Agenda

- The Challenge of Digital Transformation
- Why Value Stream Management?
- How ValueOps Drives Innovation & Digital Transformation

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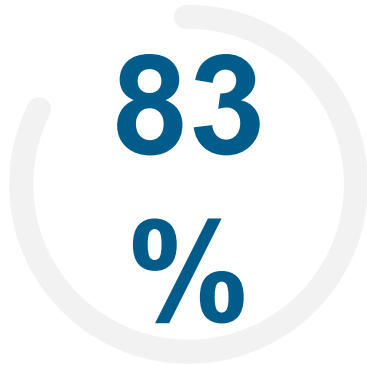SOFTWARE

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Born-digital companies can move an idea from concept to cash 1,000 times faster than traditional organizations.

- Everest Group

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Digital Transformation Challenges
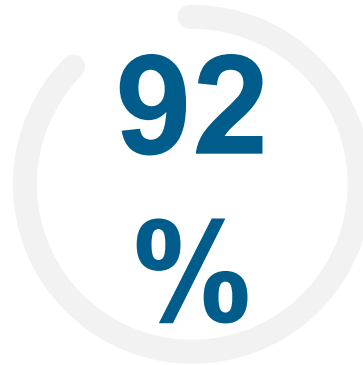
Business Leaders

80% of companies report that they still have organizational silos …

83%

correlate these silos with reduced customer value and product ROI

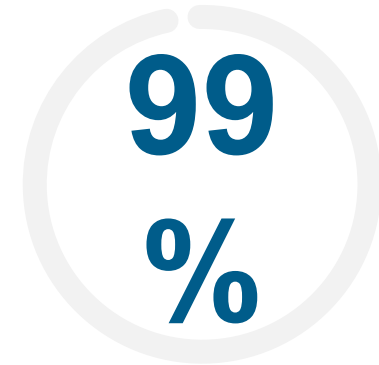## Delivery Leaders

96% of companies have digital transformation initiatives …

92%

are still challenged with poor product visibility and delivery inefficiency

Enterprise VSM Benefits

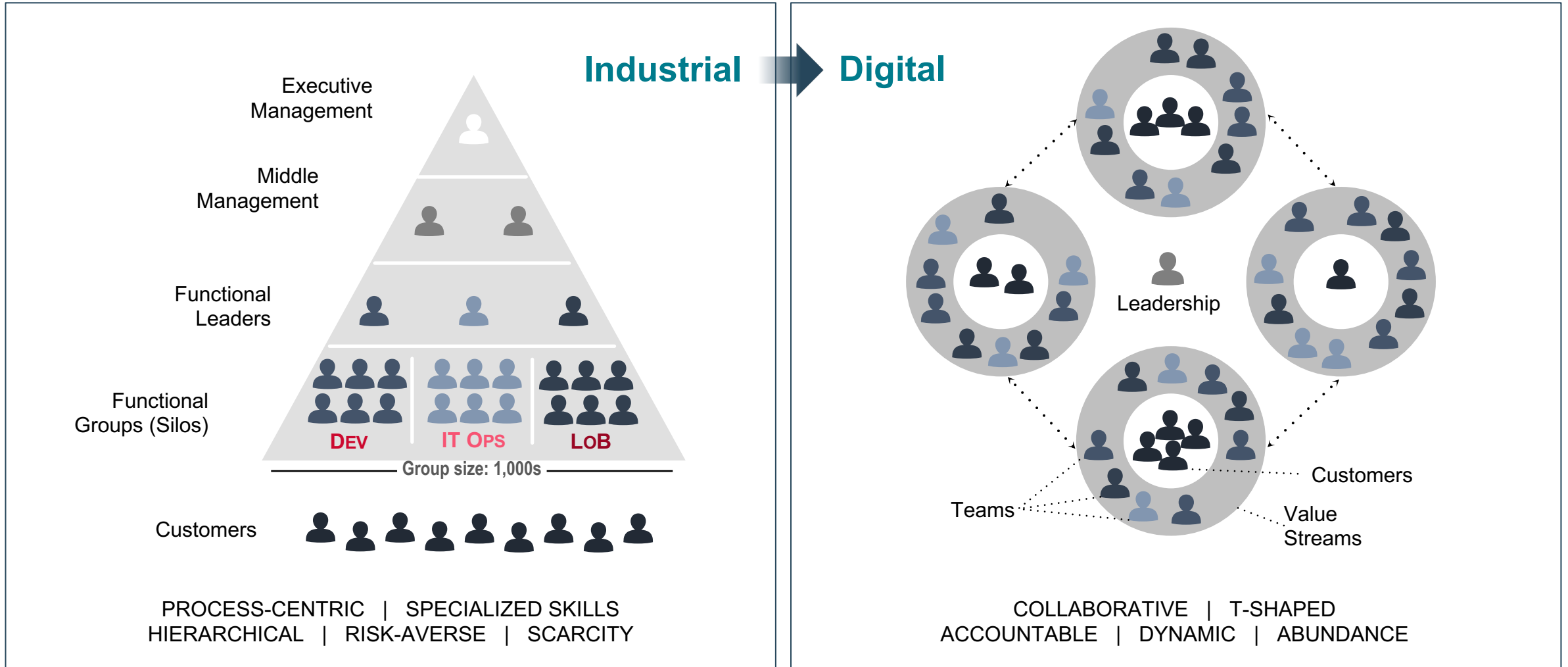**42%** of companies believe they currently have "value streams"

99%

state they either benefit or would benefit from VSM capabilities

dimensional research

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Digital Innovation Requires an Agile Operating Model

Industrial → **Digital**

Executive Management

Middle Management

Functional Leaders

Functional Groups (Silos)

DEV   **IT OPS**   **LOB**

Group size: 1,000s

Customers

PROCESS-CENTRIC | SPECIALIZED SKILLS
HIERARCHICAL | RISK-AVERSE | SCARCITY

Leadership

Teams

Customers

Value Streams

COLLABORATIVE | T-SHAPED
ACCOUNTABLE | DYNAMIC | ABUNDANCE

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The Solution Is Value Stream Management

"

Agile and DevOps are key transformation practices for software delivery teams. But they are not enough. **VSM helps teams identify waste** and **focus on value** — and **provides end-to-end visibility to all stakeholders** from planning to production.
Linking portfolio planning with value stream management (VSM) automation breaks communication quagmires and **directly aligns business stakeholders' desired outcomes with dev leaders' execution plans.**
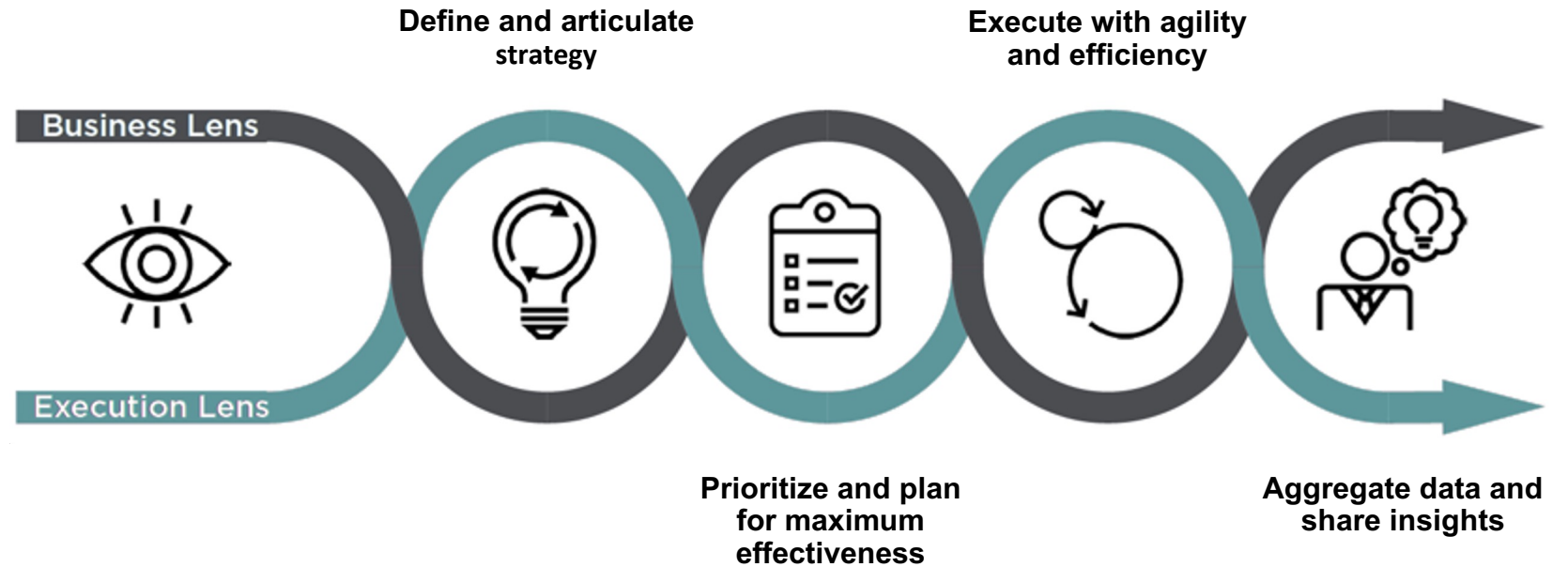
FORRESTER®

