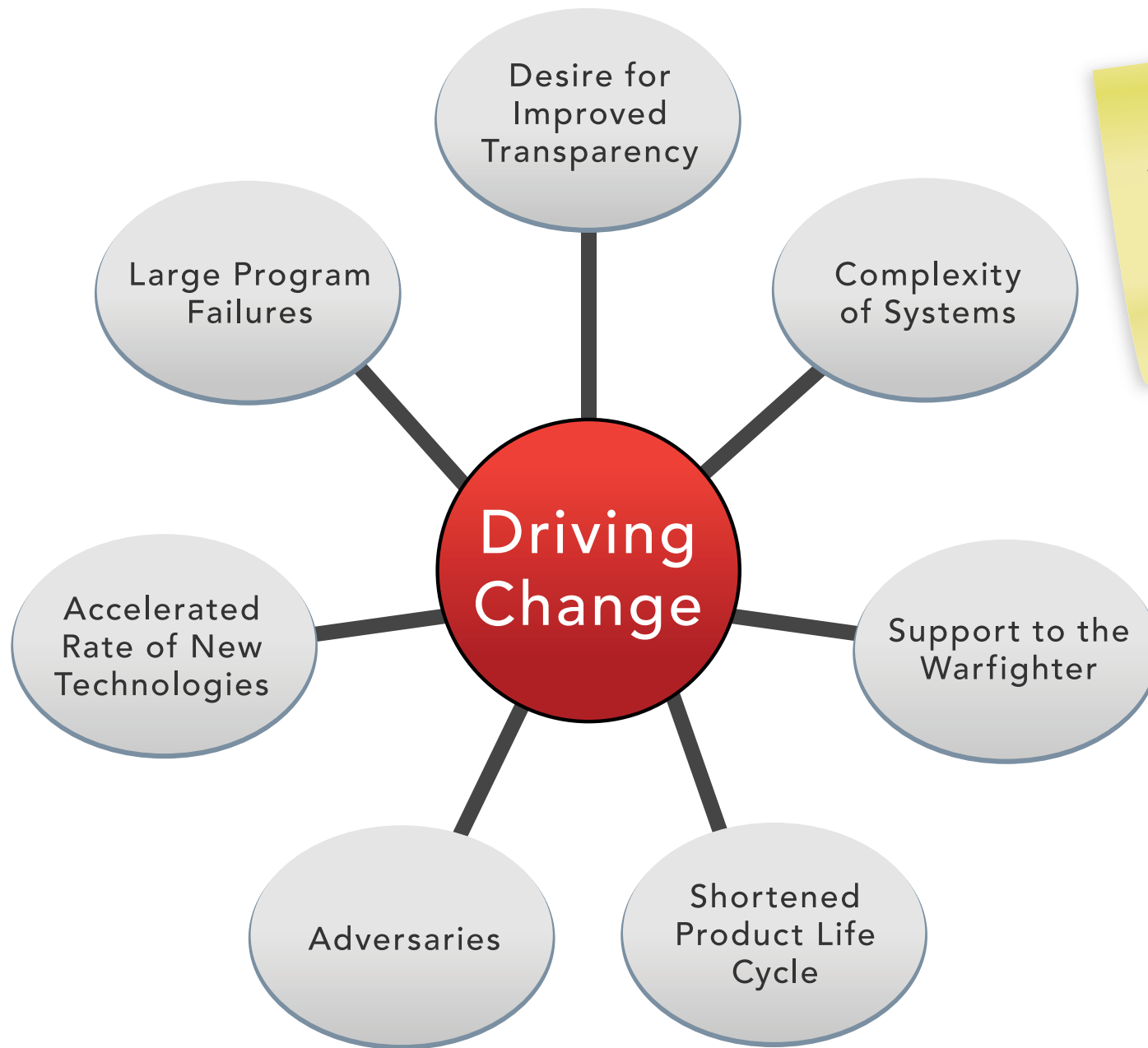


Agile Adoption Trends in Government



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."

