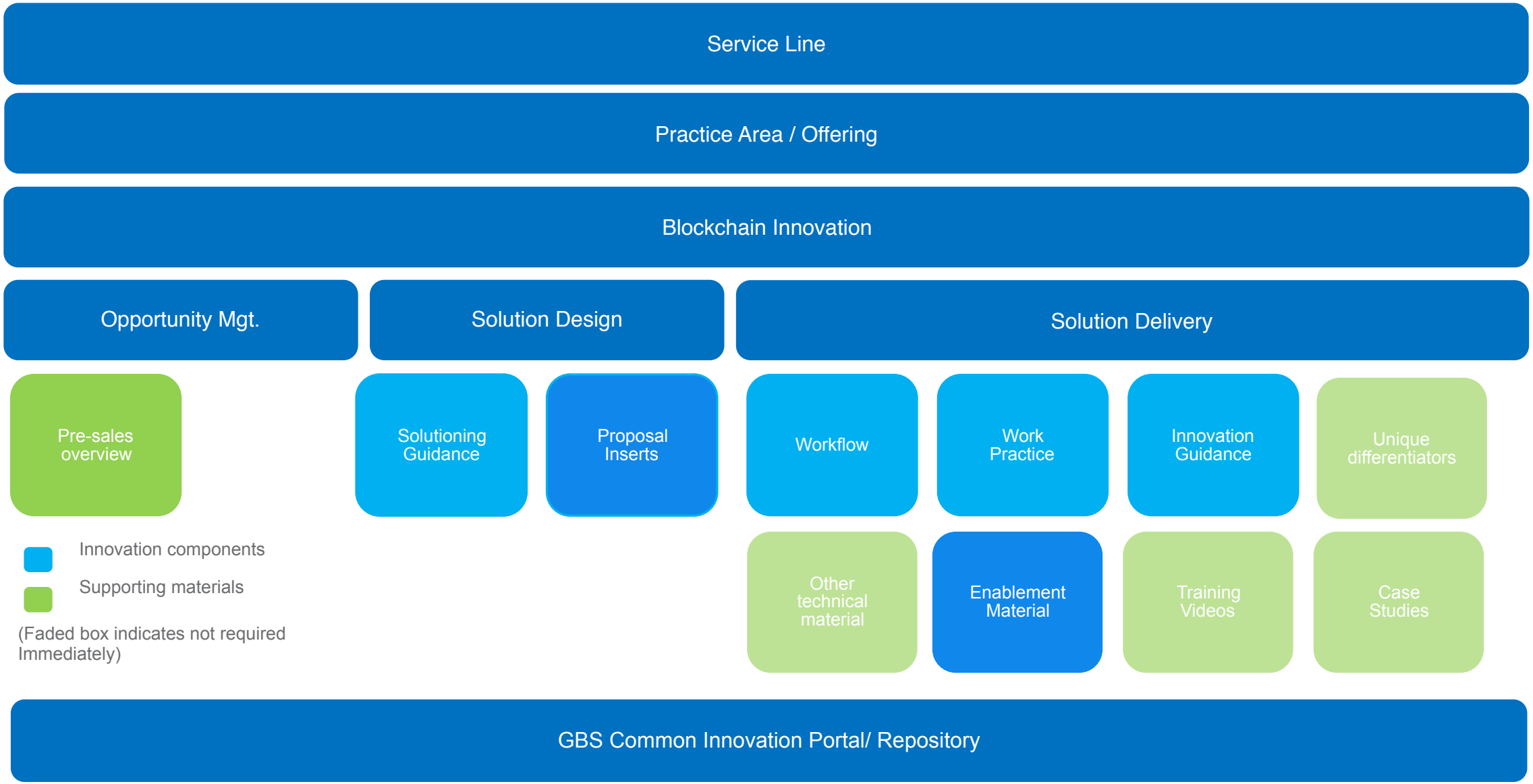
SOLUTIONING GUIDANCE

Blockchain Innovation

GBS Method

IBM Blockchain Innovation adheres to GBS Method Guidance



IBM Blockchain Innovation leverages IBM Garage Method

IBM Blockchain Innovation

Opportunity Mgmt | Solution Design | Solution Delivery

Method will be updated as the Blockchain technologies evolve over time. Foundationally, IBM Blockchain Innovation leverages IBM Garage practices

Delivery Lifecycle

1. Design Thinking

2. Develop POC

- Minimal Scope
- Focus on “idea proofing”
- Rapid PoC (4-6 weeks)
- Internal Team consumption; production grade not required

3. Develop MVP

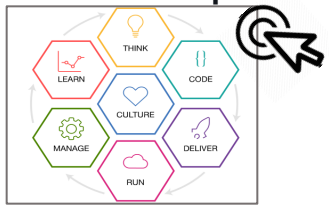
- Market-ready Scope
- Focus on optimum business functionality coverage
- Buildout in 4-6 months
- Production Release for limited users/ groups