[1] Forrester, *Elevated Agile-Plus-DevOps With Value Stream Management*, February 2021

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Value Stream Management Aligns the Enterprise

> "I need to prioritize, define, and fund the most valuable capabilities and ensure our resources are being used **effectively**."

> "I need to plan, manage, and track delivery with quality and speed to ensure we are executing most **efficiently**."

Business Lens

Execution Lens

Define and articulate strategy

Execute with agility and efficiency

Prioritize and plan for maximum effectiveness

Aggregate data and share insights

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ValueOps Is Key for Value Stream Management
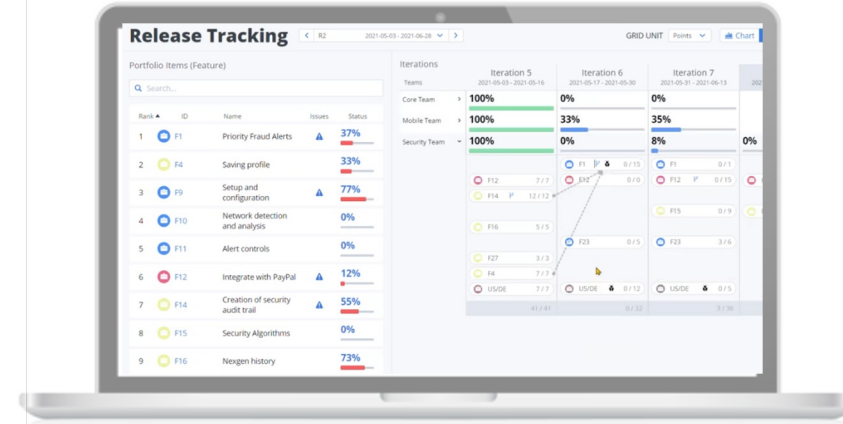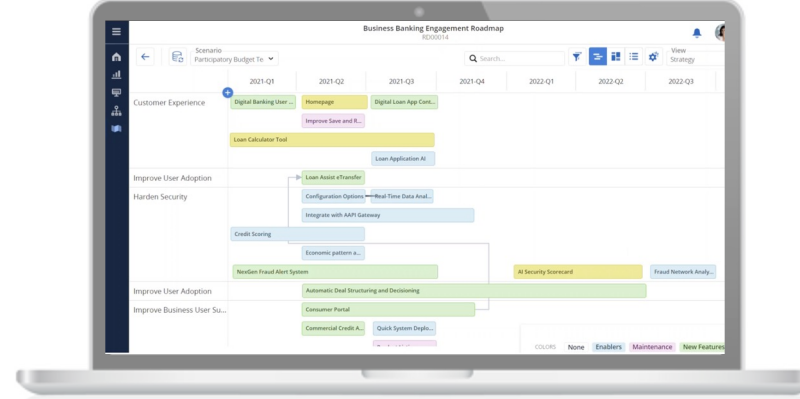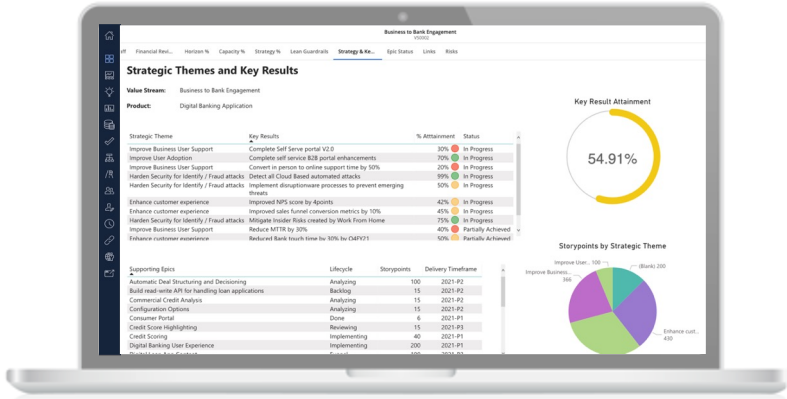
Be More Aligned

Be More Effective

Be More Efficient

ValueOps from Broadcom is the first solution that seamlessly combines
Digital Product Management and **Agile Management** to execute a true VSM strategy

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Be More Aligned

Eliminate Silos to Enable Innovation
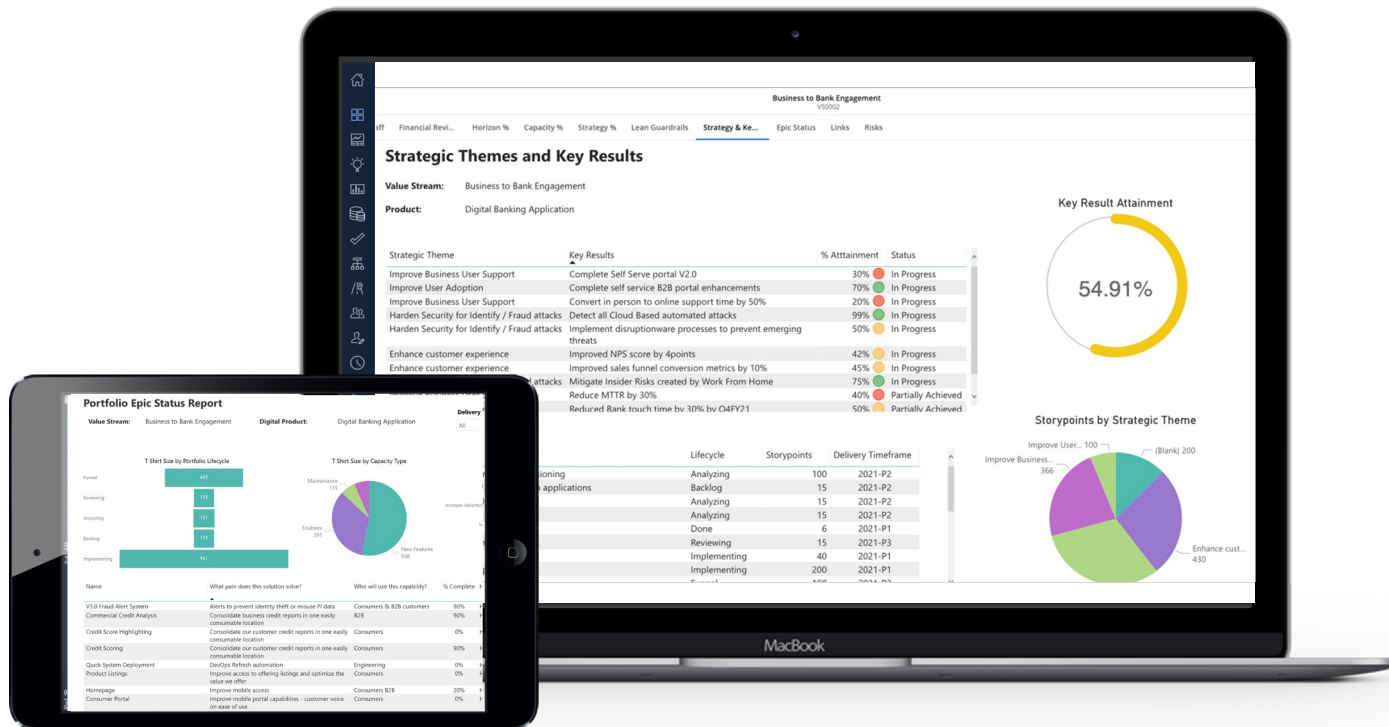
Create trust with enterprise-wide, real-time insights from concept to cash

Foster trust and eliminate silos with shared insights across the enterprise into both business decisions and the Agile software development process.

