



Shifting Organizations from Projects to Value Delivery Using Product Operations

Pittsburgh Product Camp

Current State:
Projects Over Value Delivery



Mindset Shifting

Moving from Project to Product Mindset

Uncovering the Organizational Opportunities



Understand the Content, Context, and Culture



Assess the Problem Statements

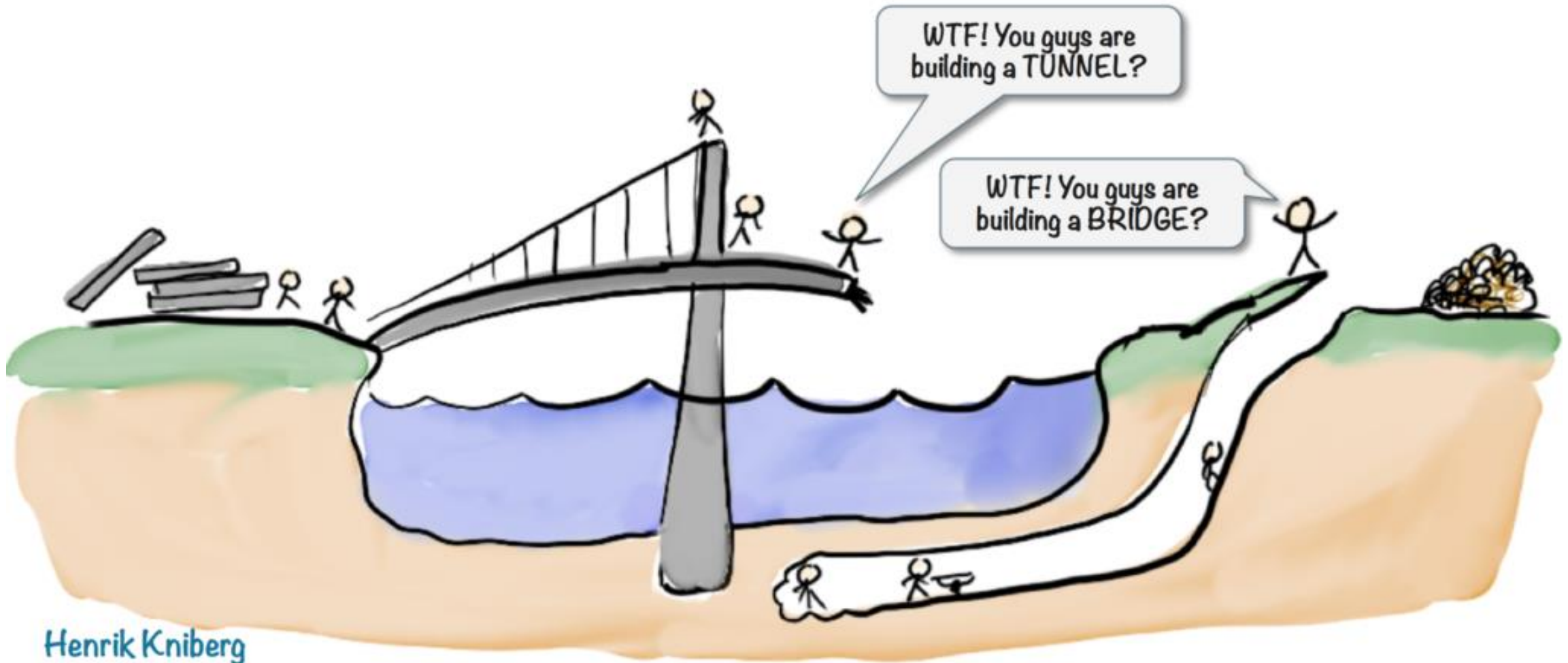


Identify, Define, and Validate the Sub-Problems



Vision Without Strategy
Leads To...





Henrik Kniberg



Just Because
You're Working
Does Not Mean
You Are
Delivering Value



What Obstacles Are
Preventing Value?

Siloed Delivery



Lack of visibility across the program



Lack of priorities being tracked, managed and delivered



Programmatic decisions made with partial data



"All those in favor say 'Aye.'"
"Aye."
"Aye."

