Engaging Stakeholders

Get the Requirements Right

...the first time...
Wayne Beekman

co-founder, Information Concepts

WBeekman@InfoConcepts.com

@WBeekman

WBeekman
Agenda

(What) Project Success Rates

(Why) Communications

(How) Create a Common Understanding
Success is the exception
Searching for Solutions
Artifacts
Agile Teams
Standish Group

Waterfall
- Successful: 26%
- Failed: 15%
- Challenged: 59%

Agile
- Failed: 12%
- Successful: 43%
- Challenged: 45%
Air Force scraps massive ERP project after racking up $1 billion in costs

The Expeditionary Combat Support System 'has not yielded any significant military capability'

Chris Kanaracus (IDG News Service) | 14 November, 2012 21:37 | Comments 4  +1  19

The U.S. Air Force has decided to scrap a major ERP (enterprise resource planning) software project after spending US$1 billion, concluding that finishing it would cost far too much more money for too little gain.

Dubbed the Expeditionary Combat Support System (ECSS), the project has racked up $1.03 billion in costs since 2005, “and has not yielded any significant military capability,” an Air Force spokesman said in an emailed statement Wednesday. “We estimate it would require an additional $1.1B for about a quarter of the original scope to continue and fielding would not be until 2020. The Air Force has concluded the ECSS program is no longer a viable option for meeting the FY17 Financial Improvement and Audit Readiness (FIAR) statutory requirement. Therefore, we are cancelling the program and moving forward with other options in order to meet both requirements.”

The Air Force will instead need to use its “existing and modified logistics systems for 2017 audit compliance,” the statement adds.
Communications

Business Needs

Technical Details
Cost of Change
Time / Cost / Quality - Is a Myth
Chloethiel Woodard Smith
House without a Blueprint
If I Can't Picture It, I Can't Understand It
Prototype on Steroids
Collaboration
Fidelity
Screen
Data
Functionality
Products

Borland Caliber

iRise

Axure
Demo