Enhance decision-making and risk management by harnessing real-time data, metrics, and insights from across the entire value stream, from ideas to outcome.

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Be More Effective

Increase Value Delivered
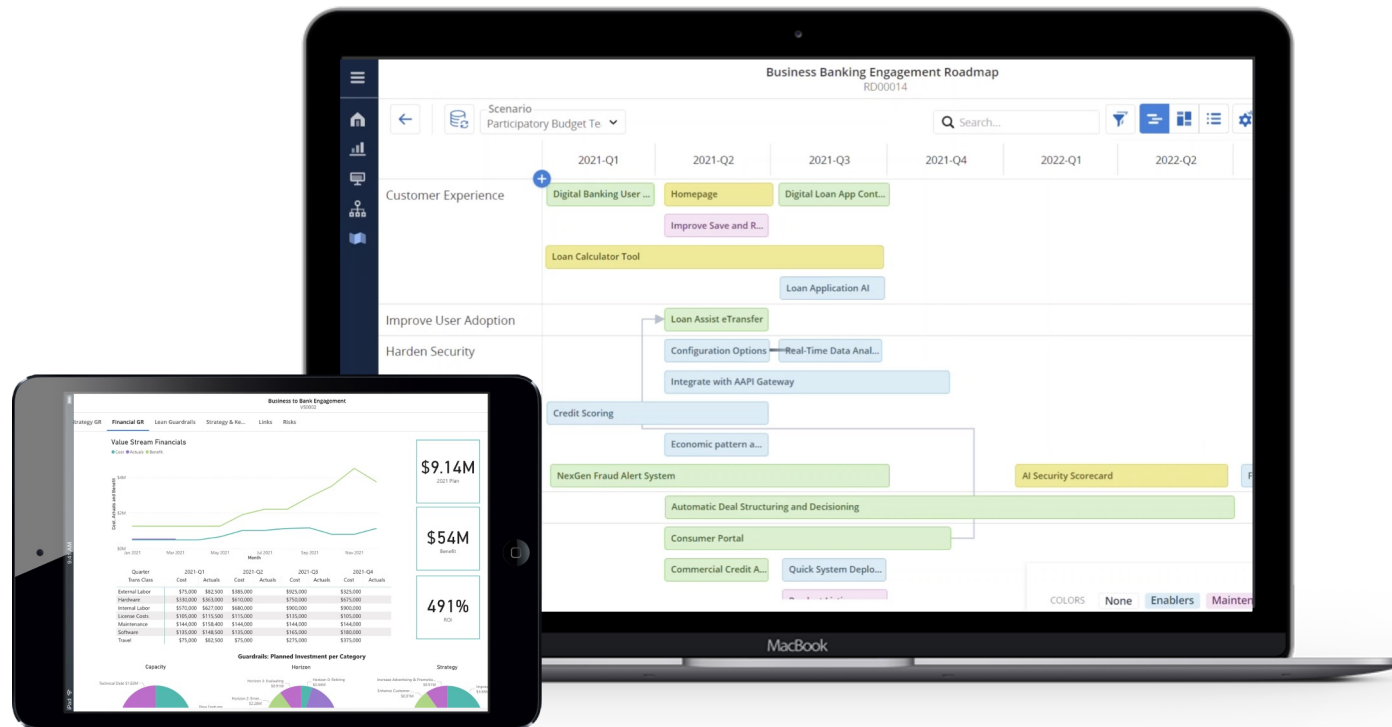
Define and fund the most valuable streams to you and your customers

Deliver digital transformation with maximum impact by improving prioritization, strategic investment planning, and digital product management.

Increase cost effectiveness, fund your most valuable investments, and measure the ROI of your decisions as they progress through the value stream.

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Be More Efficient

Reduce Effort and Waste
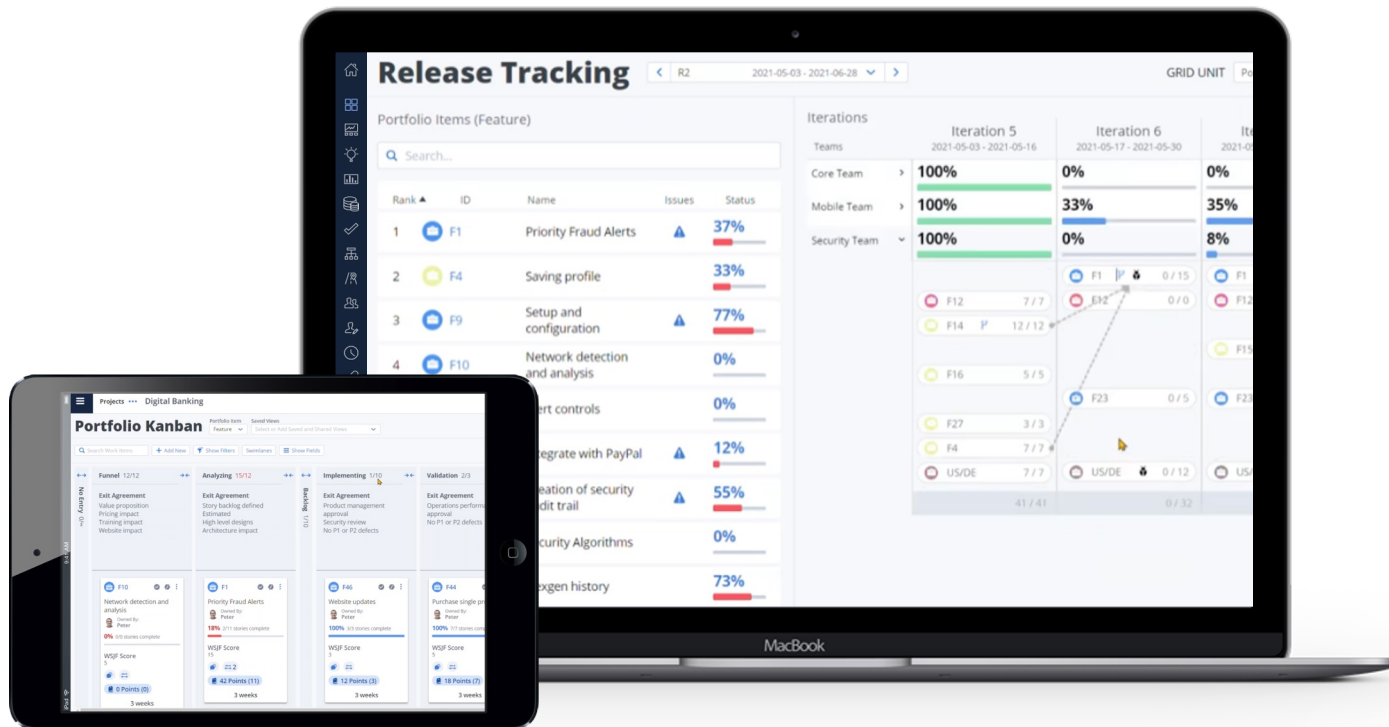
Deliver customer value by prioritizing, planning and developing value streams at scale

Streamline the way your teams work, increase quality, and accelerate velocity by building the right things at the right time.