H. M. Chapman
"Aye." "Aye." "Aye."

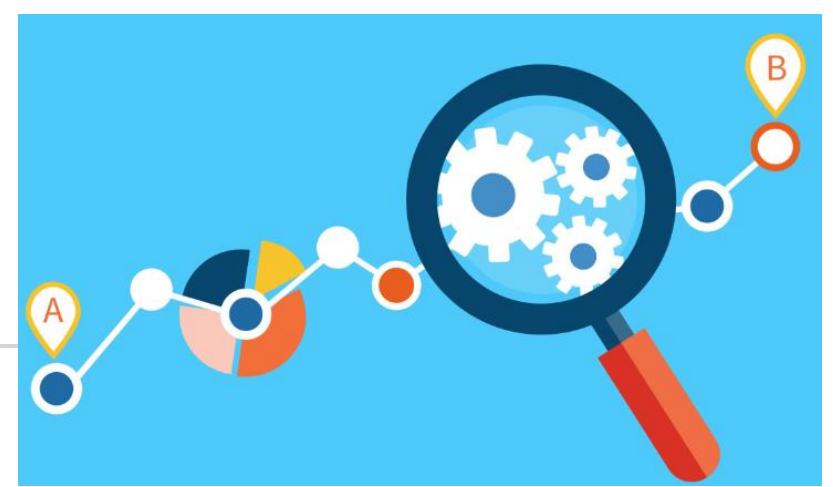
Barriers to Innovation & Value

- What is the Organizations ***definition*** of Value?
- What is the Organizations ***tolerance*** for Innovation?
- What **Barriers** exist that are perceived (***Artificial***) vs real?
- What Non-Functional or User **Requirements** exist that are perceived (***Artificial***) vs real?

Product Operations: A Value Delivery Framework

Product Operations is NOT

What is Product Ops?

