Blockchain Next Steps

How to Proceed to a First Project

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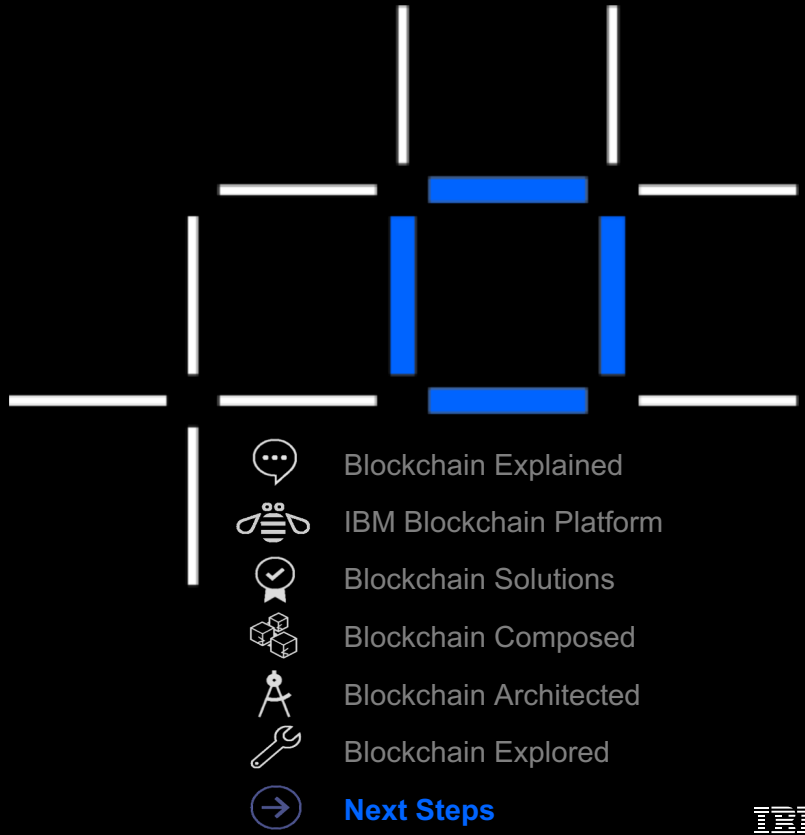
Blockchain Z



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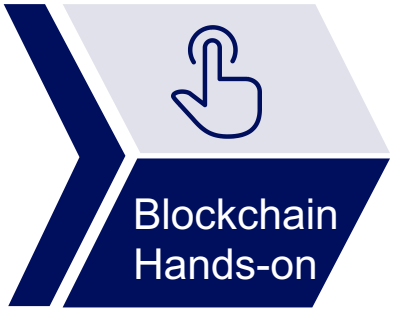
IBM **Blockchain**

IBM Engagement Model recap

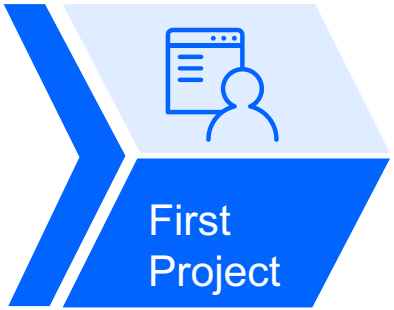
1. Discuss Blockchain technology
2. Explore customer business model
3. Show Blockchain Application demo

Remote



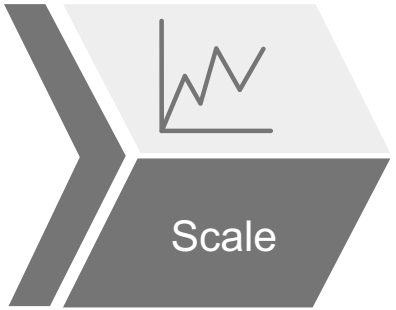
1. Understand Blockchain concepts & elements
2. Hands on with Blockchain on Bluemix
3. Standard demo customization

Digital or F2F



1. Design Thinking workshop to define business challenge
2. Agile iterations incrementally build project functionality
3. Enterprise integration

Face to face



1. Scale up pilot or Scale out to new projects
2. Business Process Re-engineering
3. Systems Integration

Face to face

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IBM Blockchain Labs

A highly specialized team of technical architects and developers who are skilled in blockchain business networks and technology engaging with Clients and Partners to deliver end-to-end blockchain solutions.

