

http://youtu.be/cxGXQxsaPy8

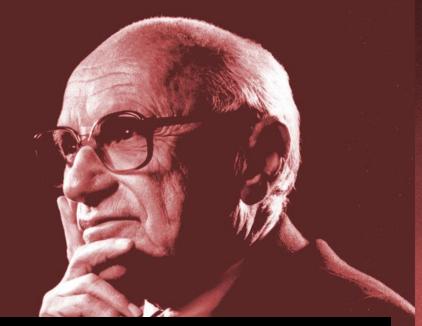




Beautiful Delivery

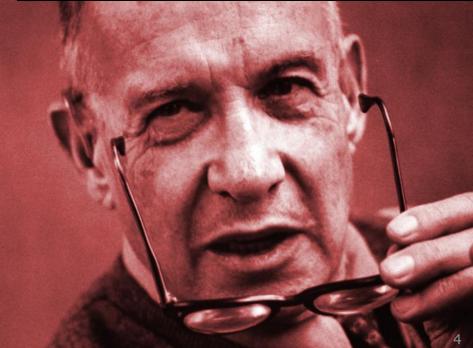
Christian Forsberg, Global Chief Architect

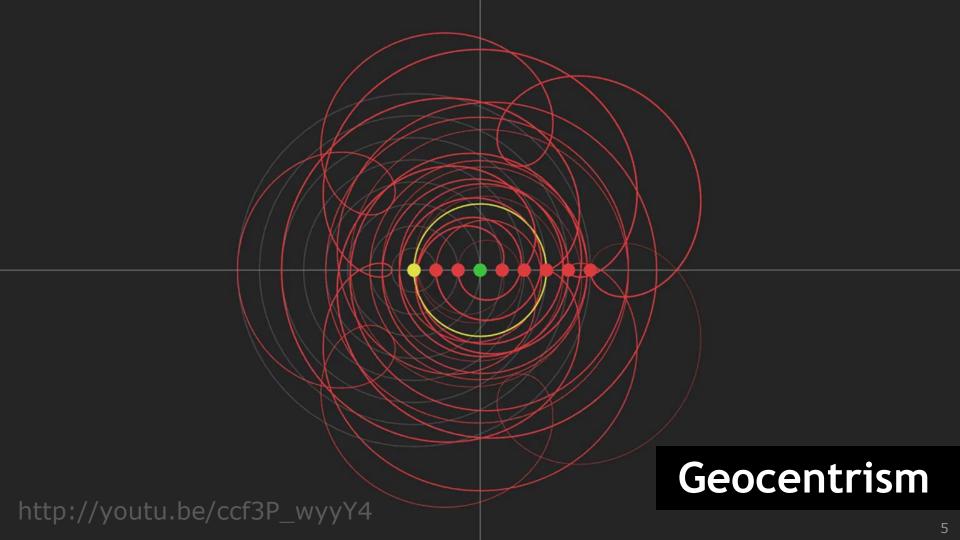
What is your focus?



"-The main purpose of a business is to make money"

"-The main purpose of a business is to create a customer"