Optimize the velocity of value streams by synchronizing resources and capacity to business priorities. Drive continuous improvements in both product quality and team productivity through better analytics.

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ValueOps Metrics Drive Innovation

70% Improvement in
Enterprise Alignment

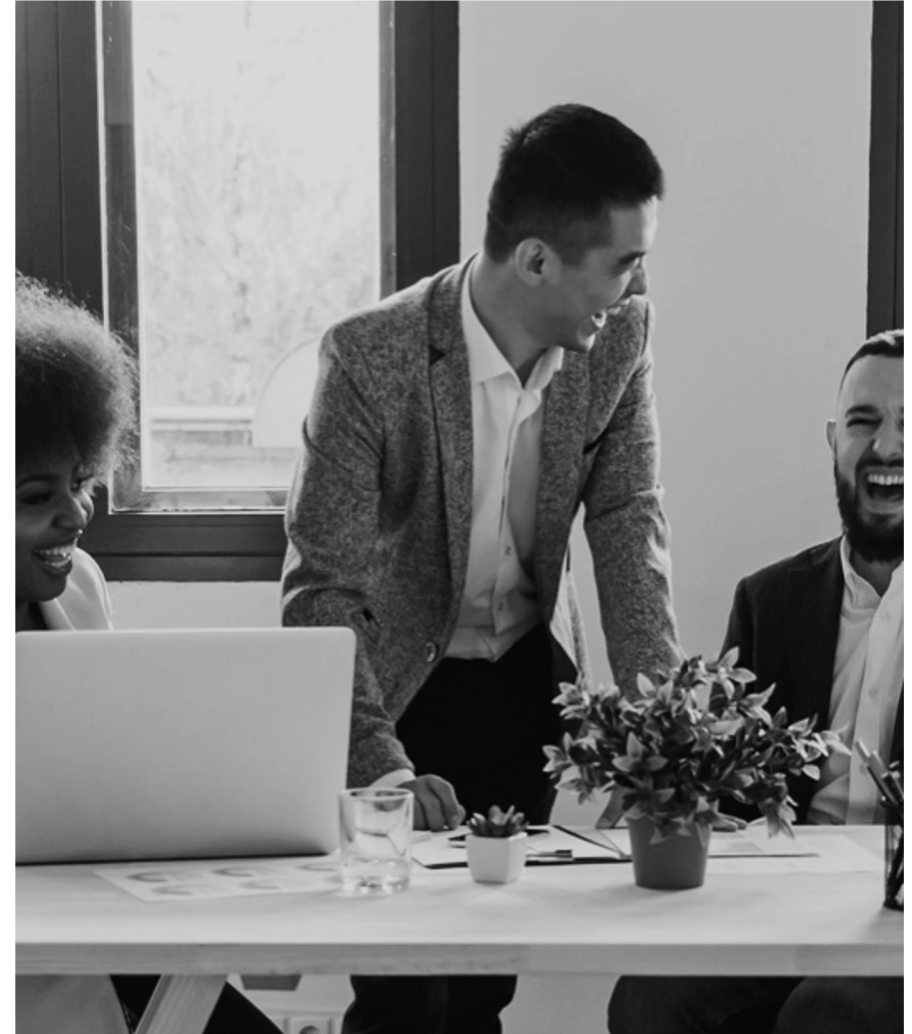**75%** Improvement in
Resource Utilization

50% Improvement in
Software Quality

Enterprise Alignment Is Key to Successful Digital Transformation

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The Boeing Company

Delivering much more, with much less – today and tomorrow

COMPANY OVERVIEW

World's largest aerospace company and leading manufacturer of jetliners, defense, space and security systems.

Almost immediately the visibility provided allowed us to realize savings of $25 million in duplicate work.

Program Manager

KEY CHALLENGES

Need to facilitate dramatic reductions in technology budgets, eliminating more than $1 billion in spending

Much better understanding of value of work combined with ability to optimize that value

Requirement to support the transformation of an organization that can be at the forefront of a constantly changing industry

OUTCOMES

Greater than 30% reduction in technology budget

Elimination of massive amounts of low value work and improved focus on value streams

Greater enablement of business outcomes and tighter integrations with business partners Ability to maintain a stable organization, ready to take advantage of future opportunities, during a very challenging period

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Verizon

Reimagining how work gets done brings dramatic results to telecom giant

COMPANY OVERVIEW

One of the world's leading providers of technology, communications, information and entertainment products and services

ValueOps VSM has changed the conversations for us. We're now more personal, we're focused on relationships instead of transactions and ValueOps VSM is now a critical part of how Verizon evolves.

Senior Manager Systems Engineering, IT Governance and Compliance

KEY CHALLENGES

Fast growing company transforming into a global technology leader, and outgrowing its existing processes

Multiple approaches to work, many disparate systems, and too much manual work to sustain effective and efficient delivery

Consistent challenges engaging key stakeholder groups when needed, reducing effectiveness and efficiency, while increasing business risks

OUTCOMES

Verizon achieved $2 million in cost savings for just one portfolio.

Verizon embraced ValueOps Value Stream Management (VSM), delivering tangible and intangible improvements across multiple business areas

Organic growth-based approach has resulted in broad acceptance from the bottom-up and sparked enthusiasm for ValueOps VSM

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American Honda Motor Company

How the motor giant turned work into value streams

COMPANY OVERVIEW

North American subsidiary of Honda Motor Company responsible for distribution, marketing and sales of automobiles, power sports products and power equipment

Executive management is talking the same language as the delivery teams and Broadcom's ValueOps is reflecting that.

Product and Process manager, EPMO

KEY CHALLENGES

Business leaders driving shift to value streams in an IT environment still predominantly waterfall

Need to shift IT alignment from project and programs to value streams

Reliance on manual tools such as PPT and Excel limited ability to adapt to changing business needs

OUTCOMES

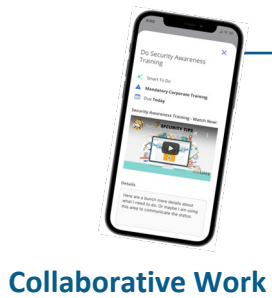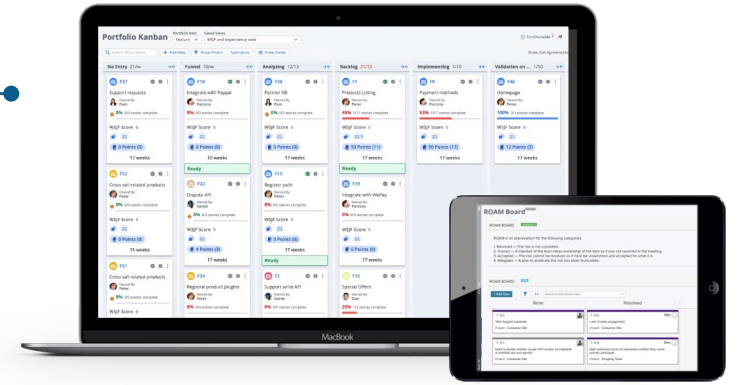Embraced roadmap functionality to eliminate manual work and increase understanding

Greater empowerment, engagement and efficiency among delivery teams

More effective and efficient planning directly in ValueOps solution with contextualized insight for stakeholders

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Broadcom ValueOps Solution

- Investment Strategy
- Innovation Roadmaps
- Demand Management
- Funding Decisions

- Financials Reporting
- Business Agreements
- Resource Management
- Project Management

Business & Strategy

Program Management

Team Execution

- PI Planning & Tracking
- Dependencies & Risks
- Capacity Planning
- Execution Roadmaps

