

Case Study

Trusted Collaborative Partnership

with

Salmon
SHAPING FUTURE COMMERCE

Sainsbury's

agility.im

Salmon are an eCommerce consultancy working with major brands, delivering market-changing eCommerce strategies and solutions.

Trusted Collaborative Partnership



Salmon are an eCommerce consultancy working with major brands, delivering market-changing eCommerce strategies and solutions, specialising in IBM WebSphere Commerce.

Upon the completion of a three year major upgrade for their client Sainsbury's online groceries system, there was a desire to shorten the lead time for new and ongoing changes to the site. Sainsbury's expressed a desire to adopt an agile approach, so Salmon invited Agility in Mind to partner with them to expedite implementation and adoption of agile techniques.

Challenges

Salmon had a successful track record in delivering complex, enterprise scale projects using traditional management practises, but Sainsbury's needed to be more responsive in bringing new features to market in this highly competitive sector, while maintaining a conservative approach to testing and deployment.

Agility in Mind helped Salmon provide two Scrum development teams to their client. This was achieved by:

- Consulting with Salmon and Sainsbury to establish the desired outcomes.
- Making a plan with Salmon to provide training and support to their staff and their client.
- Delivering agile product delivery workshops for each of the teams and the Sainsbury's stakeholders that would work with them.
- Mentoring Salmon project managers in their transition to Scrum Master roles and providing follow-on coaching support to the teams.

Following the initial Scrum training, Agility in Mind worked through a wide range of adoption issues such as adapting their traditional project governance model; dealing with very long manual regression testing cycles; and helping Sainsbury's product owners work effectively with Salmon development teams.

Outcomes

The first Scrum development team delivered a working release in eight weeks. Six months later, having established a successful model Agility in Mind helped Salmon and Sainsbury's increase their capacity from two to four Scrum development teams.

For Sainsbury's, new opportunities are now quickly exploitable. The first Scrum development team was able to quickly build functionality to deliver groceries to train stations for commuters ordering before noon on the same day. New competitor functionality could also be quickly responded to.

For Salmon, their long standing client was delighted with this new capability. As a consultancy they now have a proven track record in agile product delivery, allowing them to offer these services across their client base.



Consultancy collaboration, trusted to deliver for their client



Adapting Salmon's traditional project governance model



8 weeks to deliver a working release

Agility in Mind is a business agility transformation consultancy.

We use agile principles and practices as enablers for change to help our clients respond better in an increasingly competitive marketplace.

Our services include business agility consulting, coaching and training, combined into a high impact agile transformation model that achieves rapid results.

We work with people throughout an organisation: we help leadership teams better understand the challenges they need to face in a changing world; we show individuals and teams how to better organise their work to fulfil strategic objectives; and we instil a sense of belief that change is possible and action is needed.

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