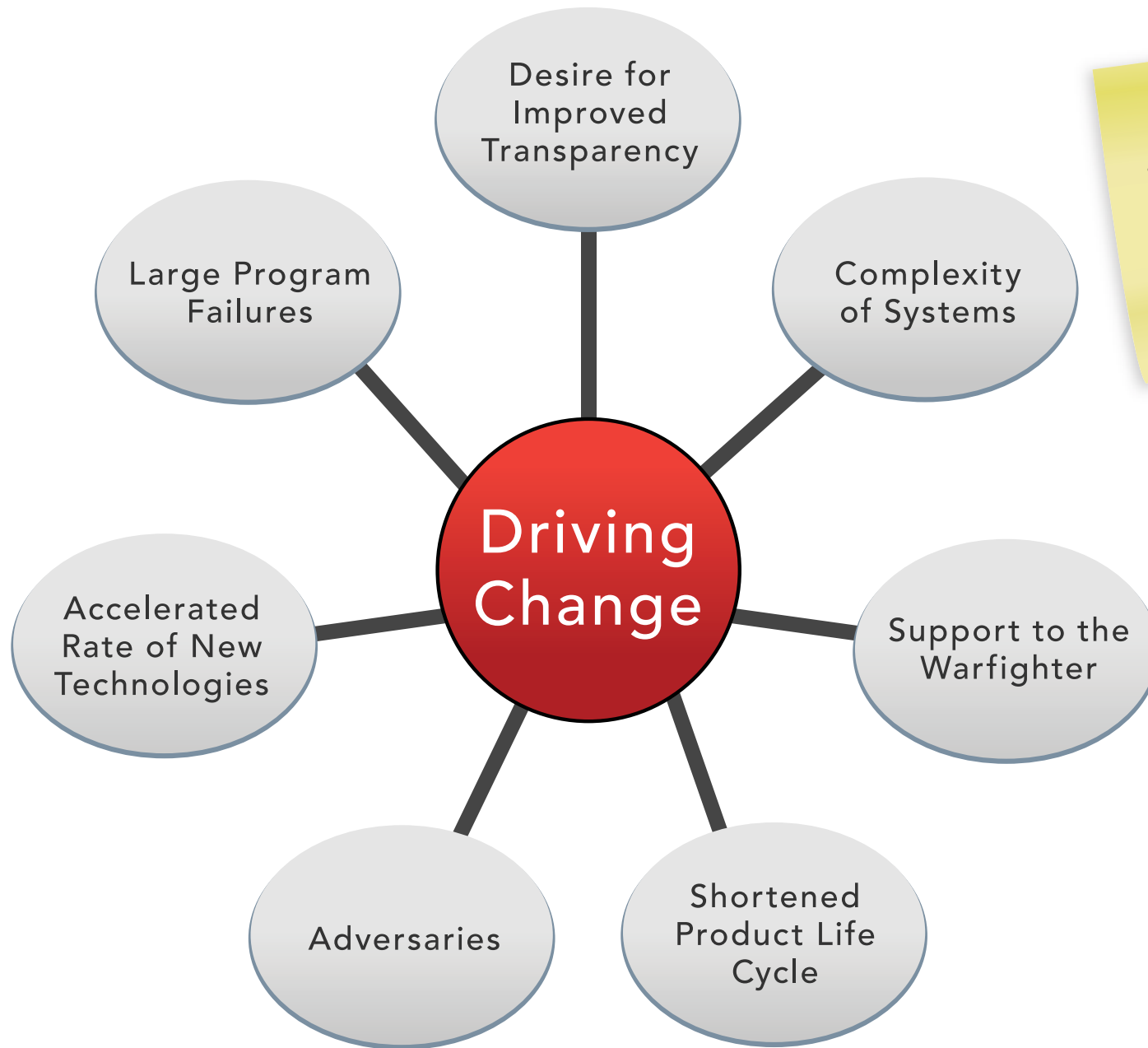


# Agile Adoption Trends in Government



and what it means to you

*Courtesy of Northrop Grumman Corporation, 2010*

# Waterfall Causes Waste and Adds Risk

## Gartner

"Agile & Lean are past the tipping point.  
Waterfall is in decline."

