

# Top Challenges with Planning & Estimation

- **Ambiguous/changing** requirements are hard to estimate.
- Difficult to predict what **exactly** will be delivered **when** (unless psychic powers exist 😊)
- Estimating **takes too long** and we still don't get it right.
- Estimates are **provided by the wrong people** (not the ones doing the actual work).
- Software projects are **unique** and **ambiguous**, hard to provide exact estimates.
- Business customers **promise unrealistic deadlines** then tell the team to make it work.
- Commitments are **signed** based on **high level estimates**.
- **Fixed** Scope, Time, Budget!
- 'Estimates' are expected to **NOT Change**.

# The Problem with Traditional Estimation

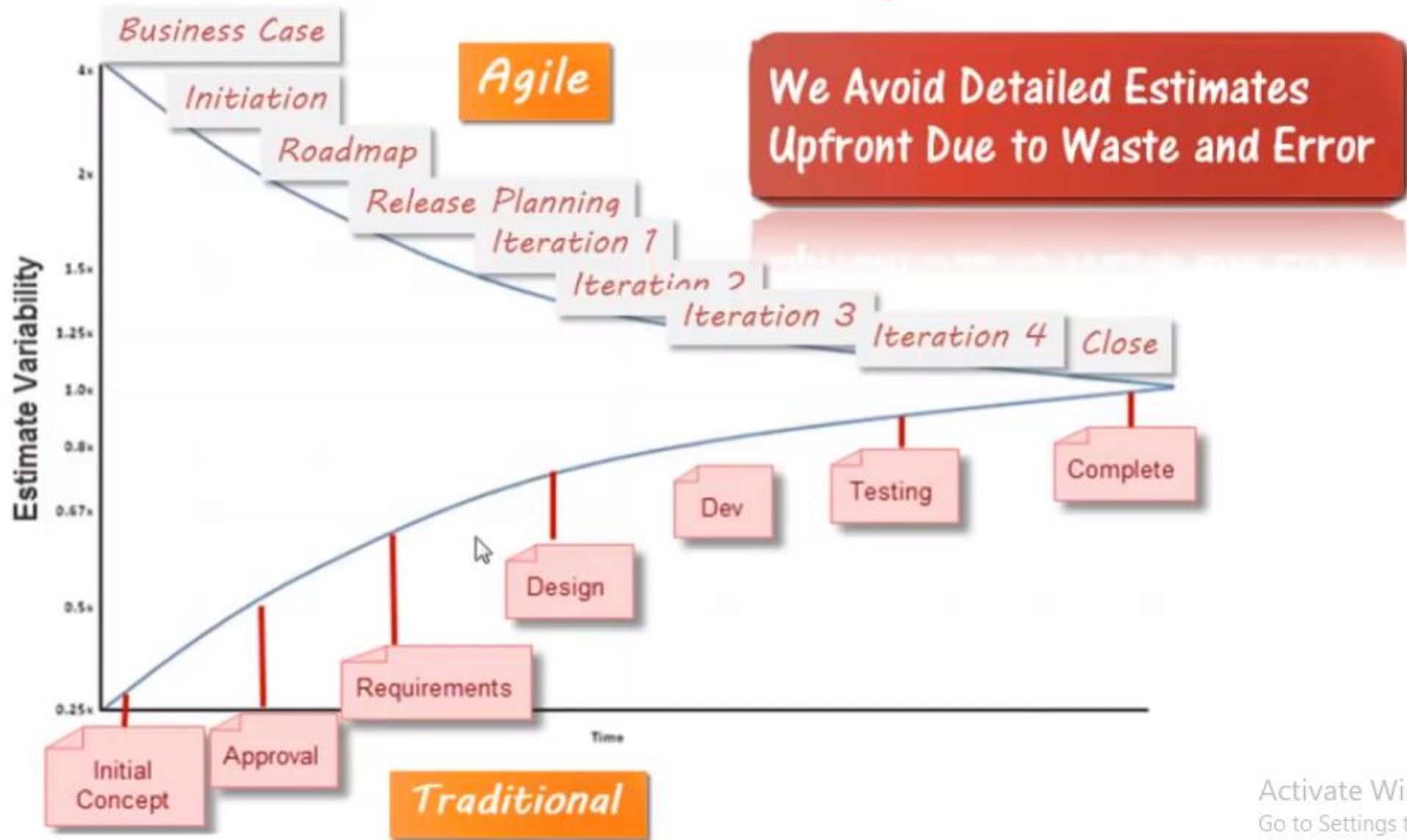
Traditional methods attempt to provide detailed **commitments** and estimates **when we know the least** about the project – at the start.