- Quality Management
- Release Tracking
- Efficiency Metrics
- Enterprise Visibility
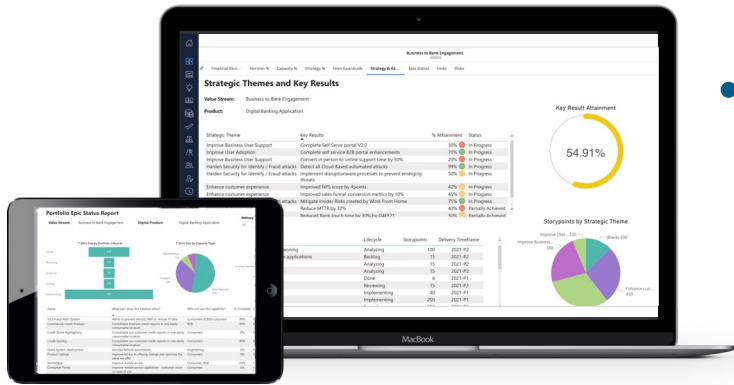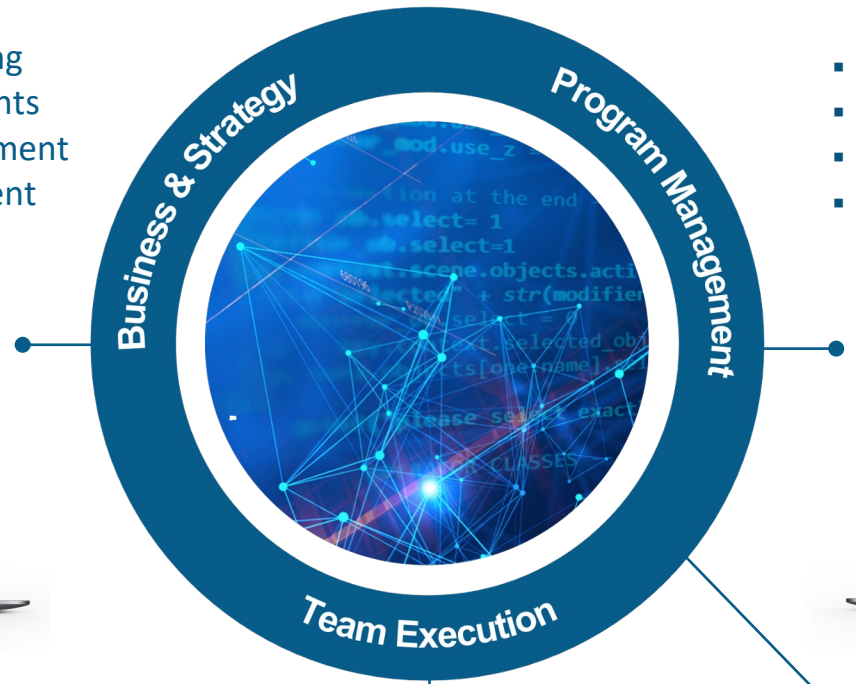
Collaborative Work

Project Management

Agile Teams

ValueOps Connectors logos: Microsoft, Bitbucket, GitLab, GitHub, Trello, IBM, digital.ai, Gerrit, servicenow, Bugzilla, blueprint, MICRO FOCUS, MODERN Requirements, SMARTBEAR, Storyteller, JIRA, Tricentis, ZEPHYR, POLARION, salesforce, bmc, aras, WhiteHat Security, iRise, SPARX SYSTEMS, zendesk
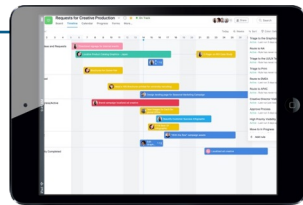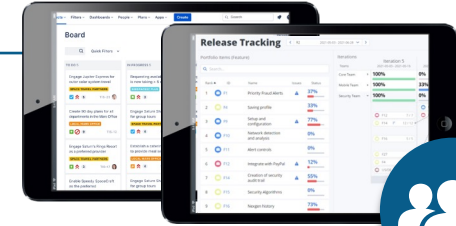
ValueOps Connectors*

* Integrates third-party tools and platforms to ValueOps

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A Two-Decade Heritage of Leadership & Innovation

Clarity and Rally are the foundations of Value Stream Management

ABT & Niku

- **Project Management**
- Workbench / Open Workbench
- Project Costing
- Project Scheduling
- Project Governance

ca technologies

- **PPM**
- Niku acquisition 2005
- Investment Analysis
- Operations Management
- Business Agility

clarity

- **Strategic Portfolio Management**
- Lean Portfolio Management
- Strategic focus on digital
- PPM & DPM lens for VSM

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ValueOps VSM

- **Alignment across the value stream lifecycle from idea to outcome**
- Digital Product Management
- Enterprise Agility at scale
- Collaborative Work Management
- **Puts "Value" in VSM**

| 1990s | 2000s | 2010s | 2015 | 2018 | Now |

RALLY SOFTWARE

- **Agile Management**
- XP/Agile Manifesto
- SaaS Architecture
- Ryan Martens, Tim Miller

Scaling Agile

- Dean Leffingwell, Rally Chief Methodologist
- Scaled Agile SAFe ver. 1
- LeSS | DaD
- LPM | Kanban

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- **Clarity + Rally = ValueOps**
- ValueOps Connectors for Multiple integrations - GitHub – CMK | SmartCFD
- Upgraded tech stack: React
- Enterprise Agility lens for VSM

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Respected by Analysts

Gartner Market Guide for Value Stream Management Platforms

Table 1: Representative Vendors in Value Stream Management Platforms

Vendor	Product Name
Broadcom	Broadcom Enterprise Software Division PLA
CloudBees	Software Delivery Management
ConnectALL	Value Stream Management Platform
Digital.ai	Digital.ai Platform
HCL	HCL Accelerate
IBM	UrbanCode Velocity
Kovair Software	Kovair DevOps and Omnibus
Opsera	Opsera
Plandek	Plandek Enterprise
Plutora	Plutora Platform
ServiceNow	ServiceNow DevOps and ServiceNow ITBM
Tasktop	Tasktop Viz and Tasktop Hub

Source: Gartner (November 2021)

Gartner

Market Guide for Value Stream Management Platforms

Published 10 November 2021 - ID G00736401 - 28 min read

By Analyst(s): Hassan Ennaciri, Thomas Murphy, Joachim Herschmann, Manjunath Bhat, Daniel Betts, Chris Saunderson

Initiatives: Software Engineering Technologies

Organizations want full visibility into software delivery pipeline performance to optimize value delivery to customers. Software engineering leaders should implement a value stream management platform to assess and improve the health of product delivery and drive alignment of business priorities.

Overview

Key Findings

- As organizations use DevOps to expand digital services and products, they lack both data-driven insights to optimize product value delivery and the ability to adapt to changing customer needs.

- DevOps teams that focus only on technical performance metrics and overlook business success metrics will fail to achieve organization objectives.

- Delivery teams struggle to extract actionable insights from the high volume and complex data generated by the delivery tools.

Recommendations

Software engineering leaders responsible for software engineering technologies should:

- Optimize product delivery by investing in a value stream management platform (VSMP) that provides end-to-end visibility and insights into performance, quality and value of products.

- Focus on improving business outcomes by leveraging real-time, data-driven metrics and value stream insights to ensure alignment with organization objectives.