Expertise

Our consultants have expertise across Hyperledger Fabric, IBM Blockchain Platform and other related technologies.

Tailored Offerings

Can provide customized offerings to meet our clients' requirements.

Connections

Deeply embedded with IBM blockchain product development and offering management teams, acting as a focal point for deep technical specialist skills

IBM Blockchain Labs

We offer consultancy across the following disciplines:

Solution Development

- Solution Design and Architecture Advisory Services
- Solution Development Advisory Services

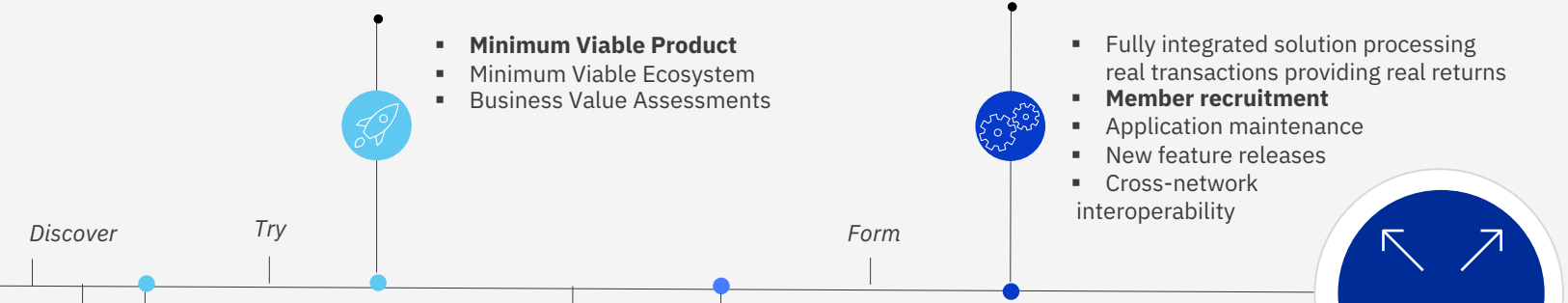
Solution Analysis

- Performance Testing and Analysis Health Checks
- Network Upgrade and Migration Advisory Services

Education

- Education and Enablement with Blockchain
- Education Course Development with Blockchain

Blockchain Maturity Model



First Project
4-12 weeks

- **Minimum Viable Product**
- Minimum Viable Ecosystem
- Business Value Assessments

Production
1 Year +

- Fully integrated solution processing real transactions providing real returns
- **Member recruitment**
- Application maintenance
- New feature releases
- Cross-network interoperability

Discover
1-3 days

- Blockchain Education
- Use Case Validation
- **Design Thinking Workshops**
- Network Identification
- Requirements gathering

Pilot
6 – 9 Months

- Pilot – real transactions
- **Legal entity setup and regulatory compliance**
- **Governance setup**
- Funding model and Monetization policy
- Additional integrations to existing systems

Expand & Activate

Scale

- **Live growing network providing real returns**
- Membership recruitment
- New technology integrations and further interoperability

IBM **Blockchain** Labs

Provides you with the technical experts at every step of your blockchain journey.

GETTING STARTED SERVICES

Design the business outcomes you desire, prioritize use cases, and develop a **minimum viable product**.

- Discovery Workshop
- Design Thinking
- Architecture Consulting
- MVP Build-up

DEPLOYMENT SERVICES

Deploy and run your network using the **IBM Blockchain Platform** in your infrastructure of choice.

- Quickstart Deployment
- Planning Assessment
- Remote Peer Deployment

PRODUCTION SERVICES

We have the **expertise** that can help you realize the full potential of your solution.

- Health Check
- Performance Assessment
- Planning Assessment

Getting Started Services

IBM Cloud Garage with Blockchain Offerings provide you the services you need to get started with Blockchain.

Discovery Workshop

Understand market opportunities and select a use case which represents the value your organization and your business network seek, while also gaining a deeper insight in blockchain technology.

Length: Half Day

Architecture Workshop

Engage an IBM Blockchain architect to help you plan and define the architecture for your enterprise blockchain solution, which includes a two-day in person workshop.

Length: 1 week

Design Thinking Workshop

Apply IBM Design Thinking principles to evaluate current business processes, identify business network and define the minimal viable product for your blockchain solution.