We're using estimation metrics (such as **hours and exact dates**) that were designed for precision – these should be used when ambiguity is low.

We make promises and dates without understanding the **scope and capacity** of our delivery.

We waste valuable time asking for **hour estimates** (that change) many times from the wrong people.

# The Cone of Uncertainty



Activate Windows  
Go to Settings to activate Windows.



# Get it Done **MAGICALLY!**

Marketing/Sales/Business promises deliverables  
by a specific date for a specific scope

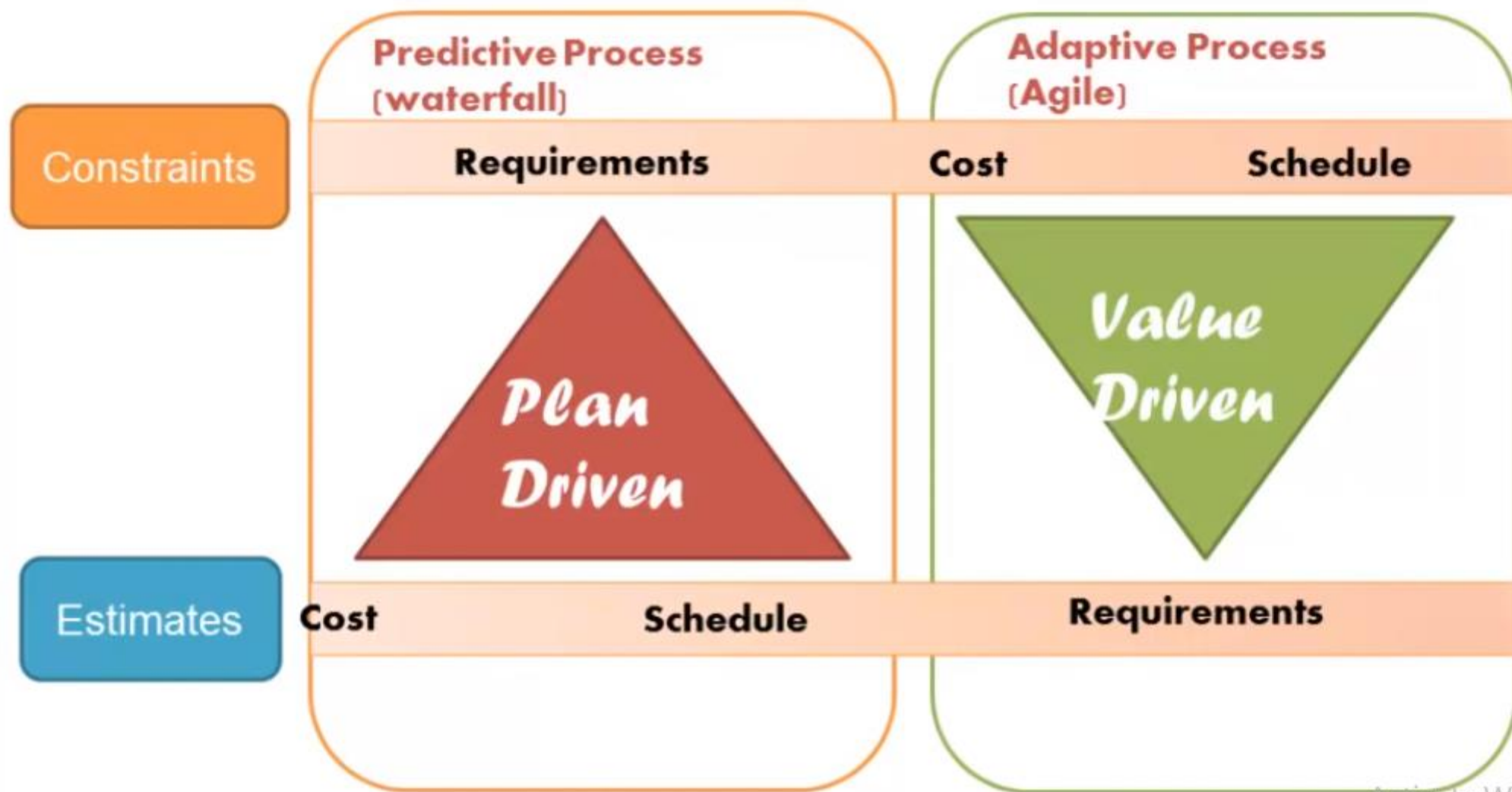
Periodically the team  
provides realistic estimates  
but are told that won't work  
- GET IT DONE - Use MAGIC!