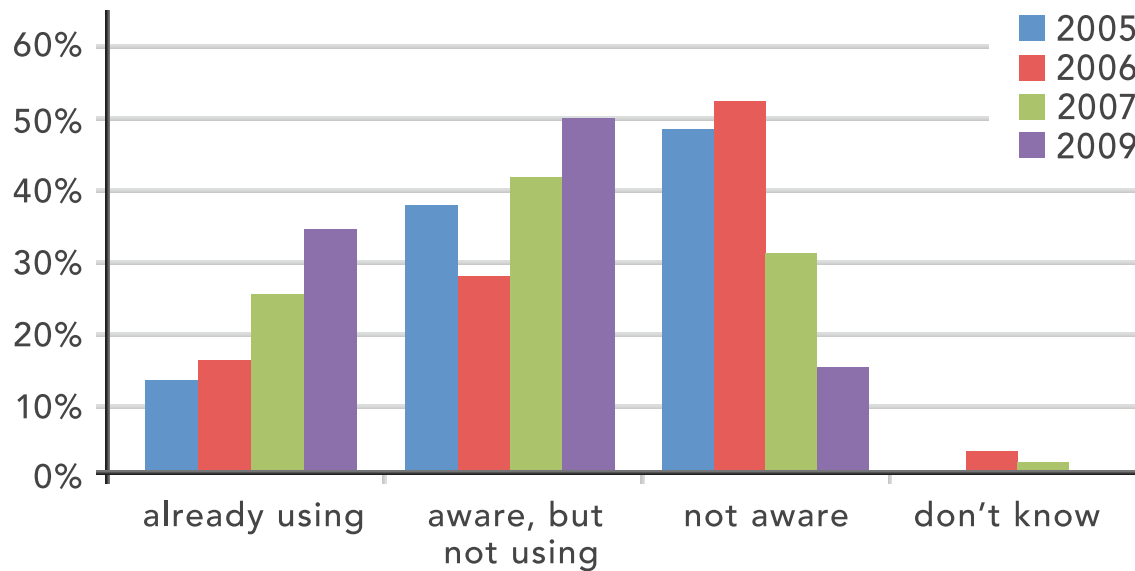
December 2008 Lean Software Is Agile, Fit-To-Purpose, And Efficient

FORRESTER®

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

Agile Adoption Continues to Skyrocket

Agile Adoption – 2005-2009 (est)



Top motives:

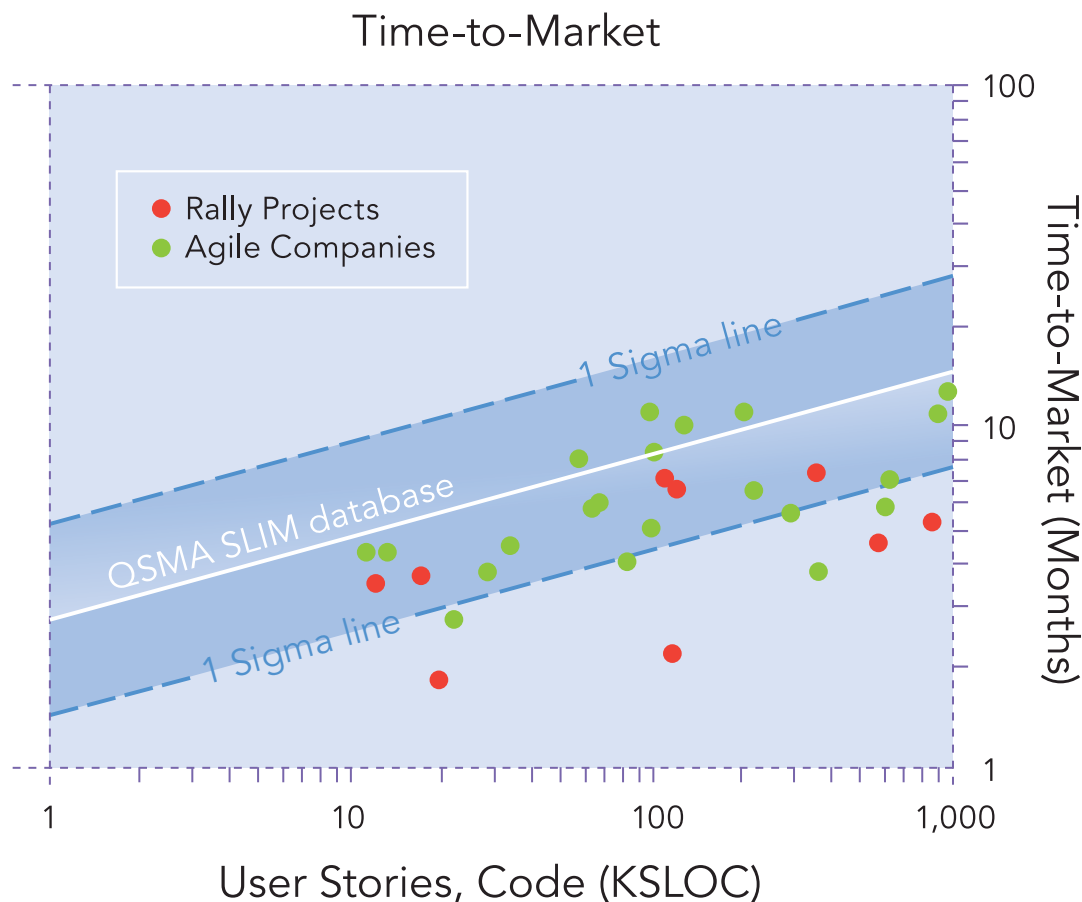
- Shorten time to mission
- Reduce risk
- Improve quality
- Involve the user early and often
- Make easier mid-course corrections