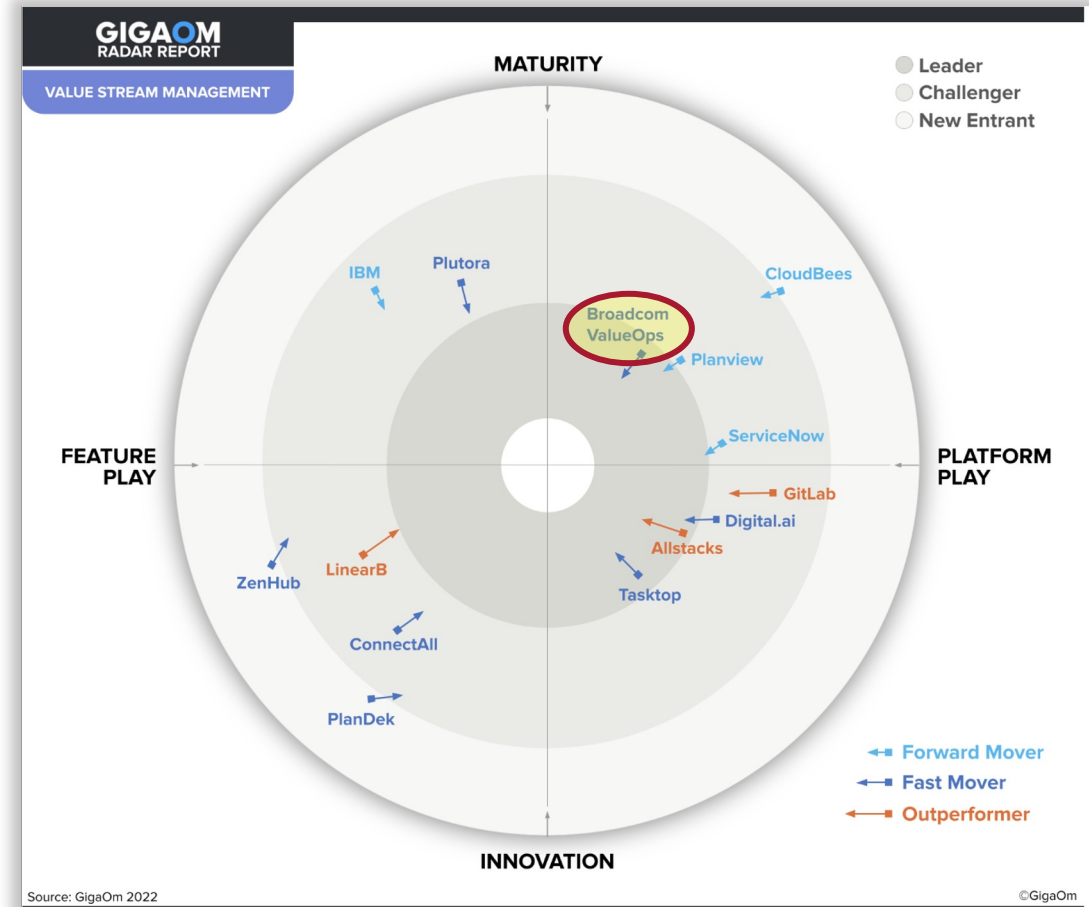**BROADCOM** SOFTWARE

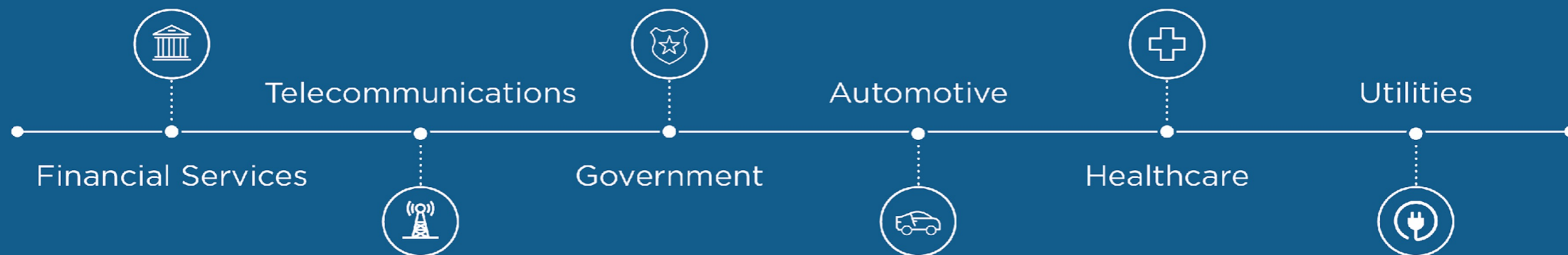regoUniversity2022

Respected by Analysts

GigaOm Radar for Value Stream Management 2022 – Leader

"Overall, Broadcom's key strength is bringing together the business and engineering sides of the house, enabling the communications paths needed to align strategy to delivery."

- Recognized as **Leader** and Fast **Mover** – mature platform play

- Maximum scores awarded for **large enterprise** capability, **E2E value-based measurement**, **business level insights**, **improvement insights**, **value stream portfolios**, **insight-driven value focus**, **ROI/TCO**, and features for **business leadership** and **technical leadership**.

GigaOm Radar Report — Value Stream Management

Source: GigaOm 2022 ©GigaOm

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WE ARE A TRUSTED PARTNER TO
10 OUT OF THE 10
LARGEST GLOBAL LEADERS ACROSS MAJOR INDUSTRIES:

Financial Services Telecommunications Government Automotive Healthcare Utilities

✔ **Infrastructure Software**
Includes Clarity and Rally portfolios

AIOps   DevOps

Value Stream Management   Mainframe

✔ **Security Software**
Includes Symantec and Arcot portfolios
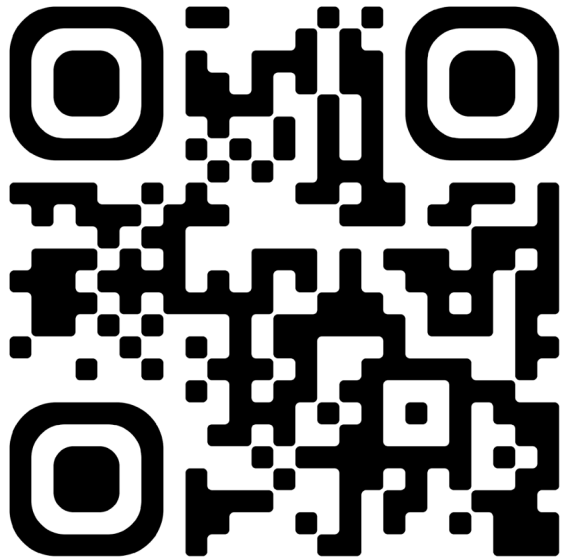
Network & Information Security   Identity Security

Endpoint Security   Payment Security

BUILDING A COMPREHENSIVE PORTFOLIO OF INDUSTRY-LEADING BUSINESS-CRITICAL SOFTWARE SOLUTIONS

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Click here to learn more about ValueOps

Find out More

Attend our ValueOps, Clarity & Rally Roadmap Session to Learn More about our New Innovation

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Questions?