4. Scale (Continuous enhancements)

- Scale from functional coverage as well as Production grade SLA/SLO coverage
- Buildout over multiple phases in 6-18 months

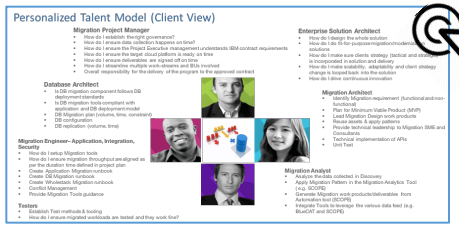
Delivery methodology Components

Method & Templates



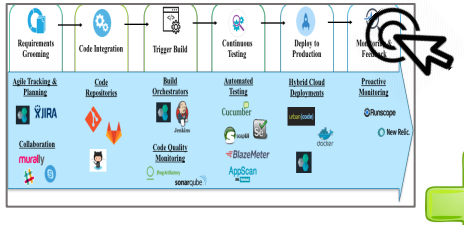
- IBM Garage Method ++ based with hybri cloud scenario extensions
- Deliverables and templates
- Project Management Guide
- Normative guidance, Estimation templates/ tools

Talent Model & Team



- Team composition – roles, band mix guidance, responsibilities, skill sets
- Agile Squad based delivery model – different types of squads (co-located and remote squads)

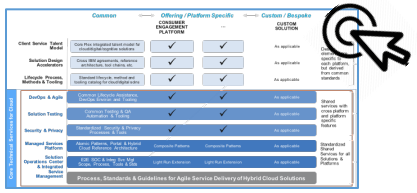
Tool Based Delivery



DevOps toolchain driven model.

- Continuous planning, development, integration, delivery and monitoring
- Code discovery tooling for modernization

Service Delivery Foundation



- Foundation Technical Services configured for Solution Pattern - , Agile & DevOps, Security, Testing, Solution Operations Center*

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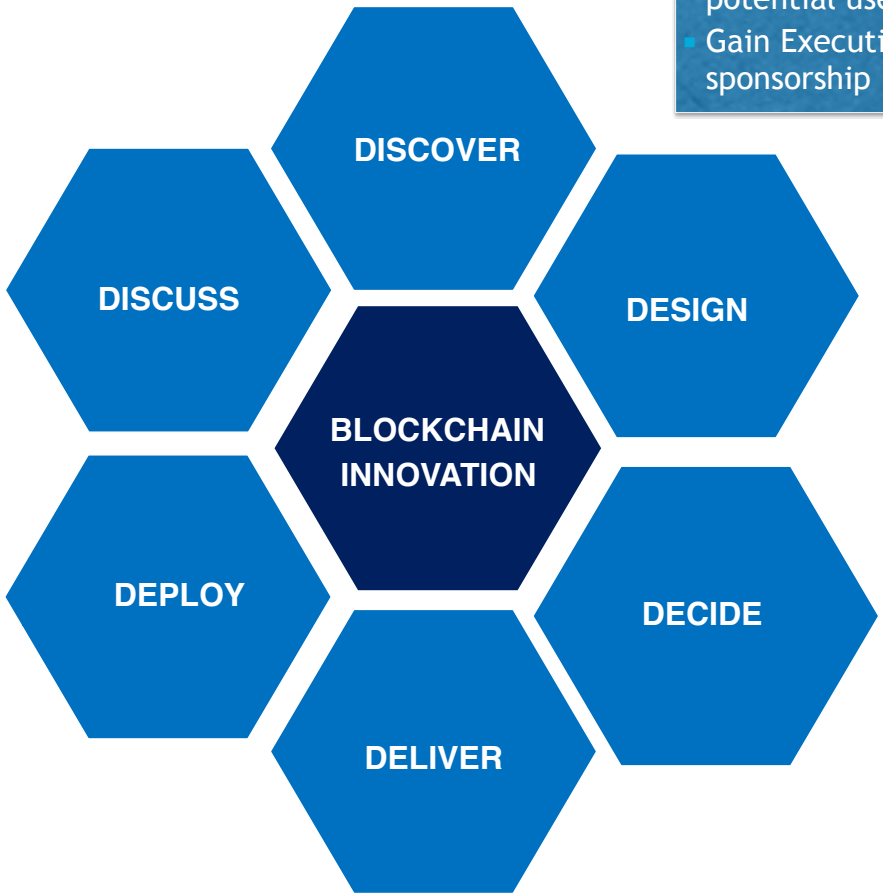
IBM Blockchain Innovation

IBM's method for Blockchain provides a practitioner friendly, tool based, light weight approach to deliver applications using Agile principles enabled by automation and DevOps.

IBM Blockchain Innovation

Opportunity Mgmt	Solution Design	Solution Delivery

- Conduct market research, quick hits & roadmap
- Asses viability & potential use cases
- Gain Executive sponsorship



- Develop high level Solution Architecture
- Provide pricing inputs - resources and adders
- Provide SOW inputs – Assumptions, R&R & Deliverables

- Collaborate with client to finalize strategy, processes and technology for delivery
- Review Backlog & Sprint plans
- Validate the infrastructure, connectivity and tools

- Collaborate with the client to optimize delivery processes, harvest assets/accelerators, add additional capabilities

- Plan and conduct user acceptance testing (UAT) for the Blockchain solution.
- Deploy solution after each increment using DevOps Tools.