A day with an autonomous team







Everyone iterate, scope, arch, design, tests

Constant sync with all, often work in pairs

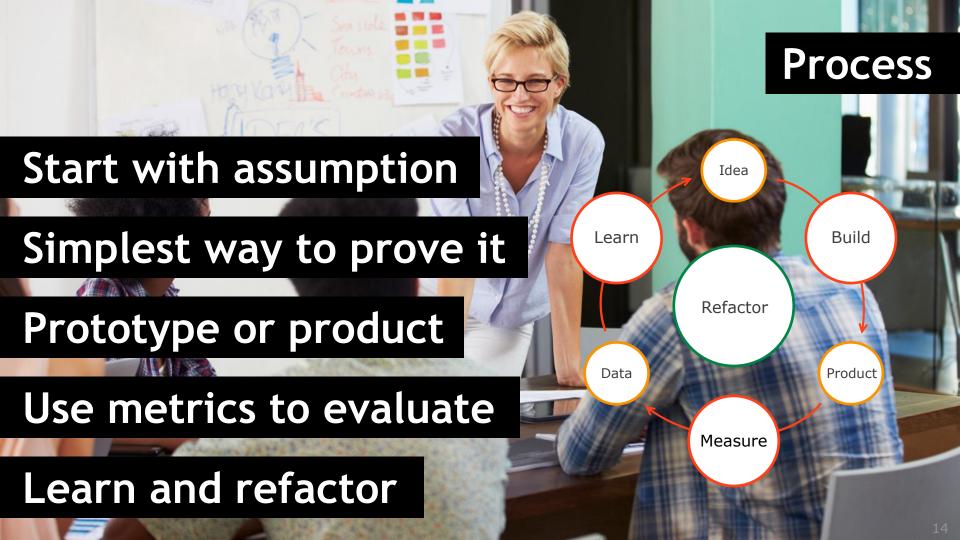
Frequent validation: tester, coach, owner



Capture what learned, adjust process/tools

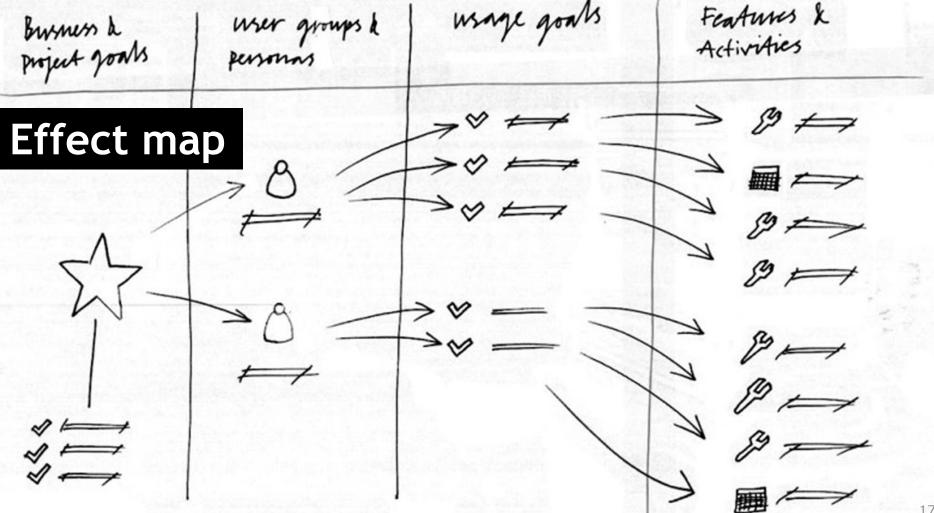
Behind the scenes





Roles and tools

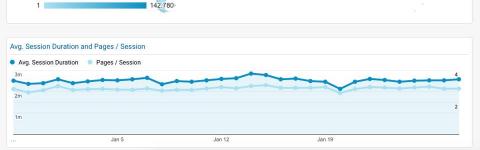




EXTERNAL	Competitors Substitutes							
CUSTOMER	Customer Needs	Get a great deal						
	Customer Experience							
	Customer Activities	Search			Servi	ca R	luan	rint
TOUCH POINTS	Арр	Search				CE D	luep	1 1111
	Web	Search						
	Customer Service	Call and ask						
INTERNAL	Employee Needs	See same as customer						
	Employee Experience							
	Internal Process Departments		 					
	Supporting Systems							
ECO- SYSTEM	Partner Needs							
	Partner Experience							
	Partner Activities							
	Supporting Systems							