- David Norton, Gartner, Dec 2009.

## FORRESTER®

"Enterprises have defined waterfall process standards...and most development shops now have these waterfall processes in their DNA."

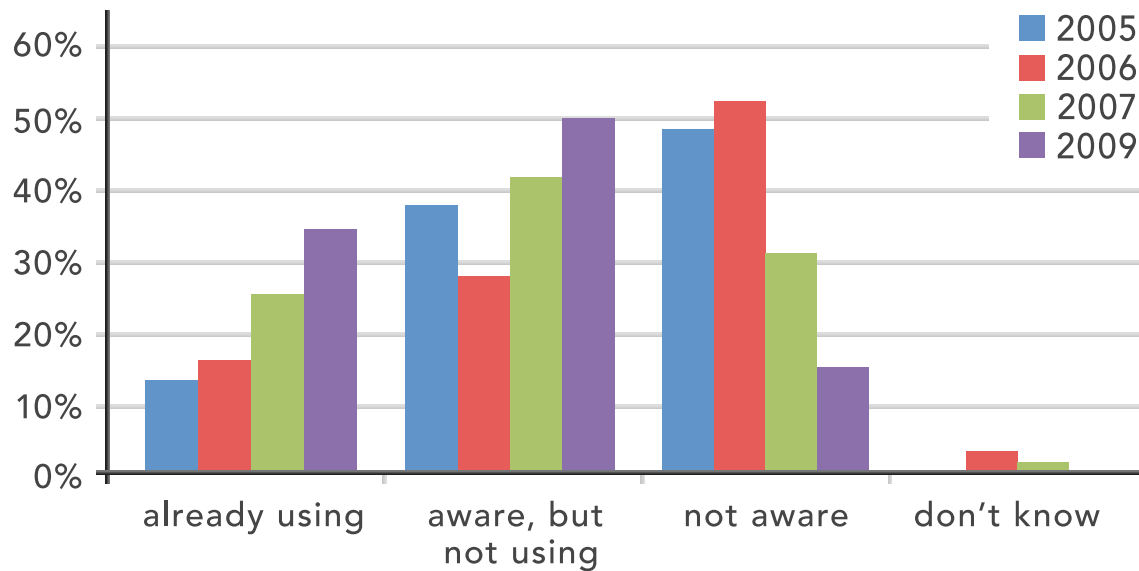
December 2008 Lean Software Is Agile, Fit-To-Purpose, And Efficient

## FORRESTER®

"Waterfall processes have become obstacles to speed, quality and predictability."

# Agile Adoption Continues to Skyrocket

Agile Adoption – 2005-2009 (est)