- Design, develop, integrate and test the Blockchain solution.
- Adopt established delivery processes, tools and guidelines

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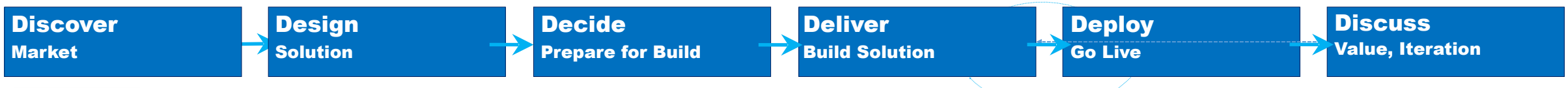
IBM Blockchain Innovation has clearly defined goals, activities and Deliverables

Opportunity → Solution Design → Delivery Guidance → Roadmap



GOALS

Discover – Market
- Conduct market research, quick hits & roadmap
- Asses viability & potential use cases
- Gain Executive sponsorship

Design – Solution
- Develop high level Solution Architecture
- Provide pricing inputs - resources and adders
- Provide SOW inputs – Assumptions, R&R & Deliverables

Decide – Prepare for Build
- Collaborate with client to finalize strategy, processes and technology for delivery
- Review Backlog & Sprint plans
- Validate the infrastructure, connectivity and tools

Deliver – Build Solution
- Design, develop, integrate and test the Blockchain solution.
- Adopt established delivery processes, tools and guidelines

Deploy – Go Live
- Plan, conduct user acceptance testing (UAT) for the Blockchain solution.
- Deploy solution after each increment using DevOps Tools.

Discuss – Value, Iteration
- Collaborate with the client to optimize delivery processes, harvest assets/accelerators, add additional capabilities

ACTIVITIES

Discover – Market
- Conduct market research
- Create point of views (POVs) to position strategic value of Blockchain
- Develop quick hit opportunities to open client dialogue
- Create prioritized roadmap

Design – Solution
- Understand client requirements / Use Cases
- Develop Solution Architecture
- Agree on skills / timeline / talent composition
- SOW Preparation & Finalization

Decide – Prepare for Build
- Project On-boarding
- Establish Governance
- Initiate Blockchain environment setup
- Create Architecture & Technical Design
- Finalize DevOps & Delivery Procedures

Deliver – Build Solution
- Conduct Due Diligence with client teams
- Capture User Stories & develop Sprint Plan
- Establish Dev, Test and Prod infrastructure.
- Create UX and Technical Design
- Build, Integrate & Test
- Sprint Retro

Deploy – Go Live
- Package and Deploy the solution using agile method;
- Deliver value in each release/ sprint in an incremental manner

Discuss – Value, Iteration
- Measure anticipated customer value aligned to business goal(s)
- Model impact of supplier costs and assess realized price and actual unit costs
- Attract liquidity by scaling organically, geographically, and/or across industries

DELIVERABLES

Discover – Market
- Industry Trends
- POVs / Client focus areas
- Solution Concept
- Introductory benefits case / value assessment

Design – Solution
- Prioritized Product Backlog identified
- Business Case Assessment
- Feasibility Study
- Technical Alignment

Decide – Prepare for Build
- Project initial governance plan
- Design standards and Guidelines
- RACI and Test Strategy

Deliver – Build Solution
- Architecture Artifacts
- Finalized backlog, Acceptance Criteria
- Sprint Plan, Test Cases

Deploy – Go Live
- UAT test Plan
- Remaining Product Backlog stories
- Closure Report

Discuss – Value, Iteration
- Blockchain application with fixes,
- Documentation,, Proposal / PCR for enhancement, Optimized Roadmap, Re-usable Assets,

