

Arabica Transformation Consulting

Service Catalogue

2023



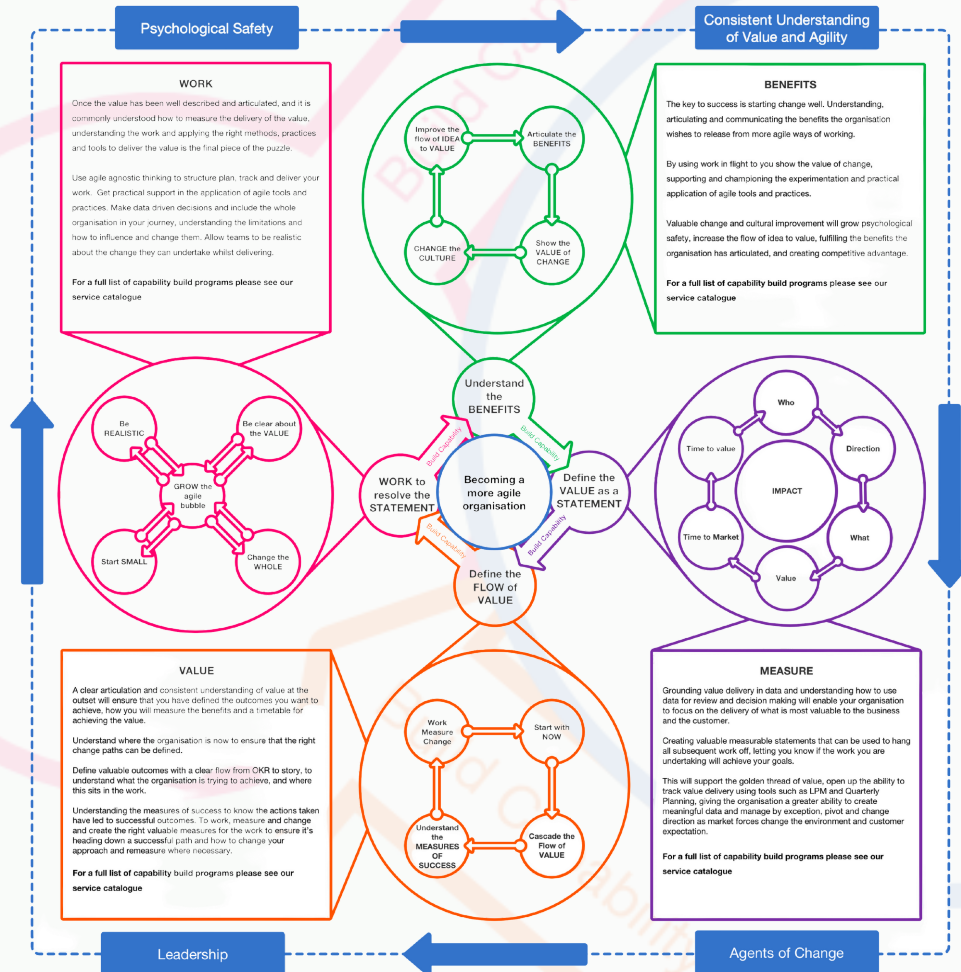
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What we offer

What we offer



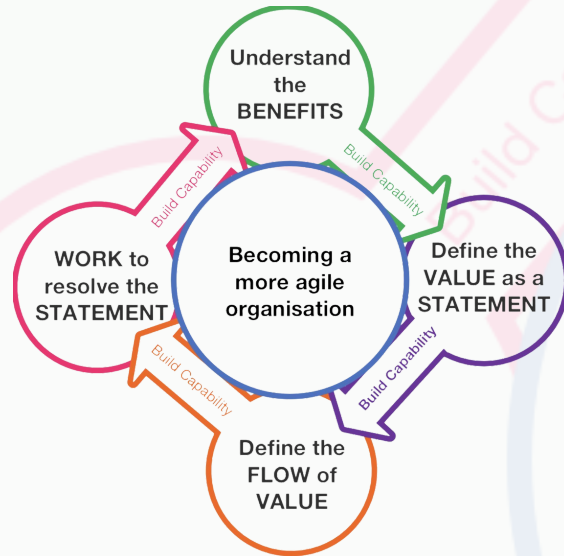
As a consortium, we can offer your business a range of services and expertise to help you adopt more agile ways of working. Our approach is tailored to your specific needs and goals, but some of the services we can provide include:

- Agile Leadership: Strategic thinking and guidance for your organisation on its agile journey
- Capability build: based in your work, our experts will work with your teams to build their capability and make improvements to their ways of working
- Agile coaching: Our experienced coaches can work with your team to help you use the BUILD, MEASURE, VALUE, WORK model
- Product delivery: we can work with you to move your business from an output to an outcome based model
- Continuous improvement: We can help you establish processes for continuous improvement, ensuring that you are constantly learning, adapting, and refining your approach

Overall, Arabica can provide you with the knowledge and expertise you need to successfully adopt agile ways of working to improve the performance of your business.