Length: 2 days

Design Thinking & Architecture Workshop

Combine an IBM Design Thinking workshop with IBM Blockchain's approach to solution architecture to define the minimal viable product, as well as, a blockchain solution architecture.

Length: 3 days

MVP Build-up

Develop a functioning blockchain solution using agile methodologies, leveraging experts in IBM Blockchain, UX/UI design and development, and cloud architecture.

Length: 4 – 12 weeks

Blockchain Education

Engage with an IBM Blockchain technical expert to learn about Hyperledger Fabric, IBM Blockchain, and general blockchain concepts.

Length: Up to 1 week

Deployment and Production Services

Expert services to help you deploy your network in production and perform at scale.

Quickstart Deployment

Deploy a Distributed Peer on IBM Cloud Private with an existing IBM Blockchain Platform network instance on IBM Cloud or deploy a Full Network including CA and Orderer.

Length: 1 week

Health Check

Provide an expert review of your current Blockchain architecture, configuration and implementation to identify issues and areas for improvement, resulting in recommendations for improvement.

Length: 1 week

Planning Assessment

Evaluate client readiness for deploying IBM Blockchain Platform on IBM Cloud Private. May require multiple 1-week assessments.

Length: 1 week

Performance Assessment

Holistic review of the client app and blockchain network to identify potential performance bottlenecks. Starts with architectural review and leverages an IBM test harness to compare client's environment to a predefined benchmark.

Length: 2 weeks

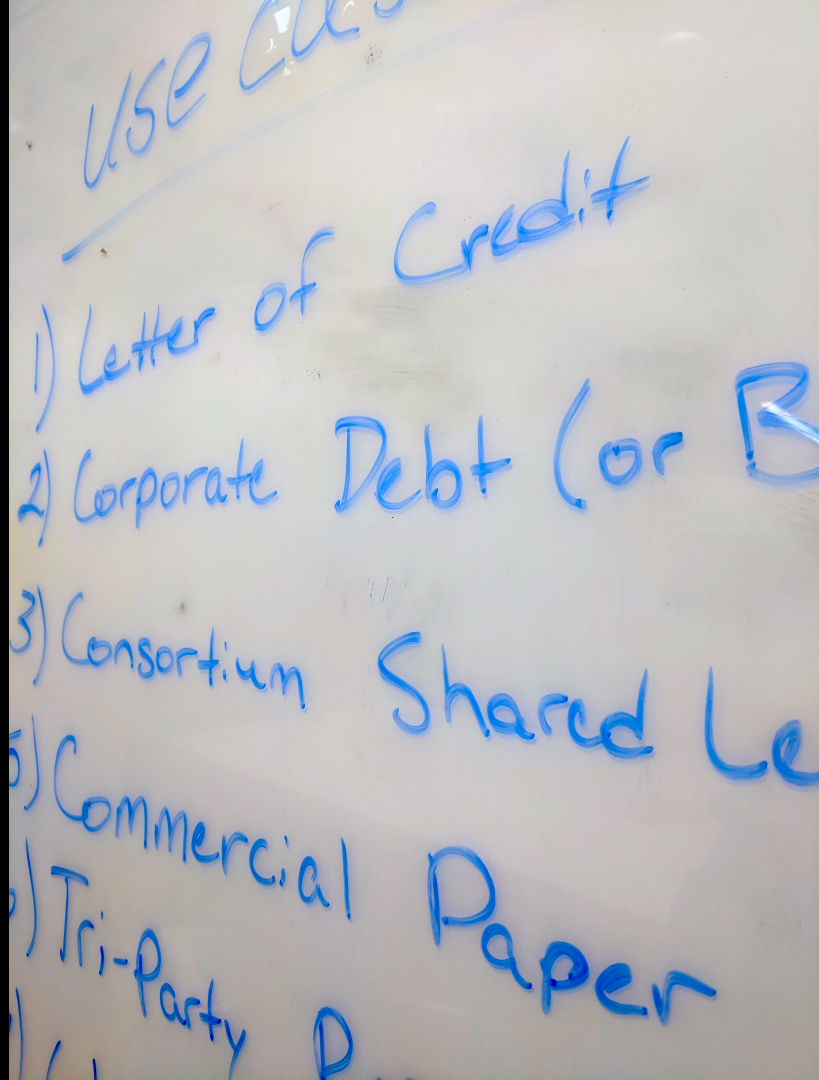
Remote Peer Deployment

Deploy a custom IBP network on IBM Cloud Private based on recommendations from planning assessment. Suitable for a broad range of requirements and use cases.

