

RIGHT NOW

ACE 2014

Keeping your Implementation Momentum

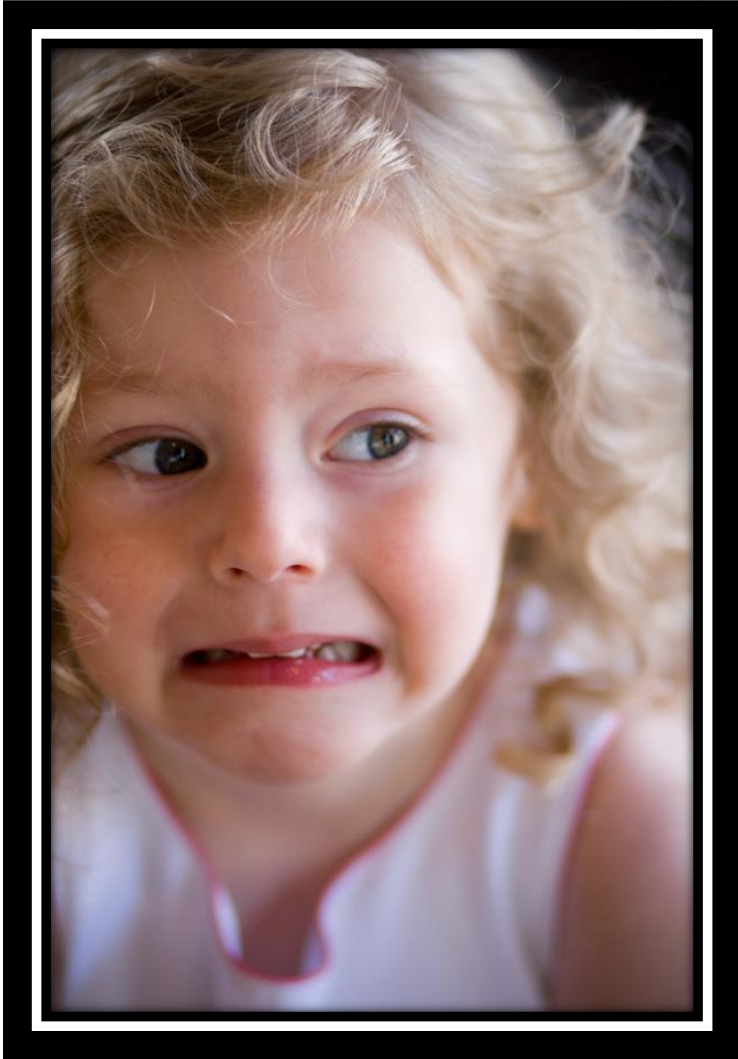
Techniques for continued improvement and rollout success

What to do when.....

Initial Success



Turns
Into



Fear of What's Next

How to get started



- Plan for Success
 - Make sure you have a manageable project
 - Low hanging Fruit is good
- Make sure you have the right team
 - You will likely need new SMEs
 - You may need a new sponsor
- Go back to the Inception Phase
 - Clarify the business problems
 - Plan your approach
 - Build new stakeholder concurrence

Prioritizing



- Build a backlog of business problems
 - Epics can be a great way of doing this
- Categorize and group them
- Rank and prioritize them based on business needs
- Understand technical complexity
- It will start to become clear on what to work on next

Building Stakeholder Concurrence



- Build excitement through individual ownership and accountability
- Keep the organization informed
- Use workshops
 - Talk to end users in plain language that makes sense to them
 - Avoid the IT jargon
- User stories make sense here
 - Use cases will come later

Are you Stuck?



“A loss of momentum is often a loss of perspective”

I'm Stuck

- First step is recognizing it
 - Everybody gets stuck
- Recognizing the symptoms
 - Fatigue on the team
 - Progress has been continually slowing
 - Decisions are not getting made
 - Direction is not clear
 - Are you constantly addressing the same issues?

Why am I stuck

- Wrong resources
 - Make sure you still have people on the team that have knowledge and ownership of the new solution
- Conflicting Priorities
 - Go back to Inception and make sure you have executive sponsorship that will help you set priorities and make decisions based on them
- Lack of understanding
 - Of the problem
 - Of the solution

Reflect and Document



- First, you recognized that you are stuck – That's Good!
- Brainstorm on what led to loss in momentum
- Were the original objectives valid & achievable
 - Plan and timeline realistic
- Were the team roles and responsibilities well defined?
- Did priorities shift?
- Did new organizational barriers appear
- Document these findings

Getting Unstuck

- Communication is Key
- Core team should meet frequently
- Get more Agile and focus on small wins
- Keep Stakeholders informed on progress and rebuild excitement
- Don't allow blocking issues to fester
- Let everyone know when something good happens
- Don't be afraid to hit the Reset button



Hitting the Reset Button



- Go back to the inception phase
- Rework the plan / approach
- Re-prioritize
- Look for quick wins to regain momentum
- Change team members if necessary
- Sometimes it's better to restart than stay on current track

Consider the cost of doing nothing

- Business Impact
 - Did you achieve your stated ROI
 - Will you get new budget money
 - What is the cost associated with not solving the problem?

- Personal Impact
 - Your reputation is important
 - Did you accomplish what you said you would

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- If You're stuck, get Aras or a Partner involved to help
- Use a Workshop to get everyone on same page & set next steps
- Think about a more Agile approach and focus on small wins

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