

# Our experience with Agile in Vodafone

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**The end**



**OCT 17**

# Helen

## Head of Customer Experience Excellence

HEARING

SEEING

We need 6 months to do this

Time to update my resume

People quitting their jobs

Competitors going faster

Paul decided

SAYING



THINKING

\$£!#!#  
beep beep

FEELING

Frustrated

Don Quijote

Too much for too little

Much less than what I could have done

DOING

# A new hope



NOV 17

# Paul

Head of everything

CHANGE OR DIE



THINKING

HEARING

SEEING

Simplicity: 0

IT vs. Business

Lack of digital skills

Silicon Valley is another planet

Our competition is Facebook

SAYING

Chapter 2

Digital Telco

Urgency

Understand how to change

Enthusiasm

Trigger pioneers

FEELING

DOING



PO

UX Designer

IT architect

# And so it begins



# Helen

## PO Digital Marketing & Sales

HEARING

SEEING

What am I supposed to do?

Let's make them play

Entropy

People having fun

We make the money



SAYING

PO?  
Purchase Order!

THINKING

MVP???  
WTF!!!

Brain back to normal

Post it,  
post it, post it

FEELING

Energy

Enthusiasm

3 years backlog of ideas

DOING





# The perfect wave



# Jim

## Agile Coach - Consultant

HEARING

SEEING

Agile myths

WTF!?!?

Way too many Post it

Chaos



Random Agile vocabulary

SAYING

THINKING

Why are you doing this?

Shocked

Understanding

Training

Coaching

DOING

FEELING

# Daniel

Developer - Consultant

HEARING

SEEING

I'm no longer a resource

THE PRODUCT!

You guys are making the difference



THINKING

\_\_\_\_\_

SAYING

Now I get what you mean

You are the Champions League

Why don't we do this instead?

Part of a team

Working in team!

Engaged

Contributing to the product dev

FEELING

DOING

# Spreading the virus



MAR 18

# Marc

## Head of Agile Digital Transformation

HEARING

SEEING

How to sync BAU and agile?



THINKING

Pilot cool, now deliver at scale

What is my career path?

Squad is the place to be

Pressure

Excited

People quitting

People more engaged

Need of new skills

We need to change the mindset

SAYING

Recruiting, recruiting, recruiting

This is the biggest and fastest change ever!

Organizational set-up

DOING

FEELING

# A new world



**MAY 18**

**4**

Tribes

**>15**

Squads



**>200**

People trained  
in 2 months

**x2**

Squads by end year



# “My” early results

**Offerta IperFibra**  
Navighi fino a **1 Gigabit** di velocità

**SOLO ONLINE**  
fino al 20/5

**24,90€**  
al mese

**TUTTO INCLUSO**

<b>INCLUSO</b> <b>COSTO ATTIVAZIONE</b> Contributo compreso nel prezzo	<b>INCLUSO</b> <b>MASSIMA VELOCITÀ</b> Internet illimitato fino a 1 Gigabit	<b>INCLUSO</b> <b>MODEM</b> Vodafone Station Revolution
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Vodafone  
**Simple**

**SOLO ONLINE**  
fino al 22/5

**5 Giga** hotspot incluso  
1000 Minuti + 1000 SMS

<b>Zero</b> costi di attivazione	<b>Zero</b> vincoli	<b>Zero</b> pensieri
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+ Dettagli

**10€** al mese  
con carta di credito o addebito su conto corrente

**ACQUISTA SOLO SIM** >

## SUCCESS FACTORS

- **Sponsorship** at the top
- **Experimental** approach
- **Tailoring** to context (country & squads)
- Truly **multifunctional** squads
- **Incremental** adoption
- Ask for help

## NEXT CHALLENGES

- **Digital culture** at scale
- **Technical** excellence
- Digital & agile **competences**
- Professional **growth** redesign





The future  
is exciting.  
**Ready?**