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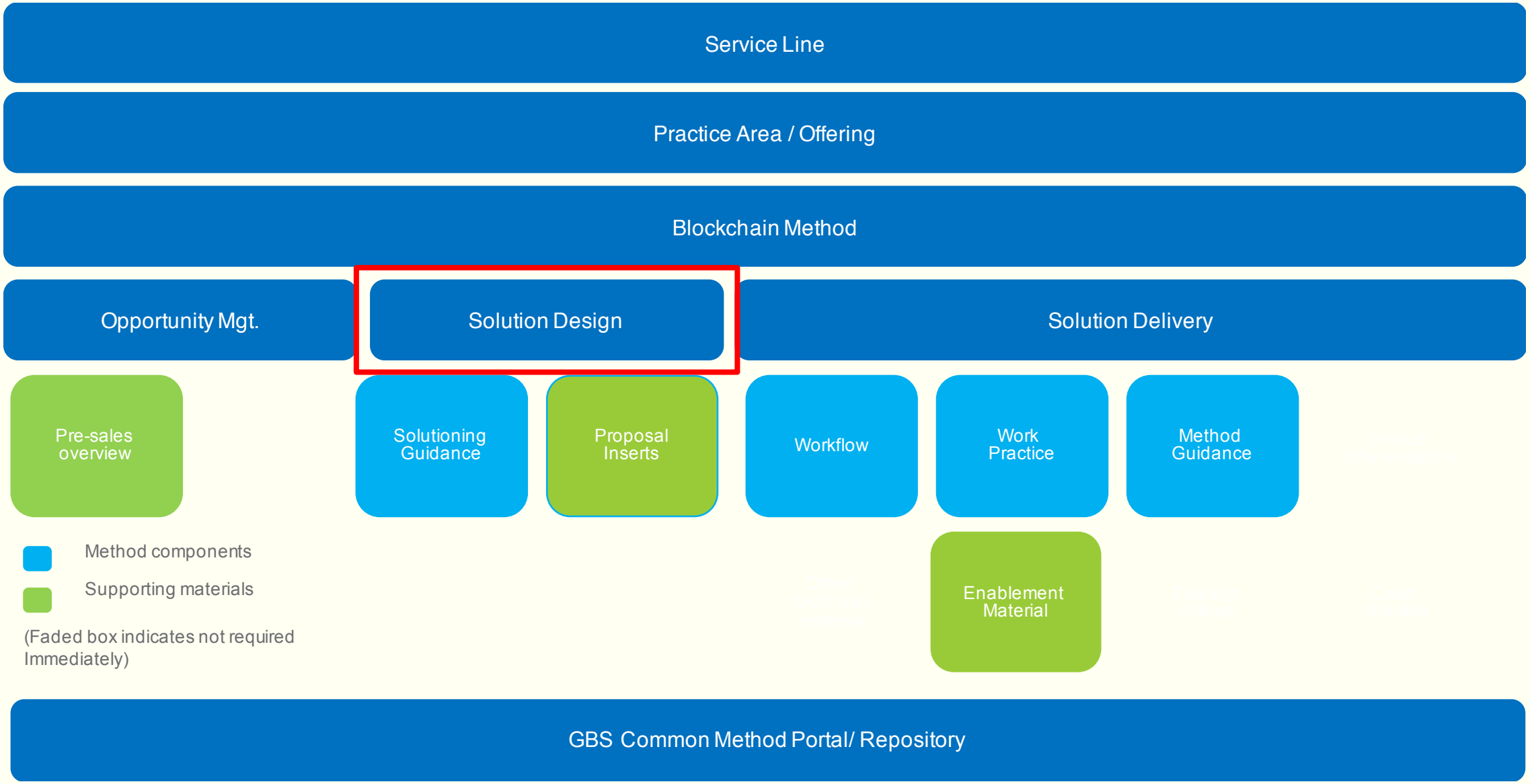
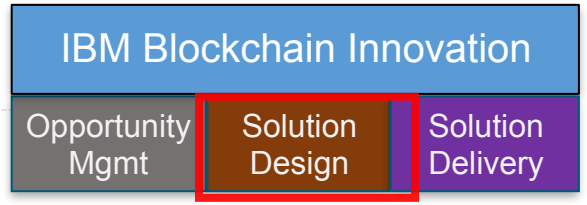
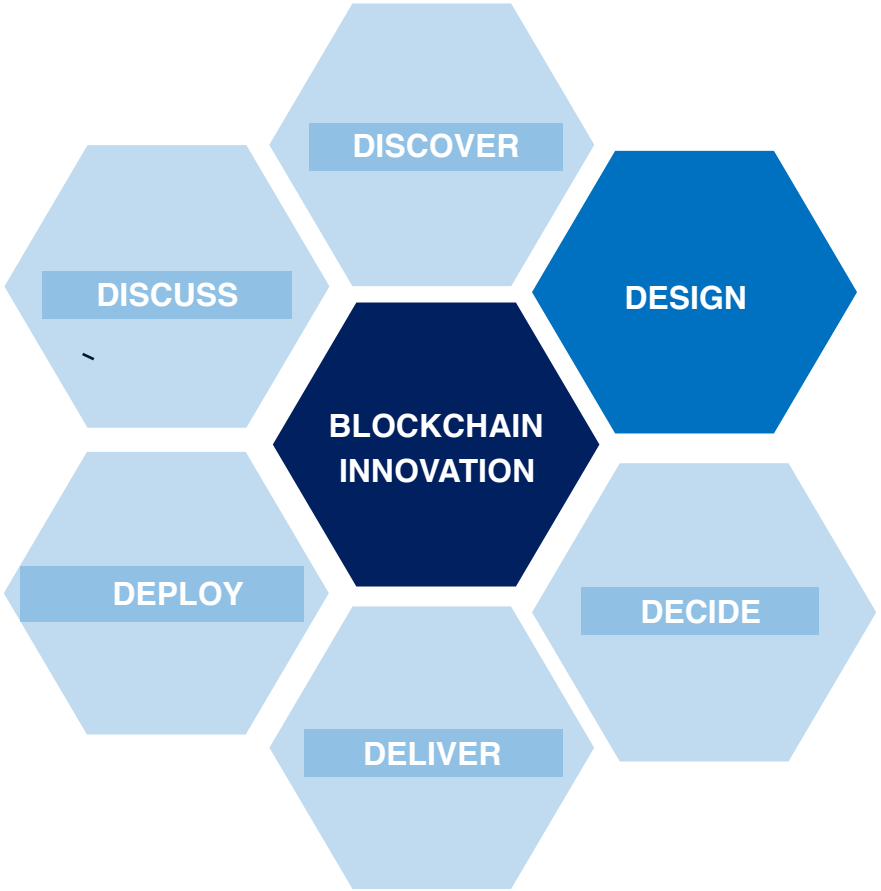
IBM Blockchain Innovation – Solution Design