New Users



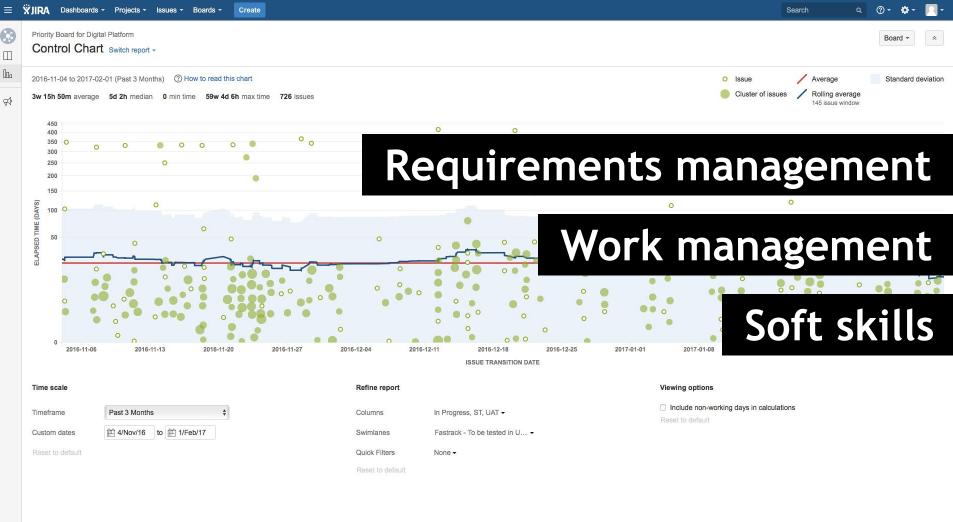














Set architecture principles

Set up digital platform

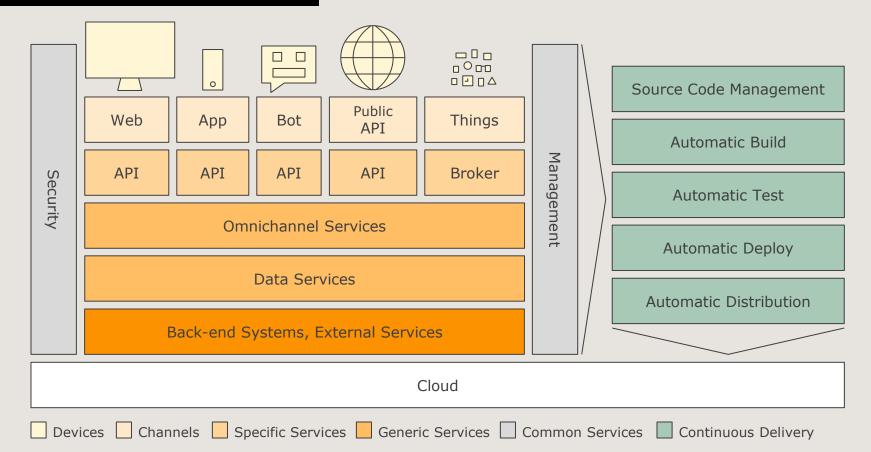
Configuration Management

Coach implementation

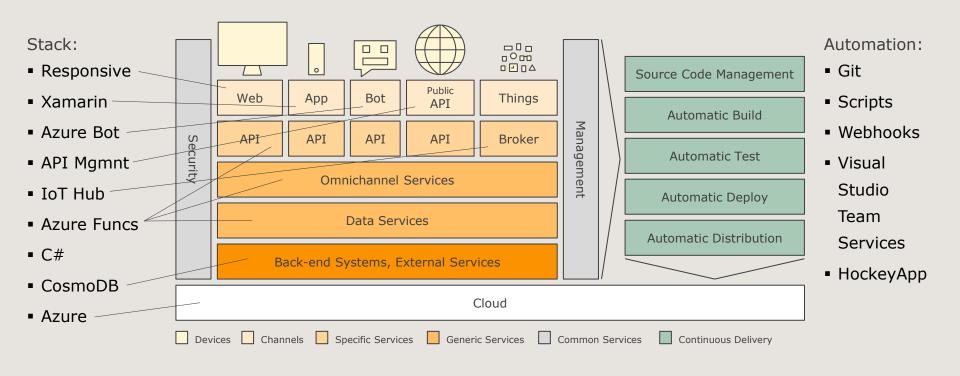