Evolve the Org



Building an agile organisation requires several key factors to be considered:

- **Clear Vision and Strategy:** A clear vision and strategy (the value), should be established to guide decision-making and provide direction for the organisation
- **Cross-functional Teams:** Teams should be composed of cross-functional members who can collaborate and communicate effectively to achieve shared goals
- **Continuous Learning:** The organisation must have a culture of continuous learning, experimentation, and improvement
- **Empowered Teams:** Teams should be empowered to make decisions and take ownership of their work
- **Agile Methodology:** Agile methodologies should be implemented to promote flexibility, rapid adaptation, and continuous delivery

- **Agile Leadership:** Leaders should be supportive, adaptable, and able to provide guidance and direction without micromanaging
- **Customer Focus:** The organisation should be customer-centric and focused on delivering value to the customer
- **Data-Driven Decision Making:** Data should be used to inform decision-making and measure performance
- **Collaboration and Communication:** Collaboration and communication should be encouraged across all levels of the organisation to promote transparency, alignment, and shared understanding
- **Flexibility and Adaptability:** The organisation should be able to quickly adapt to changes in the market or environment

We will work with leadership and teams to facilitate the evolution to more agile ways of working.



Evolve the Teams



When building agile teams, it is important to focus on several key factors:

- **Cross functional teams:** Building a team with diverse skills, perspectives, and backgrounds can help to foster creativity and innovation, leading to better outcomes.
- **Empowerment:** Teams should be empowered to make decisions and take ownership of their work, which fosters a sense of ownership and accountability.
- **Collaboration:** Teams must work collaboratively, regularly sharing knowledge, and communicating to ensure alignment and progress.
- **Continuous learning:** Teams should be committed to continuous learning, regularly seeking feedback and reflecting on their processes to improve outcomes.
- **Trust:** Building trust among team members and between the team and leadership is crucial to ensuring a positive team dynamic and effective collaboration.

We will work with your teams to build capability in the following areas:

- **Break work down into chunks:** when teams understand the WHO, WHAT and HOW of delivery, they can break their work down into meaningful pieces of value to deliver
- **Describe the work:** by clearly articulating the value and what it is for, transparency improves and mismatch between expectation and product delivered should be reduced
- **Size the work:** when teams understand the complexity of what they are trying to deliver, they can size the work based on the effort to deliver and the skills available within the team
- **Plan and track the work:** once teams have a prioritised backlog of clearly described, sized work, they can create a roadmap for delivery that should reflect everything they know about the delivery

Tools

In addition to the four point method that we can deliver to leadership and teams across the business, we have a broad toolkit that will further assist your journey now and far into the future.

Lean Portfolio Management

A tool to bring focus onto the delivery of value. Repeating at monthly intervals, this tracks delivery of value and brings together the right people in the right place at the right time to remove blockers and have collaborate to deliver value.



Quarterly Business Review

A tool to bring focus onto the ongoing alignment of delivery roadmap with business strategy. Once a quarter bring the right people together at the right time to ensure that the value being prioritised for the next quarter is the right value being delivered at the right time.



Inception

Bring teams together to start work well time and time again. Use the process of inception to ensure that you have the right people, in the right place at the right time to share a common understanding of the value to be delivered.



Futurespective

A retrospective with a difference. This useful tool allows leaders and teams to jump forward into the future and review the changes that they have already made. This powerful visualisation tool enables participants to envision the future using the power of hindsight. Enable planning and delivery of value by breaking down outcomes you have already achieved in the future!



The Value Toolkit

Off the shelf and ready to use, the Value Toolkit offers a number of tried and tested methods to facilitate discussions around value, importance, urgency and more.



Value Sliders

What do you do when you can't do everything? Well, in our opinion you need to be able to trade. Value sliders are a great tool to help you prioritise value and decide what has to give for now.



Value Grid Storymapping

Helping you to frame the problem is just the start when you utilise story mapping as a tool. This go-to tool will help you map, organise and explore your user's pains, where you could offer gain and the shortest route to delivery of value.



Eisenhower Matrix

A powerful tool that can help facilitate conversations about the prioritisation of value delivery based on urgency versus importance.



Value Stream Mapping

A repeatable process that shows the current flow of value from idea to delivery. An excellent way of capturing data about current working practices, identifying blockers to the delivery of value and highlighting where and how much work leaves the team.



Tools

The Business Canvas Toolkit

The business canvases offer a number of useful templates that form living documents for your teams to revisit throughout the product lifecycle.



Mission Model Canvas

Sometimes it can feel like trying to nail jelly to a wall when trying to write mission and vision statements for your company. An open and honest discussion of your purpose, values, your value system and strategy facilitated by our neutral hosts will help you drive out a mission and vision for the coming year and beyond.



Value Proposition Canvas

A simple, repeatable technique that helps leaders and teams to understand what the business, stakeholder or customer is trying to achieve with the value being offered. By understanding 6 key things, you should ensure that you focus on delivering the right thing, to the right people at the right time.