IBM Blockchain Innovation – Solution Design



IBM Blockchain Innovation provides a practitioner friendly, tool based, light weight approach to deliver applications using Agile principles enabled by automation and DevOps.



- Develop high level Solution Architecture
- Provide pricing inputs - resources and adders
- Provide SOW inputs – Assumptions, R&R & Deliverables

Methods

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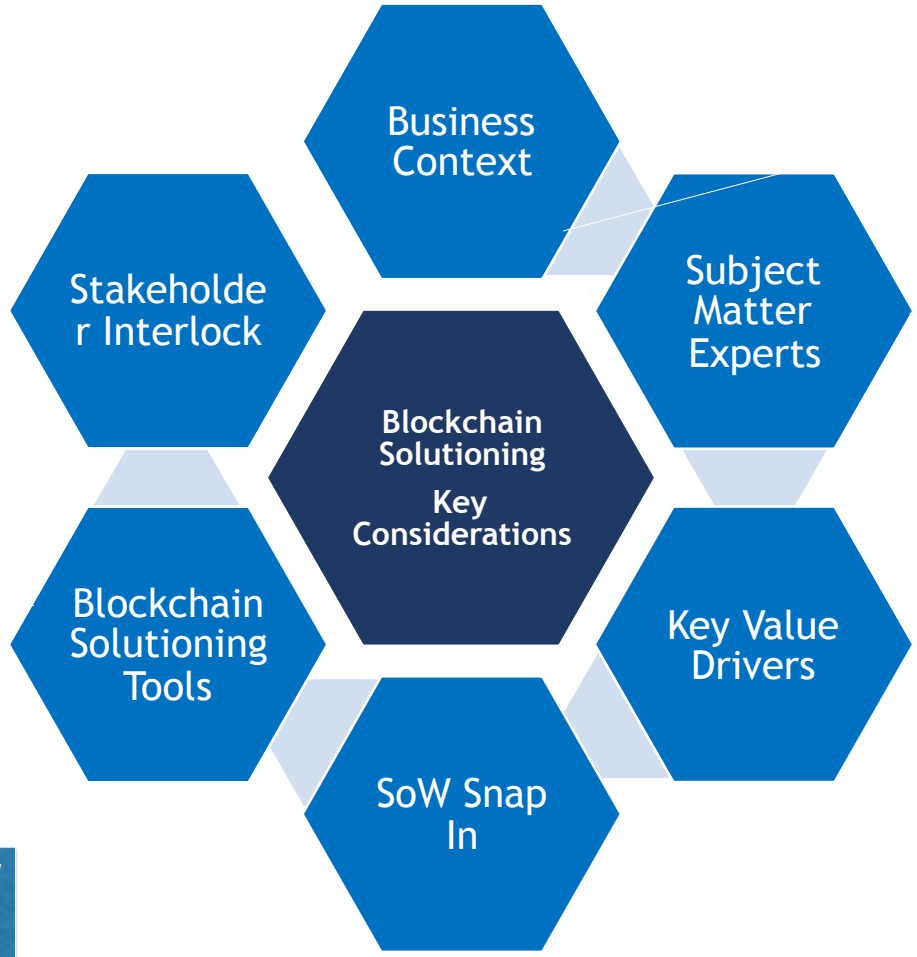
Blockchain Solutioning involves understanding of requirements and development of response

IBM Blockchain Innovation

Opportunity Mgmt | Solution Design | Solution Delivery

Establish team structure and communication channels. Publish stakeholder mapping document & workshop timelines.

Gain clear understanding of customer requirements, pain points, key outcomes & Blockchain value proposition.



Involve Blockchain experts- strategy, technical & infra consultants; Bluemix experts & Industry consultants, early in the solutioning process.

Maximize use of existing blockchain solutioning tools. This should lead to quick turn around times reduced solution development time.

Leverage key Blockchain value drivers like transparency, security, privacy, automation through smart contracts, provenance & immutability to deliver an impactful Blockchain solution.