Define master data, service interfaces



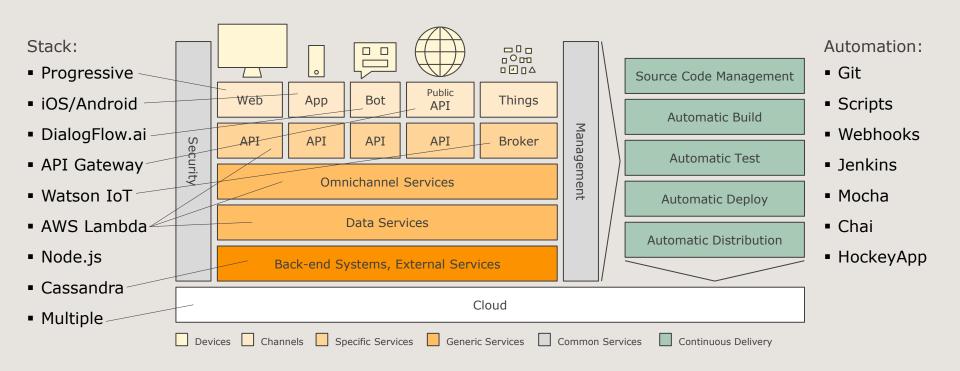
Digital Platform



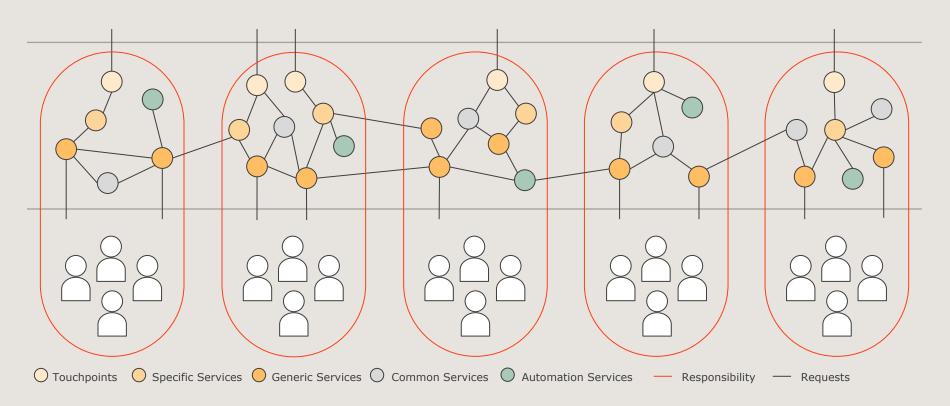
Microsoft Digital Platform

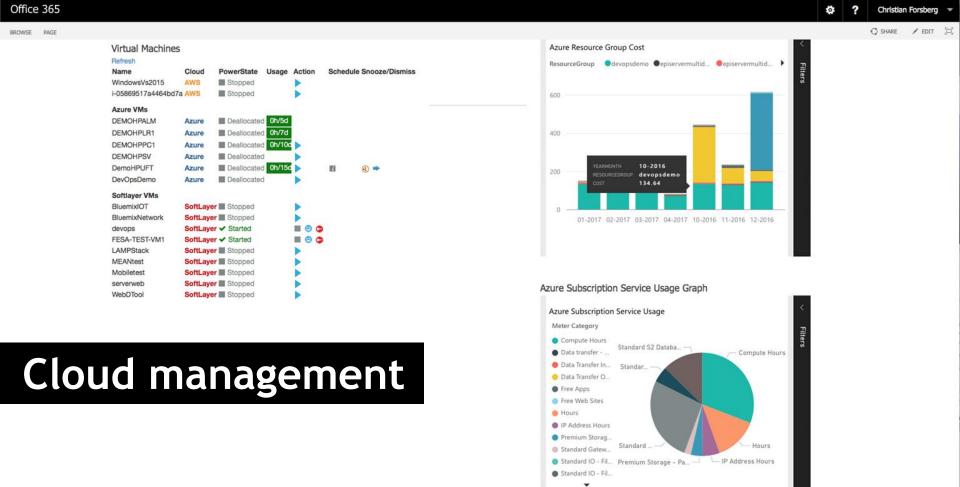


Mixed Digital Platform