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



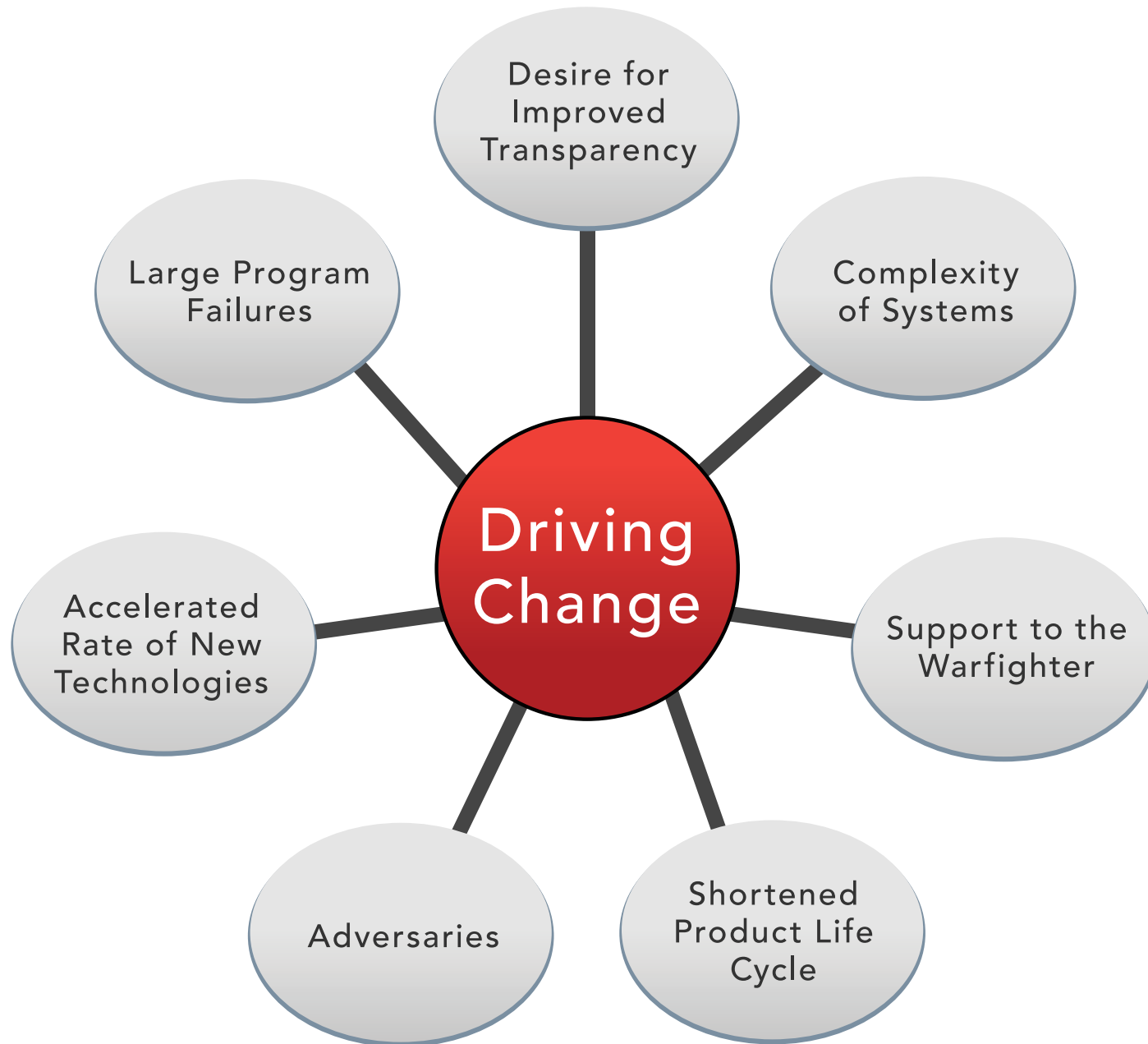
Teams using Agile and Rally were:

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 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

perotsystems®

“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

Raytheon

LOCKHEED MARTIN

BOEING



United States
Census



DISA

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) to get your questions answered about Agile and Rally in the government sector.