Length: custom

Discovery Workshop with Blockchain

Understand market opportunities and select a use case that represents the value that your organization and your business network seek. Gain a deeper insight into blockchain technology.



IBM **Blockchain**

Discovery Workshop with Blockchain

OFFERING AT A GLANCE

Up to a half day in one of our worldwide IBM Cloud Garage locations to explore blockchain use cases

Offering activities and details

Come to one of our worldwide IBM Cloud Garage locations, embedded within technology incubators in some of the world's largest startup communities.

Take the opportunity in this half-day, no charge offering to engage with Cloud Garage staff and learn how we can help you to achieve your business goals through innovation with blockchain.

Goals

- Understand how the IBM Cloud Garage works.
- Obtain an overview of IBM Cloud and IBM Blockchain.
- Clarify your opportunity space (the use case and/or the current pain points) and learn how to get started.
- Tour the IBM Cloud Garage.

Client participants

- **Line-of-business executives** - business leaders looking for innovative ways to grow their business
- **CIO and technology executives** – leaders who want to learn how the Garage can help increase IT speed and close the gap between business and IT
- **Non-technical line-of-business teams** – participants who want to explore new ways to solve business challenges

Prerequisites

- Contact your IBM sales representative to schedule a visit.

Deliverables

- None

Discovery Workshop with Blockchain

AGENDA

Activity	Length
Introductions	15 minutes
Blockchain level-set: IBM strategy, terminology, use case considerations	45 minutes
Use case ideation	90 minutes
Break	15 minutes
Prioritize use cases	15 minutes
Next steps	30 minutes

Design Thinking Workshop with Blockchain

Apply IBM Design Thinking principles to evaluate current business processes, identify the business network, and define the minimum viable product for your blockchain solution.

IBM **Blockchain**

Design Thinking Workshop with Blockchain

OFFERING AT A GLANCE

One week of blockchain solution design at a worldwide IBM Cloud Garage location or at a pop-up Garage near you

Offering activities and details

In this workshop, your line of business and technical teams join the IBM Cloud Garage team in a very **interactive experience** to identify and understand the end-user, obtain alignment on the business outcome, **evaluate for blockchain fit**, and identify the smallest application – the minimum viable product (MVP) – required to test your wanted business outcomes.

The workshop consists of two days of collaborative activities to define the MVP, followed by 2-3 days of high-level architecture and conceptual design definition.

Goals

- Align stakeholders on the business opportunity and use case.
- Understand the business network and the roles within it.
- Evaluate for blockchain technical fit.
- Determine a hypothesis based on assumptions and risks.
- Define goals and an MVP to test the hypothesis.

Client participants

- **Executive sponsor**, who is the voice of the business and its success
- **Line-of-business representative**, who provides context around the existing business process
- **IT or development team** representative, who understands the current IT strategy and/or builds what is defined in the workshop
- **Product owner**, who understands the users, the ecosystem, and the future trends of the application to be developed
- **Sponsor user**, who represents the end-user community
- **Business network**, which includes the above listed roles, from multiple business network members

Prerequisites

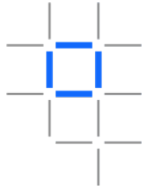
- Agreement between your organization and IBM on the business opportunity.
- Identification of the required participants, based on the use case

