Using Essence to Deliver Together
Practical Experience at Fujitsu

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We live in disruptive times

We therefore need a stable reference
Example 1

Helping a customer embracing change
They had to react to market demand

but....

Traditional methods were not working
The Challenge

Agile Working + Mobile Solution + Delivery Window → Fear Panic!
How to get that Fuzzy Feeling

ESSENCE
Day 1: Workshop
Using physical cards gets real results
Apply Lenses to the Essence Alpha’s as required
Applying Lenses

Programme Lens

1. How overall team is formed
2. Who was involved
3. Big picture outcomes

FOCUS AREAS

Stakeholders / Way of Working
Team / Work
Applying Lenses

Project Lenses

1. How well was the idea defined?
2. Did clear requirements exist?
3. What problem was this solving?

FOCUS AREAS

Requirements / Opportunity
Software System
Visualise the project state

Cards used to show the actual states in project room.

Let everyone see the status

Process of Actually Assessing and moving daily ensures focus
Result

CLIENT

FUJITSU

COMMON LAGUAGE

ESSENCE
Example 2

Aligning Fujitsu Methods
Number of methodologies that need to run in Parallel

How do we know the state of the whole endeavour?
Challenges in Adopting SEMAT

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But....

Means Infrastructure build methods are becoming software like
Challenges in Adopting SEMAT

There is nothing new in SEMAT that we don’t do already!!
Using the Cards
Making it Happen

Design Assets

Alpha States on Content of assets
Example 3

Aligning Global Processes
Current Position

Lots of Processes and Methods

Built for Local Geographies

Built for local business sectors

The Challenge

More business is global not local

Options

(1) Enforce a Single set of Master Processes / Methods across Business

(2) Use Something Else
ESSENCE
Take Away

1. Practice Alpha’s offline – e.g. Use the Cards

2. Use Lenses

3. Don’t limit SEMAT to Software Projects