Prepare the contract using the snap-in SOW and default GPE. Choose from one of the solution options i.e. Standard or Optimum. Avoid being pressured into a fixed scope. This will not help IBM or the client

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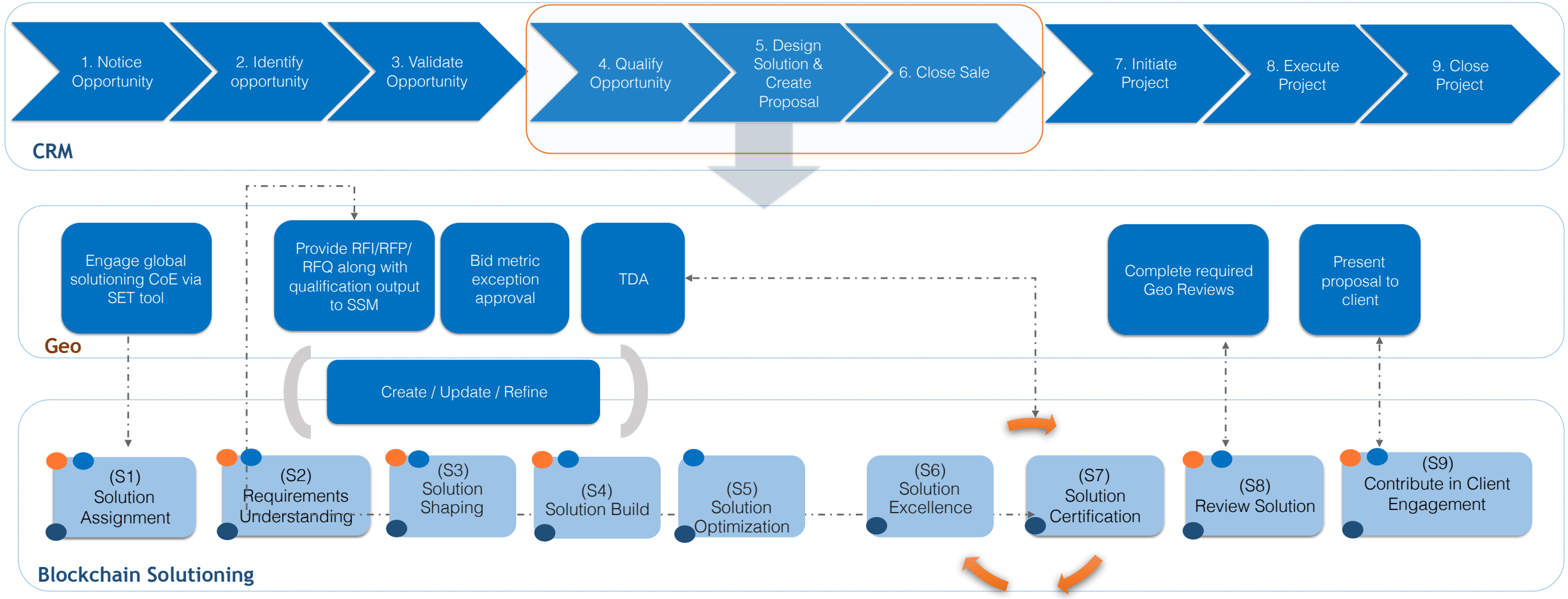
Blockchain Solution Guidance is aligned to Global Solutioning CoE Process

IBM Blockchain Innovation

Opportunity Mgmt | Solution Design | Solution Delivery



- *Blockchain POC Solutioning Steps (Up to USD 250k)*
- *Blockchain MVP Solutioning Steps(up to USD 500k)*
- *Blockchain @Scale Solutioning Steps (above USD 500k)*

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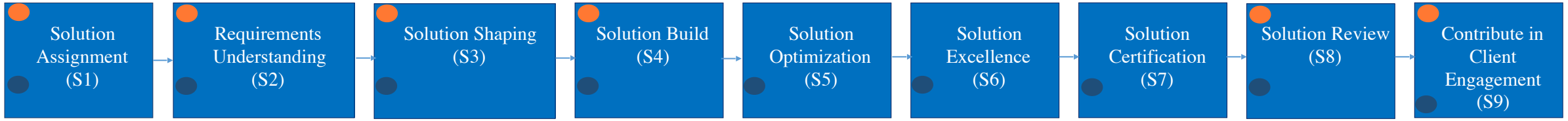
Blockchain Solutioning approach provides for iterative development of the solution



GOALS

- *Review and qualification by Blockchain Deal Board*
- *Understand client requirements, key pain points and outcomes*
- *Outline high level solution and architecture*
- *Discuss solution strategy with key stakeholders*
- *Develop overall project, resourcing and deployment plan*
- *Optimize solution to the defined win strategy*
- *Ensure proposed solution is complete from technical and competitive perspective*
- *Solution certification*
- *Solution review by Geo and blockchain CIC teams*
- *Engage in client presentation, SoW preparations*