Deliverables

- Workshop outcomes deck and blockchain MVP project definition

Design Thinking Workshop with Blockchain

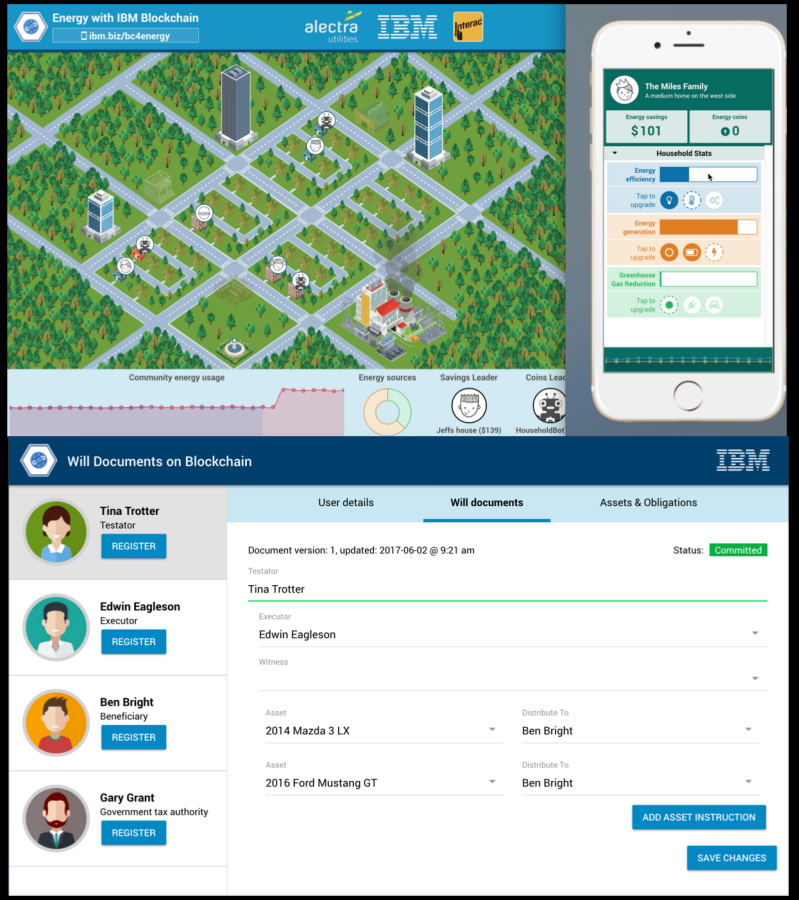
AGENDA



Morning - Day 1	Afternoon - Day 1	Morning - Day 2	Afternoon - Day 2
Welcome and introductions	As-is process	Solution ideation	MVP hypothesis
Blockchain overview	Use cases and blockchain fit	Hill statements	MVP business network
Explore business hypothesis	Business network exploration	Storyboarding	Technical deep dive
Goals and non-goals	Empathy mapping	To-be process	Retrospective
			Next steps

MVP Build-up with Blockchain

Develop a functioning blockchain solution using agile methodologies, leveraging experts in IBM Blockchain, UX/UI design and development, and cloud architecture.



MVP Build-up with Blockchain

OFFERING AT A GLANCE

Blockchain MVP development at one of our worldwide IBM Cloud Garage locations with our Cloud and Blockchain experts

Offering activities and details

The MVP Build-Up offering is designed to help your development team **learn fast**, **test hypotheses**, and **iterate quickly** – as they build and deploy a blockchain minimum viable product (MVP) using IBM Cloud and IBM Blockchain.

The objective is to quickly develop a production-quality blockchain MVP application using the **IBM Cloud Garage Method** and to obtain rapid and iterative end-user feedback to test a business hypothesis. Teams use pair programming, test-driven development, continuous integration and delivery and other agile and DevOps practices with tools and services **on IBM Cloud** and **IBM Blockchain Platform**.

Goals

- Rapidly build production quality code for the blockchain MVP.
- Deploy the MVP and obtain user feedback to test a hypothesis.
- Learn how to apply the IBM Cloud Garage Method to transform your application design and development.

Client participants

- **Product owner** – prioritizes user stories and makes pivot decisions
- **Developer** – pairs with Garage developers to build the MVP
- **Sponsor user** – represents user community and provides feedback

