



Scrum.org™

The Home of Scrum

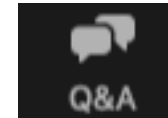
Lean-Agile Procurement

A key enabler for true Business Agility

23. May 2023

Quick Guidelines

- Your microphones will be muted throughout
- This session is recorded. The recording and slides will be available after the webinar within 24 hours.
- Please ask questions at any time!
 - Submit questions by selecting the Q & A icon:



Who is Scrum.org

Mission:
*Helping People and
Teams Solve
Complex Problems*



Ken Schwaber
Scrum.org Founder,
Chairman and
Co-creator of Scrum



Mirko Kleiner

- Thought Leader in Lean-Agile Procurement
- Winner of multiple World Procurement Awards
(As non-Procurement Professional disrupting a whole Profession to the better)
- The topic Procurement excites me because with the billions of £ spent in private & public sector we can really create a positive impact!
- Mirko@flowdays.net
- [Linkedin.com/in/MirkoKleiner](https://www.linkedin.com/in/MirkoKleiner)



Be the change you wish to see in the world

Simon Reindl

- 25+ years in Product Development
- Author, Speaker, Trainer, Coach
- Focus is on helping individuals, teams and organisations maximise the value delivered in a humane way
- Worked with organisations of all sizes
- simon.reindl@apd.coach
- uk.linkedin.com/in/simonreindl



Agenda

- Quick Overview of Lean Agile Procurement
- Observations from the recent survey
- Panel discussion
- Question from the audience (at any time)

The next stage of Business Agility – Scaling Agile beyond Companies



Source: flowdays.net, by Mirko Kleiner

Preview

- 82% of respondents are at some stage of an agile transformation
- 9% include their partners / vendors.
- **TOP 3 Agile Practices** applied in Procurement & Supply are Scrum, Kanban, Design Thinking
-> Lean-Agile Procurement 4th
- 83% of respondents have the need to include more than 1 partner to solve complex problems
(Adaptive Partner Ecosystem)

Private Sector -
Commercial functions are
responsible for up to 80%
of Revenue

Public sector is
investing 10-15% of
GDP in avg. every year

What is LAP, and what problem does it solve

- Collaborative approach to source **complex** procurements

Days

instead of

Months

Needs

instead of

Wants

Adaptive

instead of

Fixed

Partnership

instead of

Relationship

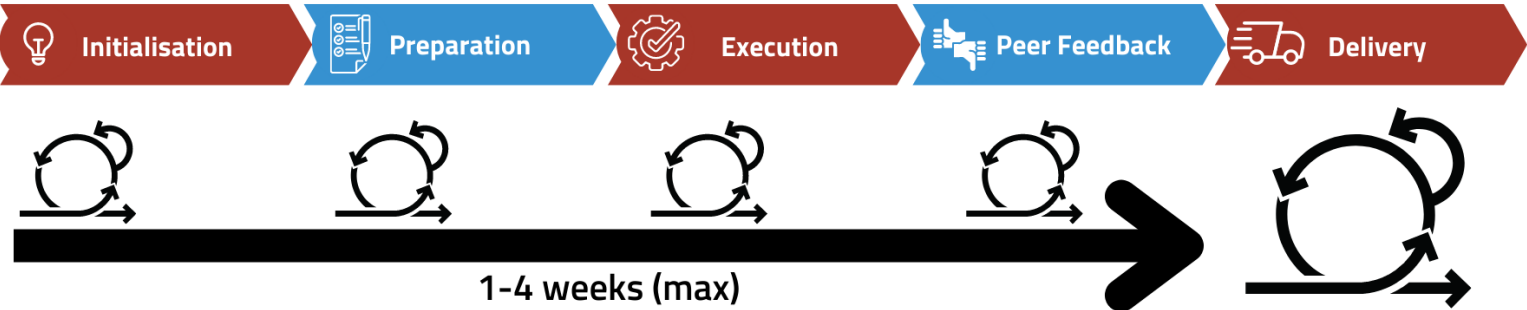
Fun

instead of

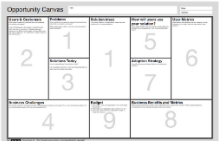
Pain



Lean Agile Procurement Model



- Establish cross functional evaluation team
- Clarify Product vision and partnership needs



- Prepare everything needed for executing the lean evaluation

- Big room evaluation with potential partners



- Gather peer feedback including decision with whom to continue
- Completed canvas is the backbone of the collective contract
- Decision makers in the room (or at the end of a phone)

- Begin work and delivery
- Option to run multiple pilots to determine long term partner

Lean Agile Procurement - DevOps on Steroids!

1 Initialization

2 Preparation

3 Big Room Day/s

4 Peer Feedback

Lean Procurement Canvas

Business Model Canvas

Days instead of Months

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Image Source: SwissCasinos

Swiss Casinos – Sourcing an ERP System in just 2 Days!