Product Canvas

A useful planning tool that focuses teams on the development of features that will deliver value to the business and customers. For maximum benefit that should be aligned with the Product Strategy, the Product Roadmap, the Product Backlog, the product, OKRs and progress. It can be used to kick off new products and is a living document that forms the basis of ongoing product discussions.



The Modelling Toolkit

Modelling templates provide your business with easy to use tools to facilitate discussions about the business and its customers.



Business Modelling

Understanding your customer segments and the value propositions that you offer them is just the start when it comes to business modelling. Come with us as we deep dive into your business to help you generate a full picture of your business using a template that you can use as you start out and revisit as your business grows and changes.



Persona Modelling

How can you hope to deliver value if you don't understand your customer? Using this tool will guide you through understanding who your target business area, stakeholder or customer is; what drives them and what value you want to deliver to them. Focus on what is important to your customer and cut waste.



Team Chartering

A repeatable process for kicking off new teams and also to reset course if teams start to drift.



Your North Star

Use this tool to describe your North Star at the outset. By describing your product strategy you ensure that all new work contributes towards the delivery of value supporting that strategy.



Lean Start Up

Lean Startup is a methodology that emphasises building products through iterative experimentation and validated learning.

It is based on the idea that startups should focus on creating a minimum viable product (MVP) that can be tested with real customers to determine if there is a market fit before investing significant time and resources into building a fully-featured product.

There are several reasons why lean startup is a good thing:

- **Reduces risk:** By testing a minimum viable product with real customers early on, startups can quickly determine if there is a market fit. This helps to reduce the risk of investing significant time and resources into building a product that no one wants
- **Faster time-to-market:** The lean startup methodology encourages rapid iteration and experimentation, which can help startups bring products to market faster
- **Cost-effective:** By focusing on building a minimum viable product and testing it with real customers, startups can save money and resources compared to building a fully-featured product that may not have a market fit
- **Customer-focused:** Lean startup is customer-focused and emphasises creating products that solve real problems for customers. This helps startups to create products that have a better chance of success in the market
- **Continuous improvement:** The lean startup methodology encourages continuous improvement through experimentation and learning. This helps startups to stay responsive and adapt to changes in the market or customer needs

Our comprehensive, focused service will work with you to help teams focus on creating that initial slice of value.

Get value to your customers sooner. Collect data. Drive development.

Lean Start Up Methodology

Build the Right Thing

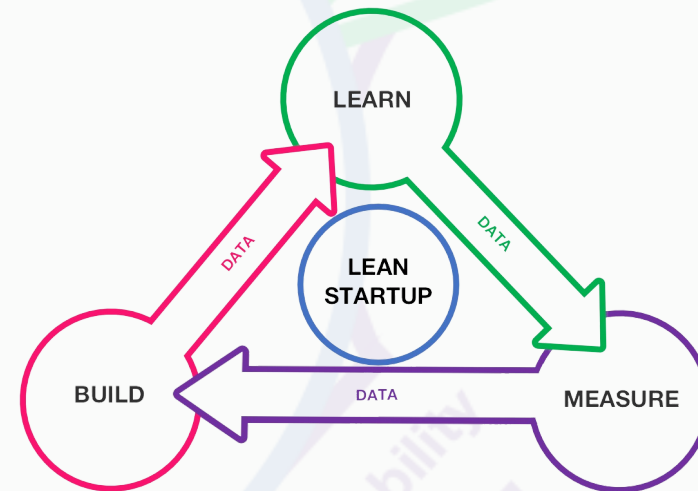
Use the Customer Canvas to establish Customer Pains or potential Gains that you can provide. This is about building the right thing.

Build it Fast

Once you have an understanding of the value you want to deliver (**build the right thing**), it is key to begin gathering feedback as soon as possible. Use Story Mapping to decide your initial slice of value, get product in front of your customers or business as soon as possible and gather feedback. Once you have the data you can move on.

Build it Right

The measuring of feedback and the learning you take from it will help you to align your delivery of value with value that the customers actually want or need. Build a prioritised backlog of work and start delivering value to your customers or business (**build it right**).



Next Steps

If you are looking for a better way to deliver change, that is based in value and building lasting permanent capability in your organisation get in touch.

Call Adam Scoot on 07870217249 to discuss the benefits you are looking to release from agile change and to discuss our approach in more detail, or email us Info@arabicastransformationconsulting.com and let us know your needs.

You can get more details on our full capability build program by downloading the catalogue.

Where do you go from here? The next step is to contact one of our friendly consultants for a chat about how our four step process can enable your drive to deliver value more frequently to your business or stakeholder.

Meet the team

Adam Scoot

Enterprise Agile Coach and Transformation Lead. I help large organisations improve the flow of Idea to Value to their customers.

Belinda Price

Enterprise Agile Coach, Trainer, Technical Author and Transformation Lead. I work with teams to realise their potential.

Sabrina Bruce

Enterprise Agile Coach, Trainer and consultant. I want to show the world that Agility can work for you, for your business, and on a personal level.

Paul Mathersmith

Enterprise Agile coach, Trainer and Consultant. I provide a common sense approach to solving problems and adding value.