ACTIVITIES

- *Blockchain Deal Board to assess and qualify opportunity*
- *Utilize RACI matrix to conduct kick off meeting.*
- *Conduct requirements workshops*
- *Get an understanding of competitive landscape*
- *Discuss solution strategy with key stakeholders*
- *Shape the IBM Blockchain value proposition through solutioning*
- *Outline high level solution and architecture*
- *Discuss assumptions, dependencies and delivery approach*
- *Develop costing & pricing*
- *Develop overall project plan*
- *Optimize costing & pricing*
- *Update overall project, deployment & resource plan*
- *Update delivery & governance model*
- *Ensure all the comments raised during solution shaping and solution optimization have been taken care of or justified*
- *Certify solution, resourcing strategy and overall development plan*
- *Ensure the prepared solution is complete from technical and competitiveness perspective*
- *Participate in SoW preparation and CIC client visits*

DELIVERABLES

- *Blockchain solution manager, architect assigned*
- *Requirements understanding document*
- *Time line/scope understanding*
- *Solution architecture*
- *Solution document/ RFP response*
- *Skills/resources required*
- *High level project timeline*
- *Revised solution document/RFP response*
- *Updated project plan*
- *Final version of the solution/ RFP response is sent for certification*
- *Certified solution document/RFP response*
- *Approve solution for release to client*
- *Client présentations*
- *SoW Contents*
- *Client CIC visits*

Blockchain POC Solutioning Steps (Up to USD 250k)

Blockchain MVP Solutioning Steps(up to USD 500k)

Blockchain @Scale Solutioning Steps (above USD 500k)

Solutioning Tool - https://ibm.box.com/s/odbuzmshkftxxhg1h4236oudn0sz72by

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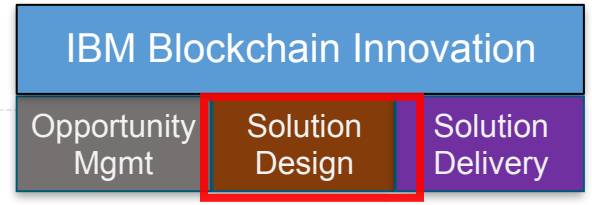
Solution Assignment



Solution Assignment (S1)

Activities	Opportunity needs to be qualified as Blockchain deal by the Blockchain deal hub team, prior to solution assignment. Kick off meeting conducted by Blockchain solution manager/ architect
Inputs	Request from opportunity owner for deals qualified by Blockchain deal hub.
Tools	RACI Matrix SET Tool (for deals over USD 1 Mn) https://w3-08.ibm.com/services/gbs/solutions/set/doLogin.wss
Outcomes	Blockchain solution manager/architect assigned. Kick off meeting- Use RACI Matrix
People	Opportunity owner, Blockchain solution manager/architect.

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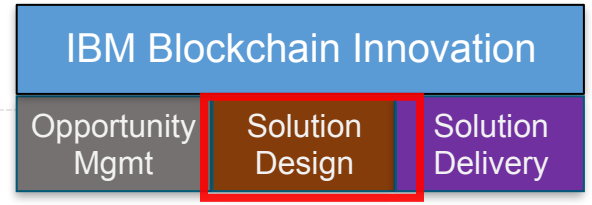
Requirements Understanding



Requirements Understanding (S2)

Activities		Understand client background, client requirements & scope related to – business workflows, infrastructure (bluemix), ledger framework, smart contracts & UX. Understand timelines, competitive situation & key outcomes.
Inputs		Account overview/ account plan from OO Client request (RFP, RFI, RFQ, etc.) Other relevant client material
Tools		Blockchain deal assessment questionnaire Blockchain design consideration questionnaire
Outcomes		Client/scope/timeline/competitive situation understanding Requirements understanding document
People		Opportunity owner, Blockchain solution manager/architect, Blockchain SMEs, Geo client/domain SMEs

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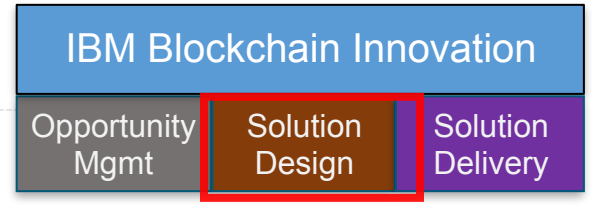
Solution Shaping



Solution Shaping (S3)

Activities	Discuss solution strategy with key stakeholders Shape the IBM Blockchain value proposition through solutioning Outline high level solution and architecture
Inputs	Deal qualification details Requirements understanding document Data on similar previous deals and assets that can be re-used
Tools	NA
Outcomes	Solution architecture
People	Opportunity owner, Blockchain solution manager/architect, Blockchain practice , Blockchain SMEs, Geo client/domain SMEs

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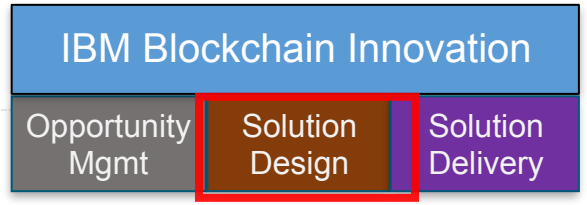
Solution Build