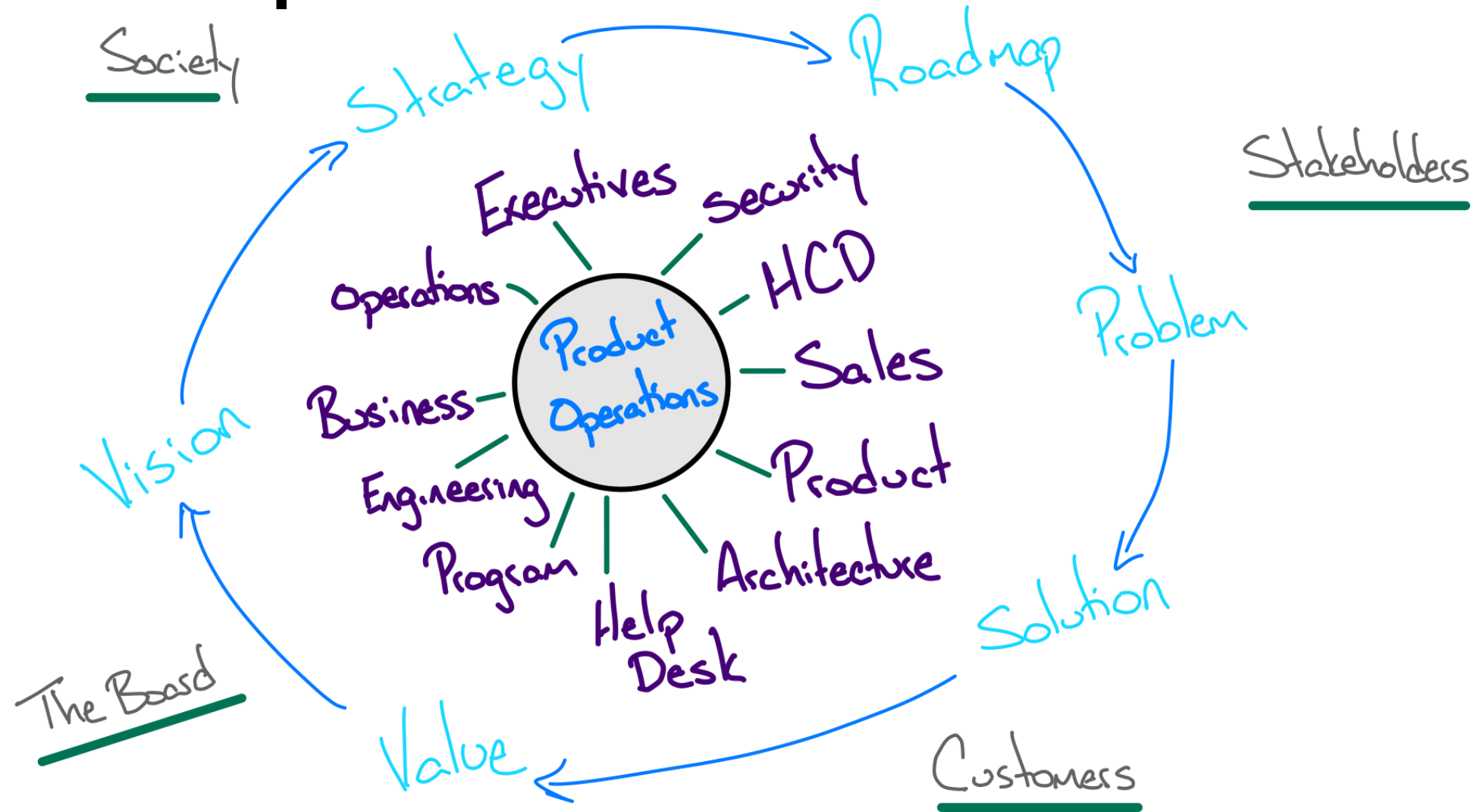


Product Operations is a proven framework that provides the right people, the right data with the right amount of time to make informed decisions.



The cost to run Product Operations is a sunk cost already being spent; the framework creates an efficient and effective Organization that creates even more successful Teams.