# Industry-Leading Innovation Capabilities

VSM for Business Leaders

- Custom Investments

- Investment Hierarchies

- Financial Management

- Strategic Roadmaps

- Business Intelligence Insights

- Staffing and Resource Management

- Collaboration Tooling

- Task Boards and Scoreboards

- Project Management

- Risk and Dependency Management

- Timesheets

- Dashboards and Reporting

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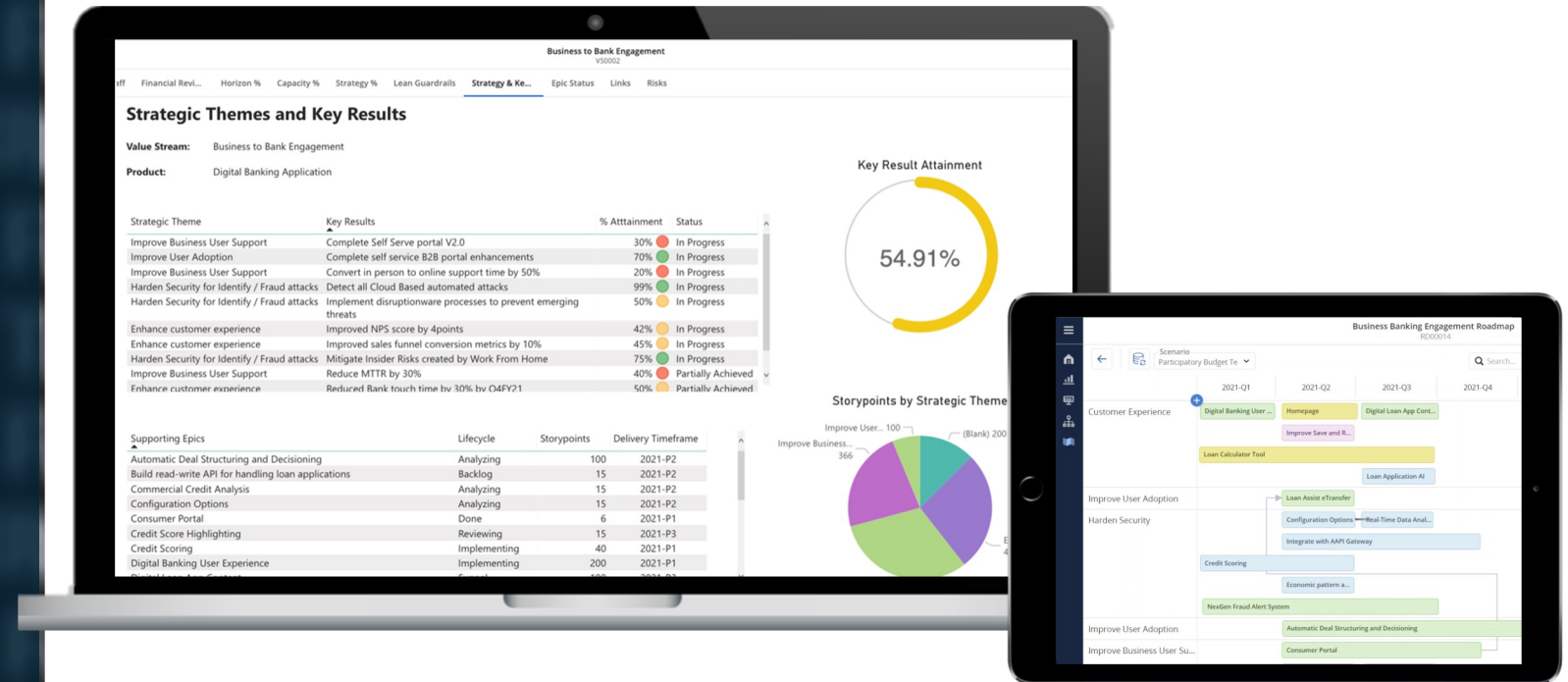
Industry-Leading Innovation Capabilities

VSM for Development & Engineering

- Connect Product Strategy to Execution

- Visibility at Scale, at every level, any time

- Top-Down Planning

- Roadmaps & Agreements

- "Big Room Planning"

- Feature Capacity Planning

- "What-if" Scenario Modeling

- Time-Based Planning View

- Objectives & Key Results (OKRs)

- "Smart" Metrics with AI /ML

- ValueOps Connectors

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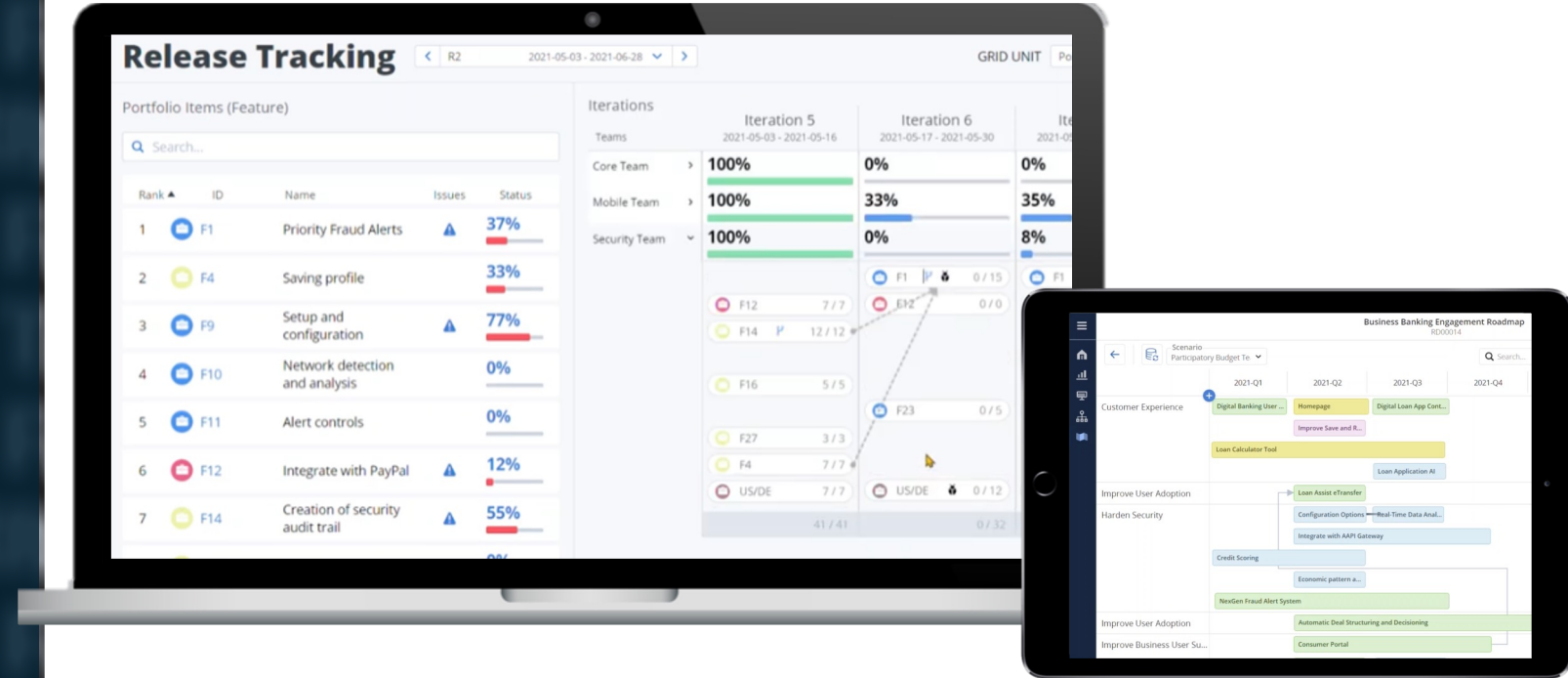
Empower Innovation and New Ways of Working

A major leap forward in how enterprises can align priorities, progress, and results to accelerate time to value and succeed at digital transformation.

Build true value streams that span the enterprise to eliminate silos, enhance innovation, balance resources, and dramatically improve delivery.

GigaOM Radar Report Leader for Value Stream Management

GigaOM Radar Report Leader for Agile PPM

Gartner Magic Quadrant Leader for Enterprise Agile Tools

IDC Marketscape Leader for Agile PPM

IDC Marketscape Leader for IT PPM

Representative Vendor for Gartner Market Guide for Value Stream Management Platforms

Who We Help

Results

75% improvement in resource utilization

66% reduction in program cost overrun

50% reduction in work not aligned

70% improvement in business alignment

25% reduction in delivery times

50% improvement in software quality

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ValueOps Connectors

Connect data across your enterprise for better decision making

ValueOps VSM Ecosystem

Amplify and enhance value streams with ValueOps Connectors to aggregate data and eliminate platform silos

Increase collaboration between teams using different tools in distributed environments

Eliminate errors, friction, effort, and costs due to manual data collection

Leverage a complete data set that spans the value stream to generate better insights and drive business decisions