Solution Build (S4)

Activities	Discuss assumptions, dependencies and delivery approach Develop costing and pricing Develop overall project, deployment and resource plan
Inputs	Solution architecture Client requests (RFI, RFP, RFQ, etc.) High level solution strategy
Tools	Blockchain estimation workbook
Outcomes	Solution document/ RFP response Skills/resources required High level project timeline
People	Opportunity owner, Blockchain solution manager/architect, Blockchain practice , Blockchain SMEs, Geo client/domain SMEs

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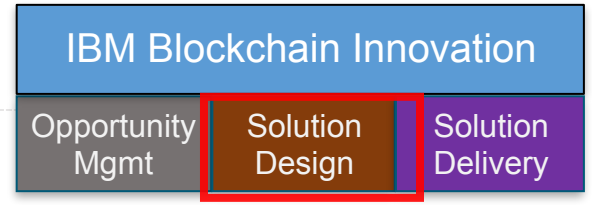
Solution Optimization



Solution Optimization (S5)

Activities	Optimize solution to the defined win strategy & competitive price point Optimize costing & pricing Update overall project, deployment & resource plan Update delivery & governance model
Inputs	Solution document/ RFP response Skills/resources required High level project timeline
Tools	Blockchain estimation workbook
Outcomes	Revised solution document/RFP response Updated project plan
People	Opportunity owner, Blockchain solution manager/architect, Geo client/ domain SMEs

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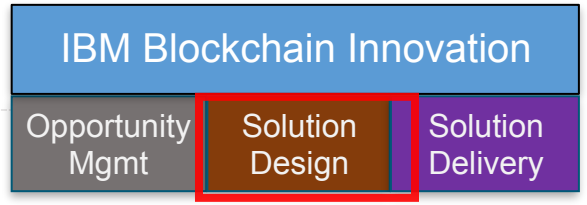
Solution Excellence



Solution Excellence (S6)

Activities	Ensure the prepared solution is complete from technical and competitiveness perspective Ensure all the comments raised during solution shaping and solution optimization have been taken care of or justified
Inputs	Revised solution document/RFP response Updated project plan
Tools	NA
Outcomes	Final version of the solution/ RFP response is sent for certification
People	Blockchain solution manager/architect

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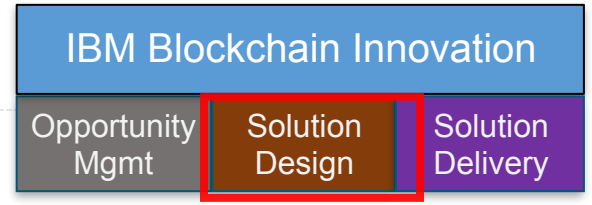
Solution Certification



Solution Certification (S7)

Activities	Certify solution by checking solution viability, competitiveness and resourcing strategy
Inputs	Revised solution document/RFP response Updated project plan
Tools	NA
Outcomes	Certified solution document/RFP response
People	Blockchain solution manager/architect

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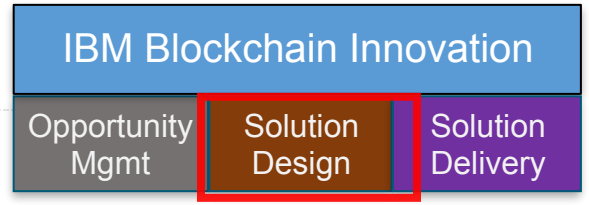
Solution review



Solution Review (S8)

Activities		Ensure the prepared solution is complete from technical and competitiveness perspective Ensure all the comments raised during solution shaping and solution optimization have been taken care of or justified
Inputs		Final version of the solution/ RFP response
Tools		Solutioning workbench tool http://inmbz1181.in.dst.ibm.com/services/swb/prepareShaping.action
Outcomes		Approve solution for release to client
People		Opportunity owner, Blockchain solution manager/architect, Solution certifier, Geo reviewer

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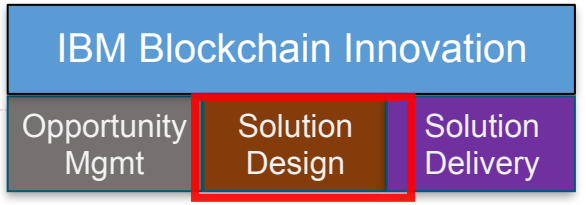
Contribute in Client Engagement



Contribute in Client Engagement (S9)

Activities	Participate in SoW preparation Participate in client presentations Client CIC visits
Inputs	Proposal inserts Client references and citations Solution document/ RFP response- revised
Tools	Proposal inserts
Outcomes	Client presentations SoW Contents Client CIC visits
People	Opportunity owner, Blockchain solution manager/architect, Blockchain practice , Blockchain SMEs, Geo client/domain SMEs

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Proposal Inserts

SoW for Proof of Technology

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Value Framework

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Client Presentations

Accelerators for POC\Blockchain Proposal Presentation_template.pptx

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