same, however with our method further details are required as described in the Key Decisions and Detailed Questionnaires in order to fine tune functionality. This has the benefit of being able to better align to your early stages requirements which fundamentally takes place prior to scope agreed and commercials finalised. The engineering is in the best in class **global solution set** as standard best practice aligned with the Key Decisions and Detailed Questionnaires, this enables us to quickly tailor your solution to your specific requirements.

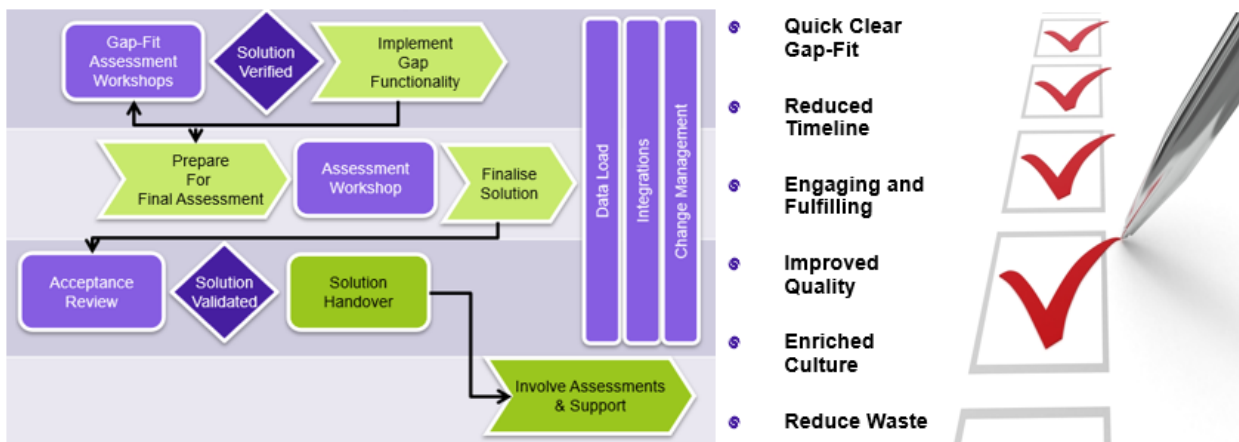
With the other variations of Waterfall or Agile on offer, these early stages generally take place in Workshops often resulting in 2-3 months of additional timeline cost before your first build.



Our **first build** is delivered by tailoring the pre-built best in class **Global Solution Set**, which has best practice and standards built-in aiming to **deliver within 2 weeks**, once the Oracle SaaS environment has been provisioned. This results in the first build representing a much closer fit to the envisaged end product.

The delivery then continues to be refined through our **SPEED** delivery method with further templates through process flows based on the delivered solution set, which are engineered into pre-built decks to help with smoother interpretation of the solution demo and facilitating the gap-fit workshops to arrive at the end product with your SME's engagement. This results in smoother perpetual gap-fit transformation workshops, smoother cleaner acceptance of the delivery and solution with **significant timeline savings**, cost with less disruptions and overall better experience.

The delivery process stages with **SPEED** can be seen below.



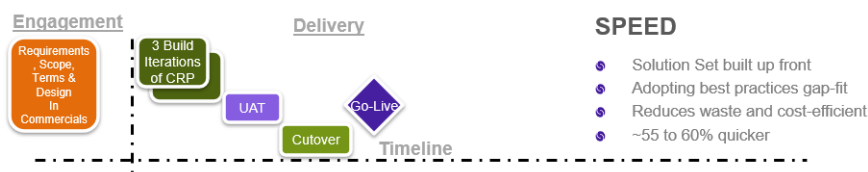
We estimate a timeline **saving of between 50-60% build** when compared to the other variation of delivery using Agile or Waterfall methods. This is due to our innovations and engineering together with significant templating with our **SPEED** Methods and Artefacts, resulting in much lower technical resources required from our side for delivery to significantly control and reduce the cost.

The timeline saving illustration can be seen below.

	Waterfall	Agile	SPEED
High Level & Detail into <a href="#">Commercials</a>	~2-10 Months	~2-10 Months	1-2 Months
Detailed Requirements & Workshops	2-3 Months	2-3 Months	-
HLD (High Level Design) & Approval	1-2 Months	1 Month	-
- Build & Iterations of CRP (Conference Room Pilot) (x 3) - Sprints to MVP (Minimum Viable Product) (x 10)-	2 Months (6 Months Total)	- 2 Weeks (5 Months Total)	1 Month (3 Months Total) -
UAT (User Acceptance) (x 2)	1 Month (2 Months Total)	1 Month (2 Months Total)	1 Month (2 Months Total)
Cut-Over and Go-Live	1-2 Weeks	1-2 Weeks	1-2 Weeks
Typical Delivery Timeline	~14 Months	~12 Months	6 Months

With our **SPEED** method for ERP Applications delivery each build iteration is one month long with expected three iterations to deliver the final build. We believe shortening the iterations to a much shorter timeline which we can with **SPEED**, brings the methodology much closer to the Agile method resulting in similar benefits with the impact of a more engaging, less waste, improved quality, continuous leverage, enriched culture and better experience delivery.

The delivery generally looks like the following;



Additionally, all our **SPEED** offerings are templated, can scale and be delivered as building blocks. This means if you decide to go with a smaller number of modules from the Solution Set or decide to cherry pick from multiple Solution Sets, further implementations of additional modules are always delivered using the same approach at **SPEED** with alignment to the pre-built standards.

This overall approach results in **reduced risk of delivery and transformation** to ensure your investment will continue to be maintained and delivered **quicker, cheaper with less disruptions and better experience**.

In summary, with our **SPEED** delivery method of [#OracleCloud](#), you no longer need to

- ✔ Sit through painful design workshops for weeks/months
- ✔ Deal with complex confusing terms and Statement of Works
- ✔ Wait for months for your 1st solution build
- ✔ Struggle with evaluating the solution
- ✔ Erode time and effort before, during and after transformation
- ✔ Disrupt your business with lengthy benefits realisation timelines

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We are thrilled you have taken the time to read this article and assure you that we will continue with our passion to eliminate waste to keep achieving quicker solutions with value and better experience.

We very much hope to hear from you and discuss how we can help achieve your transformation goals by leveraging our **SPEED Methods and Artefacts** of delivering the **Oracle Cloud Products**.

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