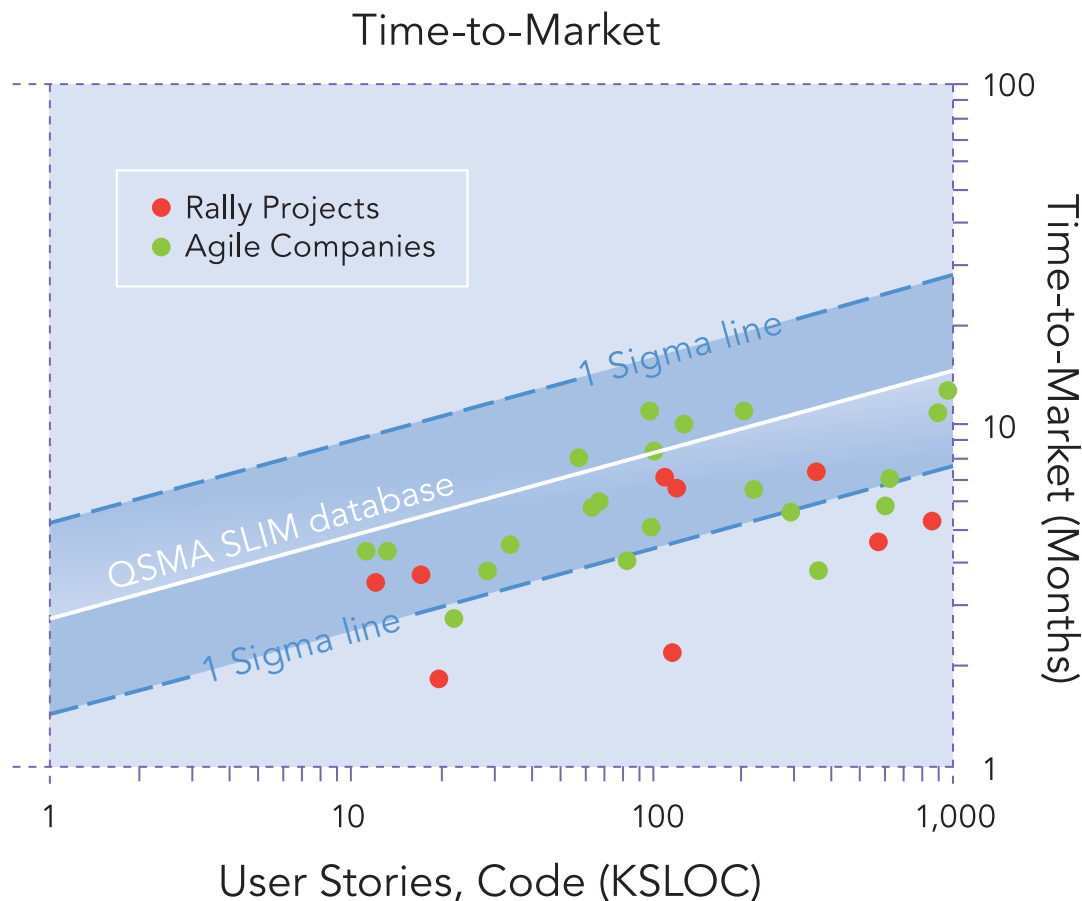
## Top motives:

- Shorten time to mission
- Reduce risk
- Improve quality
- Involve the user early and often
- Make easier mid-course corrections

*Forrester, Enterprise Agile Adoption, 2006 & 2007, & Forrester/Dr. Dobbs Survey 2009*