PROCUREMENT
LEADERS

WORLD
PROCUREMENT
AWARDS
2020

basware

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WINNER



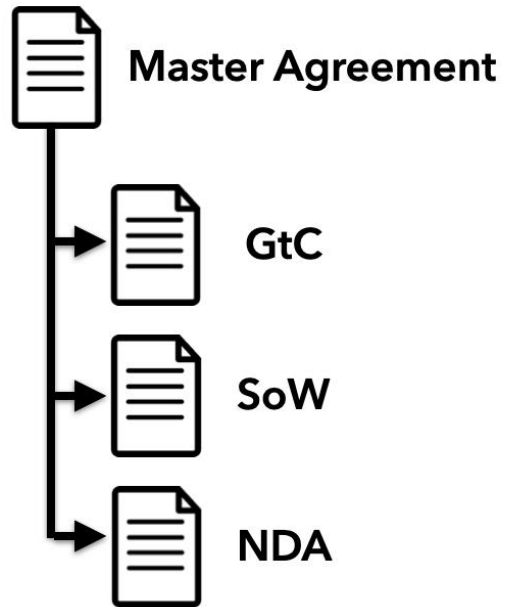
SWISS CASINOS + flowdays

* Comparison to another case from the past with a similar com

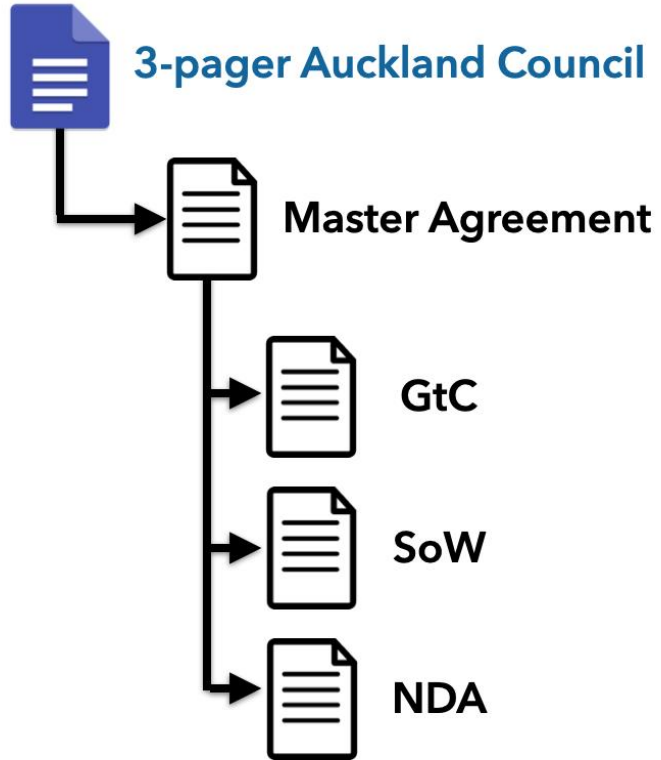
APA Group – Sourcing Smartmeters for Australia



Auckland Council – LAP is a Mindset!



Auckland Council – LAP is a Mindset!



Our Results – Faster, cheaper, better



4-8x faster from Idea to 1st Value delivered

1/2 Effort

80% Savings / Risk-Reduction

100% social Fit

9/10 recommend the Approach

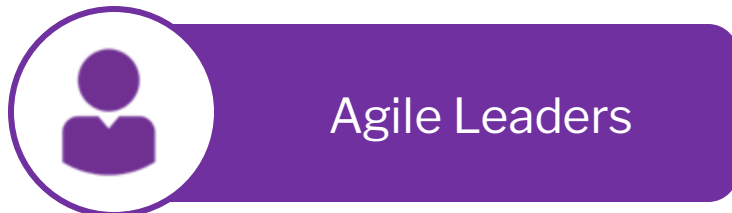
* Comparison to another case from the past with a similar complexity



Panel Discussion

Questions

Each role has a clear Learning Path



Product Owner Learning Path

★★★★★ 4.9 from 5 ratings

Unwatch

As described in the [Scrum Guide](#), a Scrum Product Owner is responsible for maximizing the value of the product resulting from the work of the Development Team. How this is done may vary widely across organizations, Scrum Teams, and individuals.

The learning path is organized by a set of [Professional Scrum Competencies](#) which each contain a number of focus areas. Resources are laid out in a prescribed order, however it is your journey, so follow in the best way that helps you learn.

Understanding and Applying the Scrum Framework

Empiricism

Scrum Values

Scrum Roles

Scrum Events

Scrum Artifacts

Sprint Goal

Done

Scaling Scrum

Managing Products with Agility

Understanding and Applying the Scrum Framework / Empiricism

The Agile Manifesto

Created by 17 visionaries in 2001, the Agile Manifesto was developed to look at the core principles and values for Agile software development. 10.04.001

★★★★★ 4.8 from 6 ratings

Completed

Empiricism, the Act of Making Decisions Based on What Is

Ken Schwaber writes about commitment and Scrum as an empirical process. 10.03.361

★★★★★ 4.8 from 7 ratings

Completed

The Three Pillars of Empiricism (Scrum)

READ THE SCRUM GUIDE

VIEW THE SCRUM FRAMEWORK

THE SCRUM GLOSSARY

FIND TRAINING

GET CERTIFIED

<https://www.scrum.org/pathway/scrum-master>

<https://www.scrum.org/pathway/product-owner-learning-path>

<https://www.scrum.org/pathway/team-member-learning-path>

<https://www.scrum.org/pathway/agile-leader-learning-path>

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RSS
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Thank you!