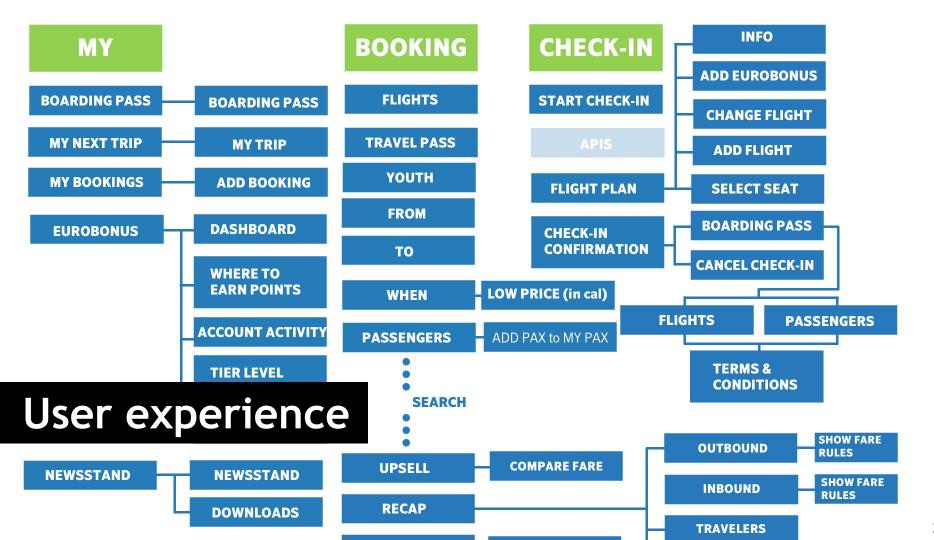


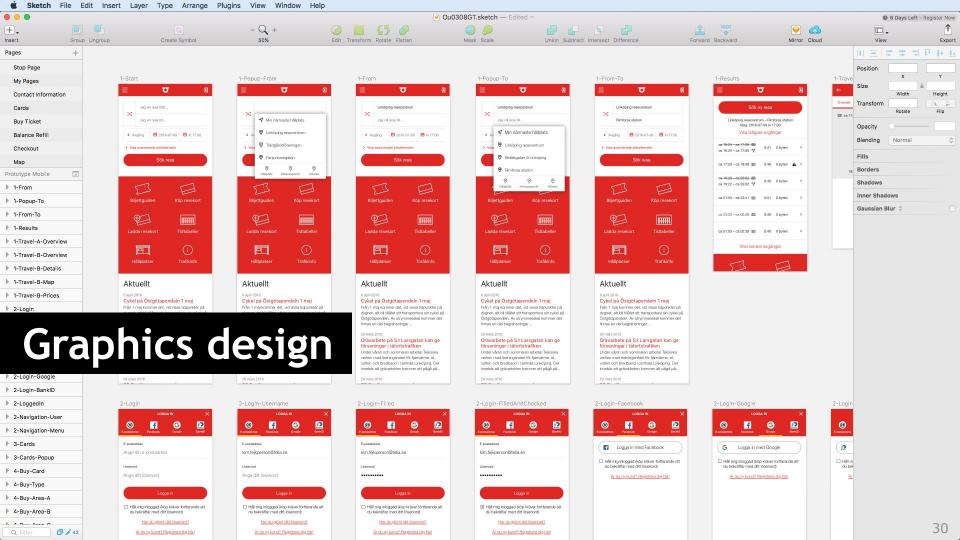
Service Ecosystem



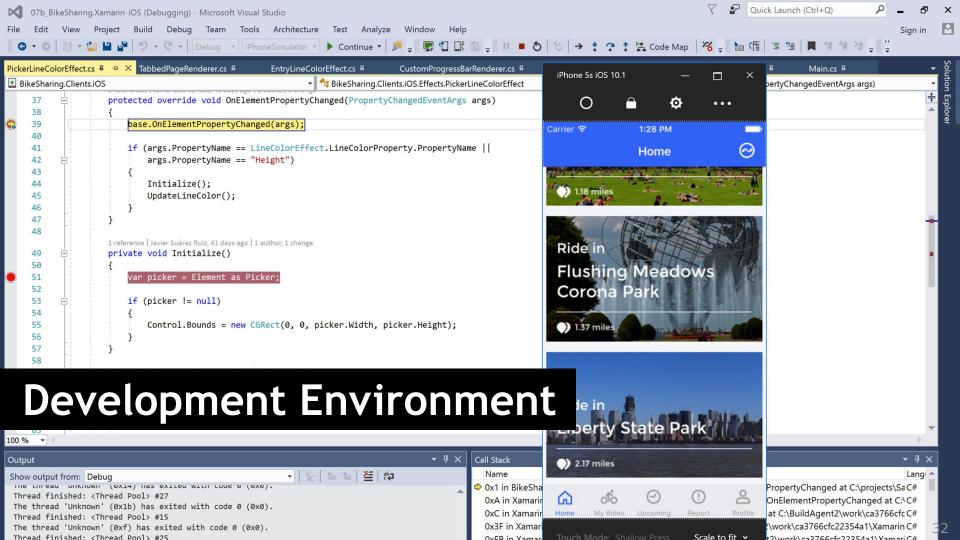


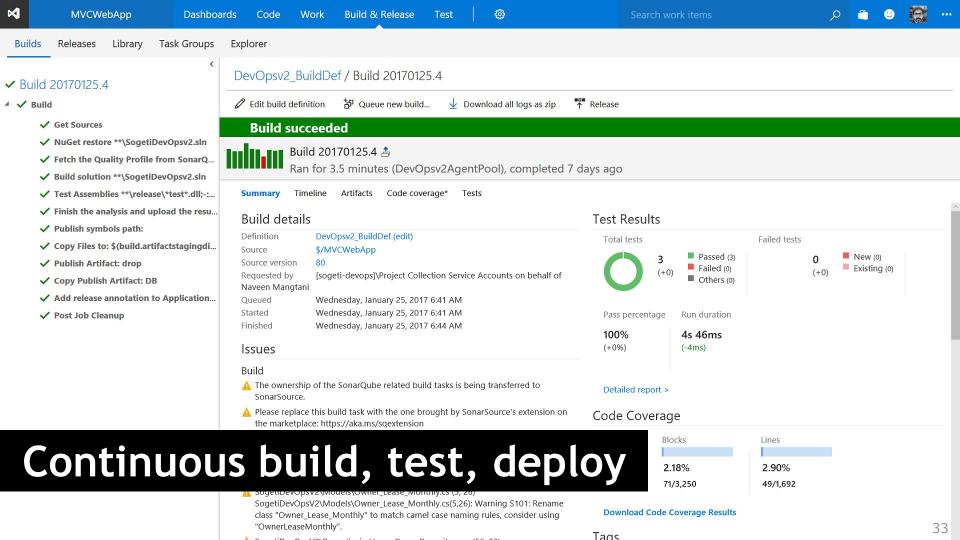




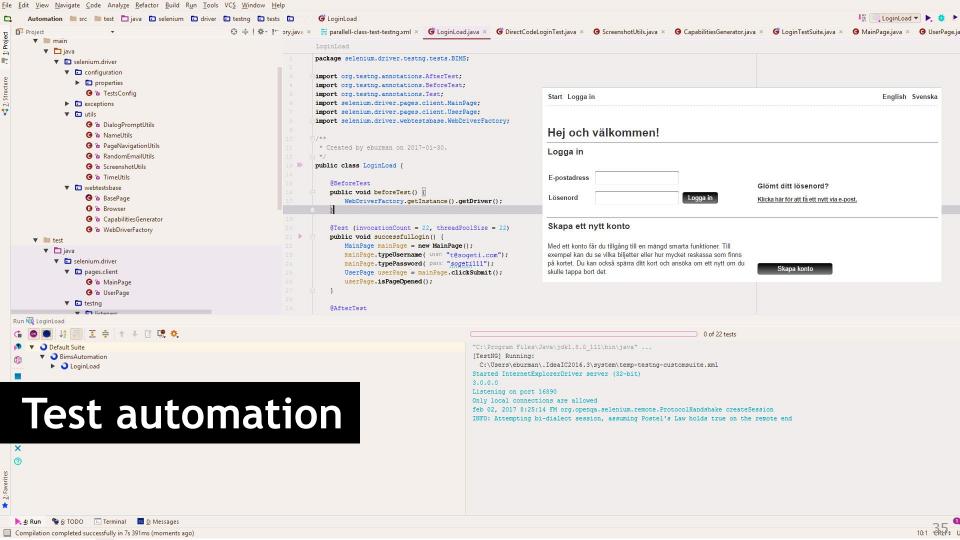