# Independent Study Benchmarks Impact of Agile

Provides metrics from  
Agile organizations vs.  
Waterfall counterparts



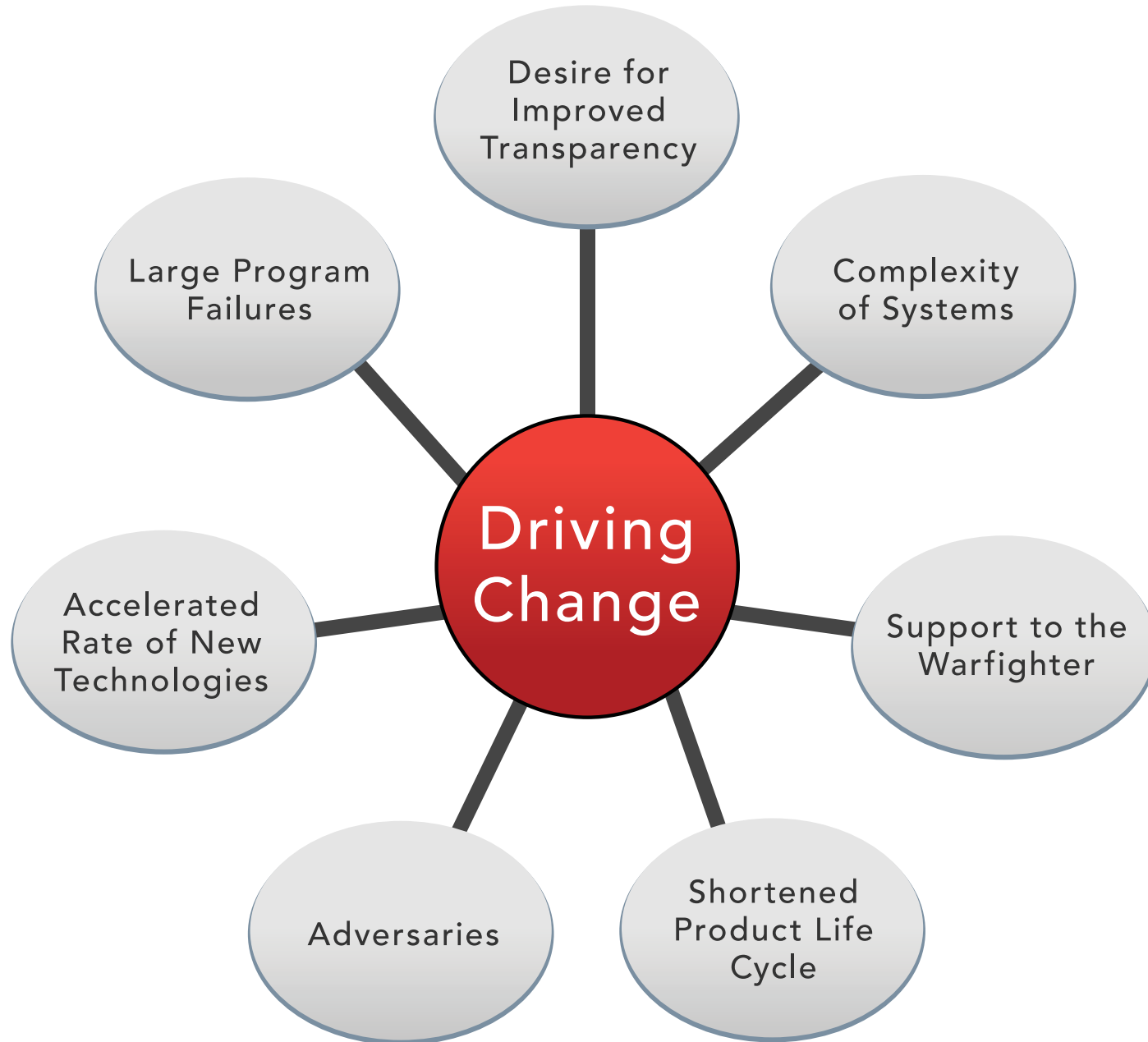
**Teams using Agile and Rally were:**

50% faster to market

25% more productive

Have 1/4 the number of defects

# What is Driving Agile Adoption in Government?



*Courtesy of Northrop Grumman Corporation, 2010*

# Reforming Federal IT Management

CIO.GOV

"[We will] only approve funding of major IT programs that... use a modular approach with usable functionality delivered every six months"

– Vivek Kundra, Federal CIO, United States

# Section 804 – An Agile Law

A priority for the Department of Defense is the transformation of the acquisition process targeting 18 month average time-to-mission

The acquisition process shall ... be designed to include:

- (A)** early and continual involvement of the user;
- (B)** multiple, rapidly executed increments or releases of capability;
- (C)** early, successive prototyping to support an evolutionary approach

# What Your Peers are Saying about About Agile





# Meeting a Ruthless Timeline



"The velocity and productivity gains Rally brought to the 2010 Census Agile ICS development team enabled us to deliver applications that processed more data at a much faster rate than during previous Census operations."

– Khurram Shah, founding partner and chief strategy officer, ICS

# Reducing Risk

***NORTHROP GRUMMAN***

“For us, the risk of not doing Agile was greater than the risk of doing it, because people’s lives were at stake.”

– Dr. Suzette Johnson, Systems Engineer, Project Manager  
and Leader of the Agile Community

# Enhancing Collaboration

## NEOGOV

"Rally and Agile have enabled our teams to dramatically improve collaboration. This improved visibility and communication efficiency has improved the productivity of our teams by as much as 50%."

– Michael MacDonald Senior VP of Product Development

# Intuitive Solution

**perot**systems®

“Rally’s solution wraps requirements management, project management and the testing components all into one solution... Rally has it all in one very intuitive package.”

– Orion Dillworth, Business Systems Analyst

# Rally Customers

***NORTHROP GRUMMAN***

***LOCKHEED MARTIN***

**Raytheon**

***BOEING***



**United States  
Census**



**perotsystems**



**SAIC**  
From Science to Solutions



# Suggested Next Steps

- Read the independent [Forrester Wave](#) Report, to see how Forrester rates Rally and 9 other Agile ALM vendors
- Contact Cindy Hagg ([chagg@rallydev.com](mailto:chagg@rallydev.com)) to get your questions answered about Agile and Rally in the government sector.