Product Operations



Product Operations



Increase efficiency, effectiveness, understanding, and Value



Decrease waste, unknowns, busy work, and ambiguity

Leverage



- Principles
- Process
- Tools
- Stakeholders

Foundation

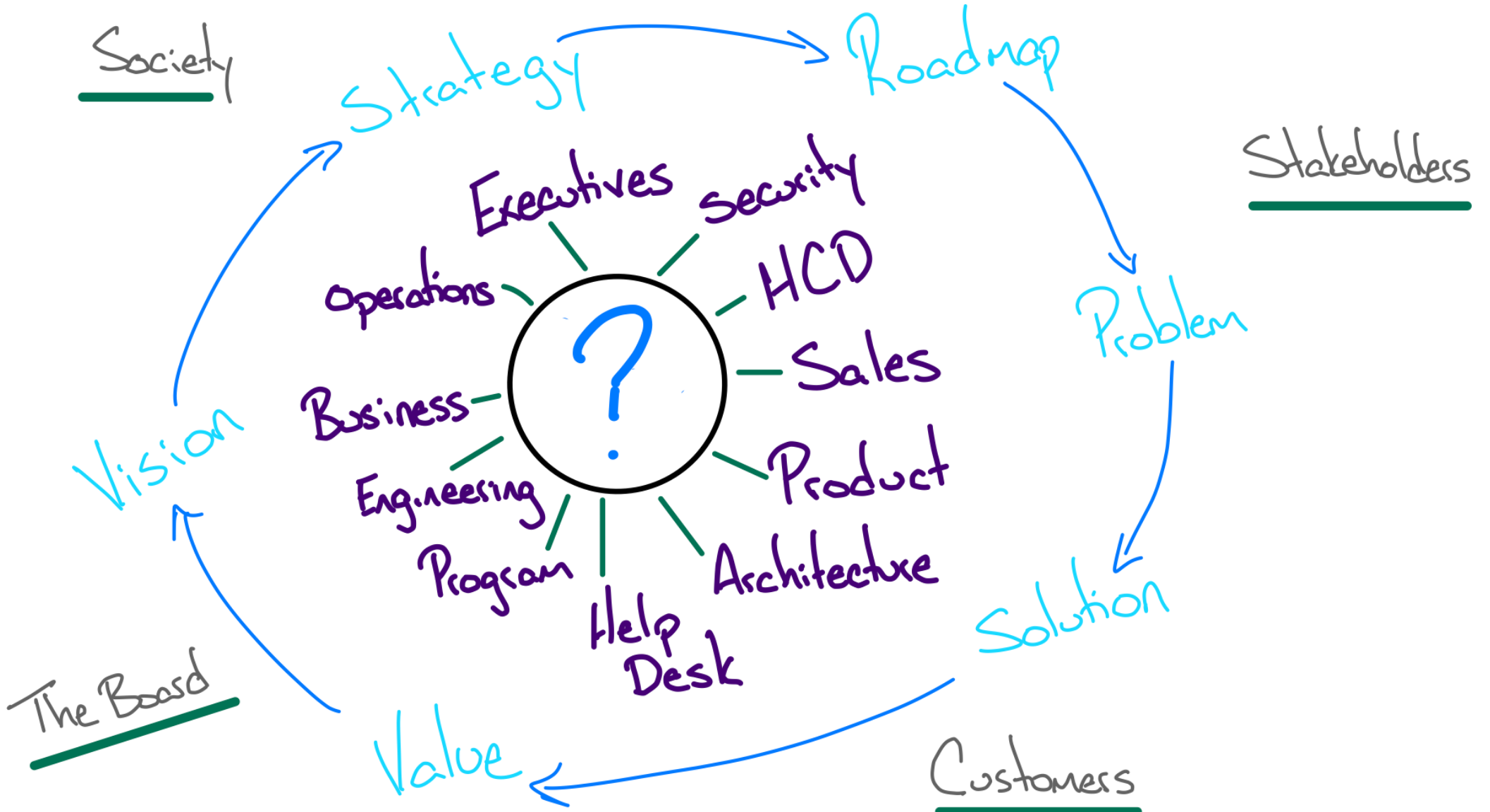


People

Product Operations facilitates a continuous, transparent experience that allows for: individuals to share their knowledge and perspective, priorities to shift with little impact to delivery, feedback that is actionable, and adjustments made to Vision & Strategy as the organization's market demands.

Product Operations creates visibility in understanding the constraints, the systemic problems that exist, and market opportunities ahead of the curve.

Where else?



Product
Operations
Enables
Product
Managers



Product Operations Delivers Value



Stakeholders: Realistic expectation setting, visibility into the process & progress, and delivering the value builds relationship and trust.



Process: Connecting the organization with the most effective way to improve their ability to deliver value, practically.



Insights: Leveraging data to increase the ability to make timely informed product decisions.



Tools: Allowing Product to be more efficient and effective by being productive while limiting being busy.

Product
Operations
Will Improve

Relationships

- Business Owners, Stakeholders, Executives and Users predictably and consistently receive value.

Visibility

- Visual representation of the priorities and sequential delivery to bring alignment and understanding

Alignment

- A single vision, strategy, and roadmap breaking the historical patterns that have contributed to misalignment.

Trust

- Cadence, engagement, continuous demonstration of progress builds relationship, trust, and partnership that builds better solutions.

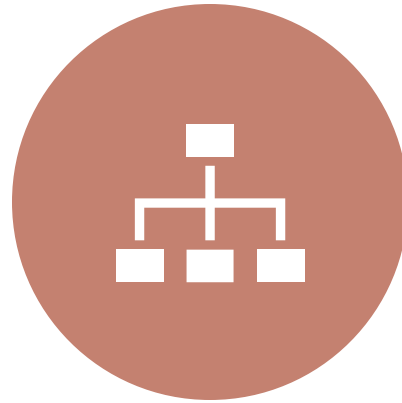
Standards

- Increase quality and reduce risk of the deliverables while also creating an on-boarding process that is simple and consistent.

Product Operations Limitations



ACCOUNTABLE



RESPONSIBLE



INFLUENCE

Product Operations
Creates Synergy

Align Corporate Execution

Encourage Consistent Stakeholder Engagement

Informed Program Prioritization

Implement Consistent Product Management

Thank You!



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