MAGIC is used = overtime hours,  
stress, broken relationships, health  
problems, high turnover, negative  
team dynamics, low morale

Product is delivered using  
**MAGIC. Customer is happy.**

Activate Windows  
Go to Settings to activate Windows.

# Agile is Value Driven



# Agile Planning & Estimating Principles

Fix the Date and/or the Budget - Always Plan for Flexible Scope

We Avoid Detailed Estimates Upfront Due to Waste and Error

Estimates Evolve in Accuracy with Actual Velocity Data

Estimate Size .. Measure Velocity .. Derive Duration/Points

Provide a 'Range' for our Estimates

Use the 'Right Sizing' Method for the 'Right Level'

The TEAM Estimates Collaboratively and Periodically





= 2x



~~6 wks~~  
~~8 wks~~  
3 mths

RELATIVE

ABSOLUTE



AGILE  
ESTIMATING



STORY  
POINTS

55

BUILD  
WALLS

20

CARPETS

STORY  
POINTS



RELATIVE

ABSOLUTE



AGILE  
ESTIMATING





STORY  
POINTS

55

BUILD  
WALLS

SWIMMING  
POOL

BUILD  
ROOF

PLUMBING

WIRING

HEATING

DECORATE

CARPETS

20

STORY



POINTS

RELATIVE

ABSOLUTE



AGILE  
ESTIMATING





2x

RELATIVE

FIBONACCI SEQUENCE:

1, 1, 2, 3, 5, 8, ...

$$\frac{F(n+1)}{F(n)} = 1.618... \Rightarrow 60\% \text{ incr.}$$



# AGILE ESTIMATING



↓  
VALUE



POINTS



# POINTS

## WIRING

STORY P: 21  
VALUE P: 55

55

WIRING

PLU

34

HEATING

21

13

SWIMMING  
POOL

8

5

3

2

1

0



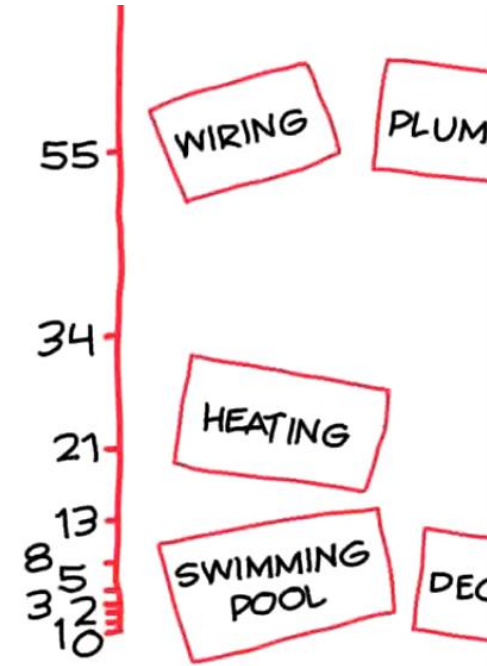
WIRING



POINTS

**WIRING**  
STORY P: 21  
VALUE P: 55  
BFTB:  $55/21$   
= 2.6

BANG FOR  
THE BUCK



Activate Windows  
Go to Settings to activate Windows.

# ADILL ESTIMATING

STORY VALUE BFTB

BUILD ROOF	34	144	4.2
WIRING	21	55	2.6
BUILD WALLS	55	89	1.6
HEATING	13	21	
PLUMBING	34	55	
CARPETS	2	2	1
DECORATE	8	2	0.25
SWIMMING POOL	55	1	0.01

## WIRING

STORY P: 21  
VALUE P: 55  
BFTB:  $55/21$   
= 2.6

PLUMBING

WIRING

VELOCITY: 55  
VALUE: 89  
ITERATION 1

BUILD  
WALLS

SW  
P

IG

SWIMMING  
POOL

55

1

0

VELOCITY: 55  
VALUE: 89

ITERATION 1

BUILD  
WALLS

VELOCITY: 55  
VALUE: 199

ITERATION 2

BUILD  
ROOF

WIRING



3  
12  
10

# BANG FOR THE BUCK

VELOCITY: 10  
VALUE: 4

ITERATION 4

CARPETS

DECORATE

VALUE: 1

ITERATION 5

SWIMMING  
POOL

- [https://www.youtube.com/watch?v=Hwu438QSb\\_g](https://www.youtube.com/watch?v=Hwu438QSb_g)
- <https://www.youtube.com/watch?v=jaqiXSp-D8E>