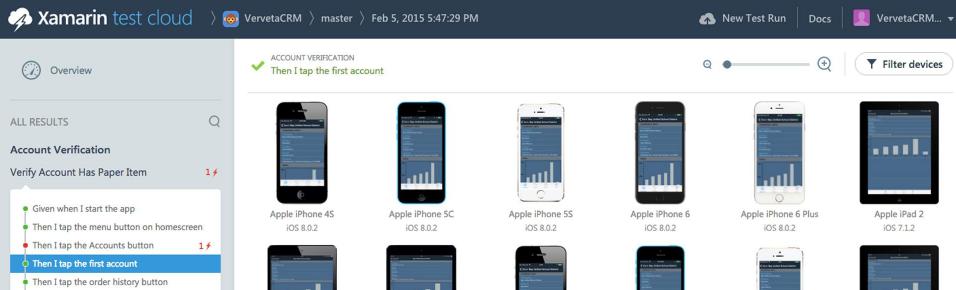
















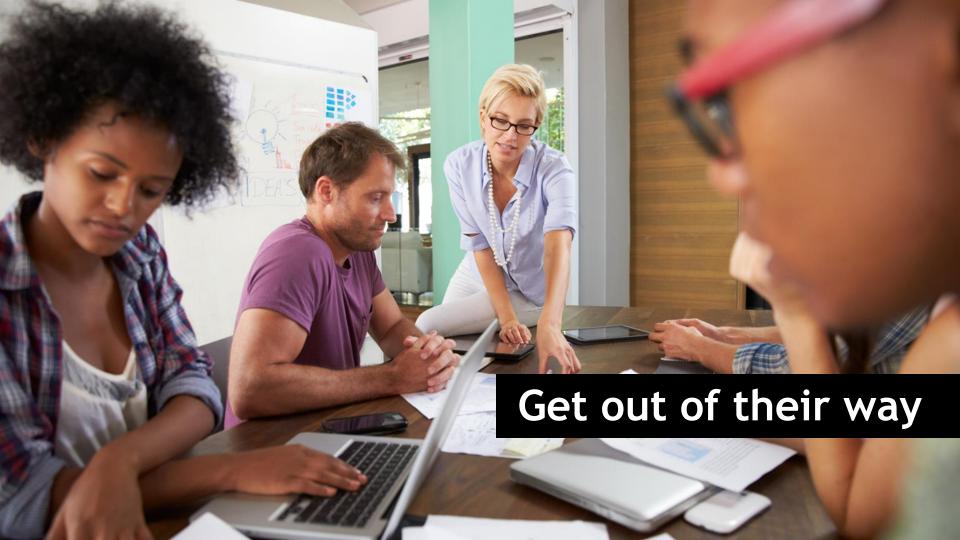
Then I verify that we have a Paper item

How do you get started?









Don't scale too fast!

2008: one team

2009: several teams

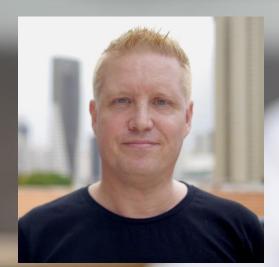
2010: 25 teams

2011: division, 4000p

2015: company wide







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Global Chief Architect

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Thanks!