Prerequisites

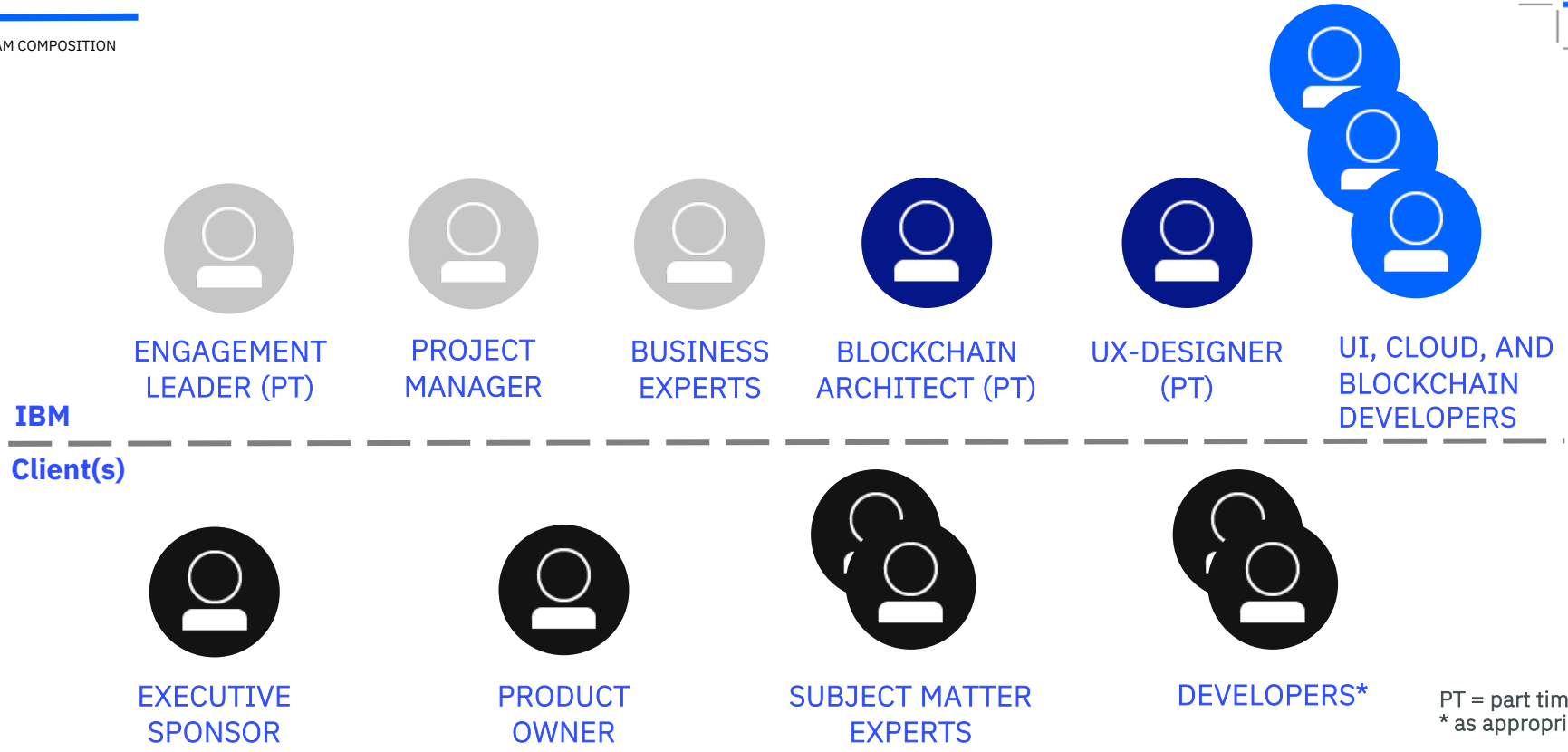
- Blockchain MVP definition through IBM Cloud Garage Design Thinking Workshop with Blockchain
- Entitlement for IBM Cloud to serve as a development and deployment platform

Deliverables

- MVP application, including source code, delivered on IBM Cloud

MVP Build-up with Blockchain

TEAM COMPOSITION



Architectural Consultancy with Blockchain

Enlist the support of a blockchain architect in an IBM Cloud Garage to help you define the framework of your blockchain solution.

IBM **Blockchain**

Architectural Consultancy with Blockchain

OFFERING AT A GLANCE

One week architecture engagement delivered remotely, onsite, or at one of our worldwide IBM Cloud Garage locations

Offering activities and details

This service includes an IBM Cloud Garage blockchain architect to provide **thought leadership, advice, and guidance to help you plan the architecture** for an enterprise blockchain solution. Although not limited to the following activities, the service offering can include:

- **Architectural advisement** on a selection of a variety of topics, including Hyperledger Fabric, Hyperledger Composer, IBM Blockchain Platform, blockchain development patterns, and security/compliance requirements.
- **Assessment of effort** to refactor or move applications to the cloud.

Goals

- Review and validate a use case with stakeholders.
- Plan the architectural design and scope to build and deploy the use case.