ValueOps VSM
Clarity | Rally
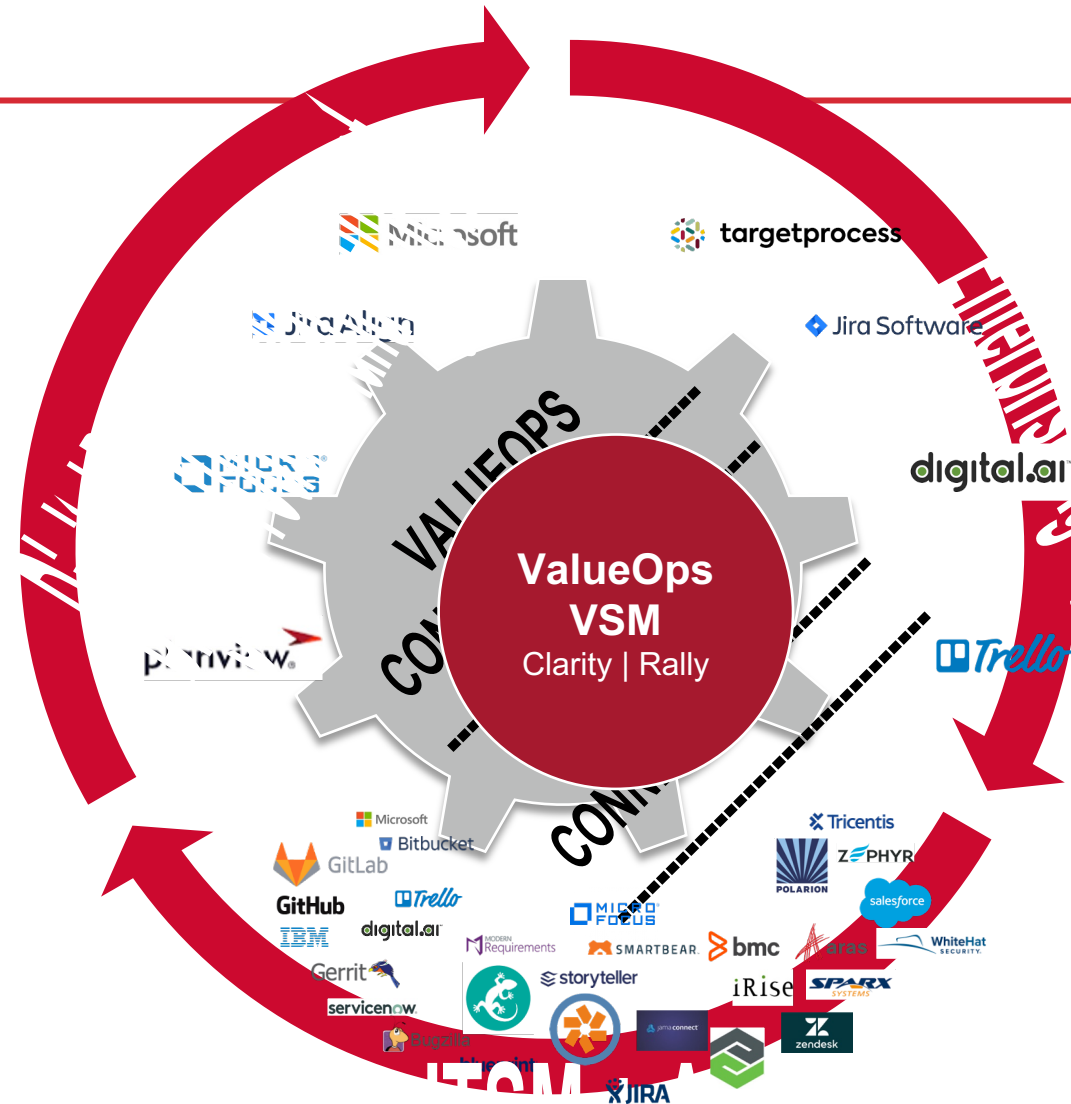
Additional Integrations Available
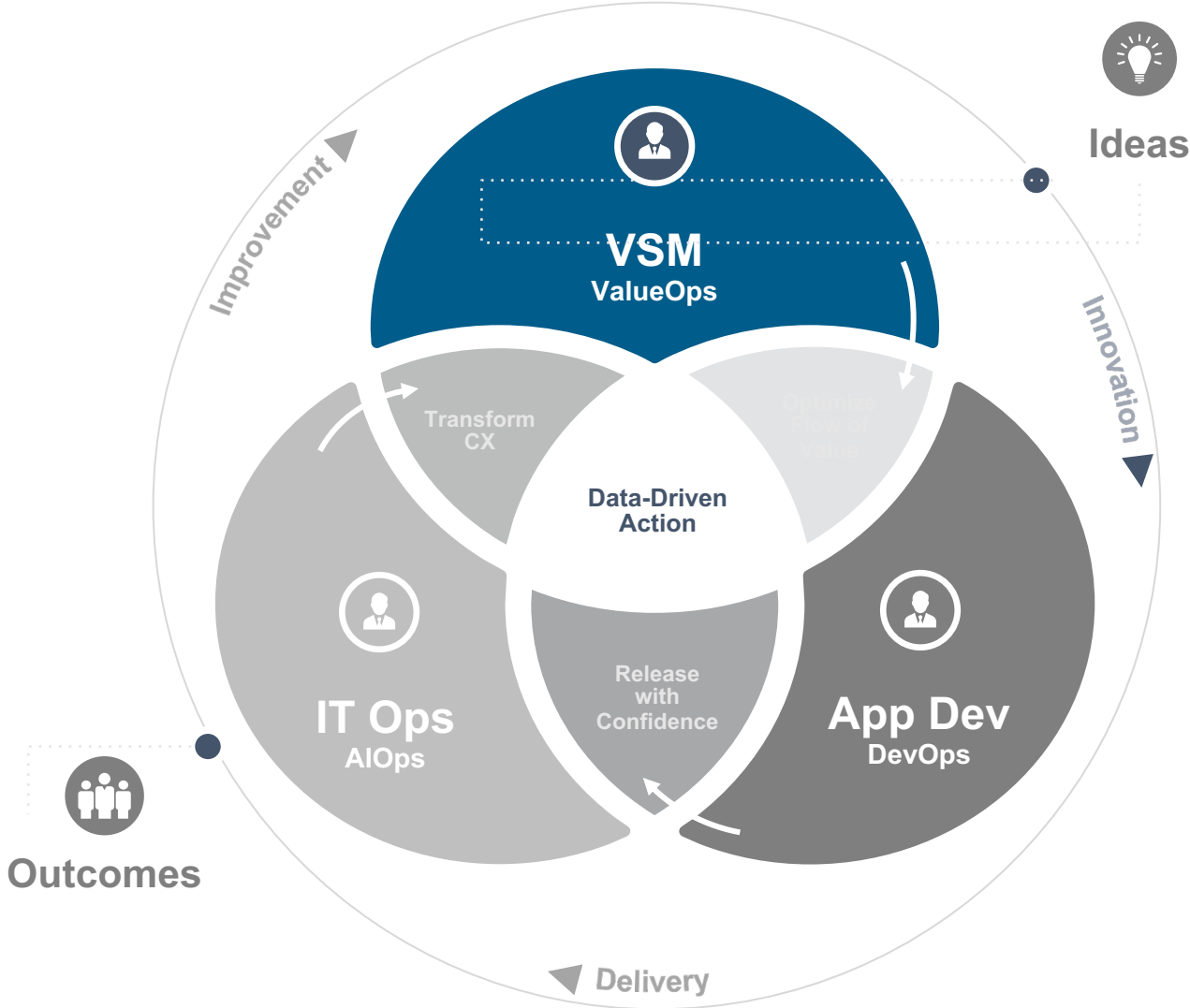
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The Best Portfolio for Digital Transformation

Enables Data-Driven Action
Across the Enterprise

The ability to rapidly turn business **ideas** into quality business **outcomes** via **data-driven action** drives successful digital transformation.

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Thank You For Attending regoUniversity

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- Click on **Course or Training**
- Class Provider = **Rego Consulting**
- Class Name = **regoUniversity**
- Course **Description**
- Date Started = **Today's Date**
- Date Completed = **Today's Date**
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- Training classes = **Technical**
- Click on **I agree** and **Submit**

Let us know how we can improve!
Don't forget to fill out the class survey.

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