Client participants

- **IT or development team** representative who understands the current IT strategy and/or builds what is defined in the workshop
- **Product owner**, who understands the users, the ecosystem, and the future trends of the application to be developed

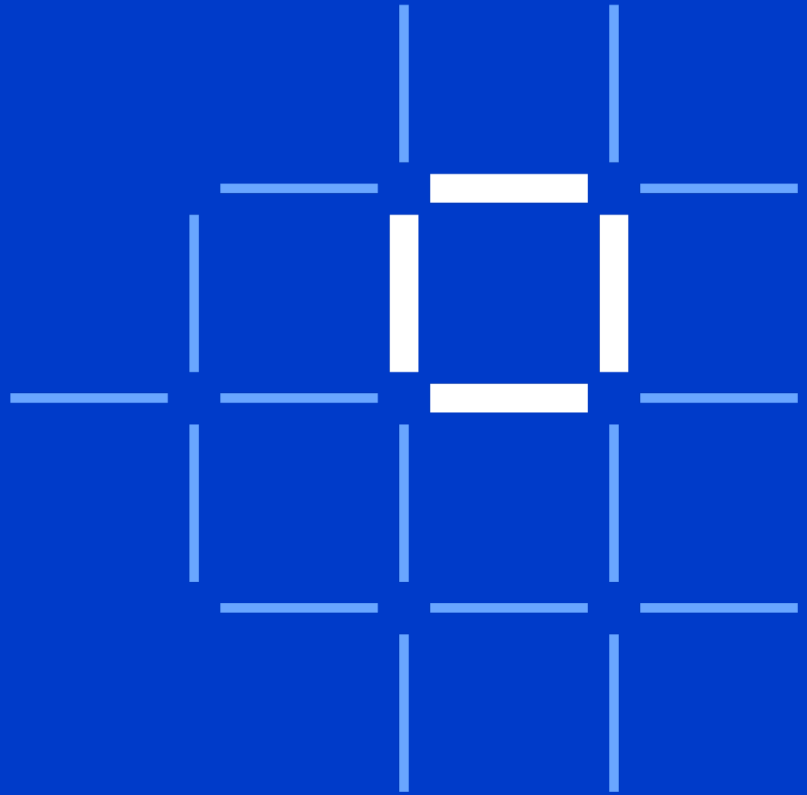
Prerequisites

- Identify a use case that is either defined in an IBM Cloud Garage Design Thinking Workshop with Blockchain or is an existing application considered for migration to a cloud environment.

Deliverables

- None

For more information, see
www.ibm.com/blockchain/garage



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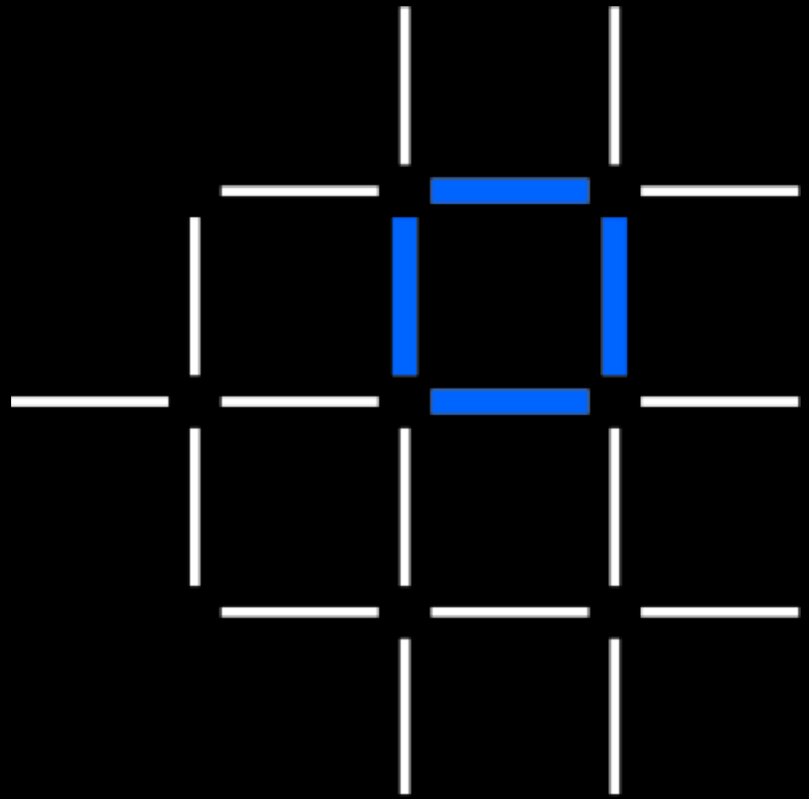
Thank you



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