

Why DevOps Needs Partners, Not Vendors

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Enterprise has many suppliers in the technology supply chain



Contract

If you want to go quickly, this chain of misalignments is a killer



Suppliers are a fact of life within enterprise

To Mature DevOps, you need to transform the way you work with suppliers
& in some cases find different suppliers





Dynamic and quickly formed teams of niche suppliers will increasingly be the case for innovative organisations

Supplier Relationships For DevOps

More embedded in the organisation & the team

More collaborative and trust based

More aligned and outcome focused

More fluid & agile

Less transactional



ONE
TEAM
ONE
DREAM

You can't buy DevOps in a box!



It's more transformational...

You don't need a set of vendors,
you need partners to help you to transform yourself...

DevOps Is HARD!



Ask....

How does this supplier improve our capability and upskill our people?

How does this supplier change our culture?

What legacy will the supplier leave?

Ask....

How does this supplier give us an experience of new ways of working?

How does this supplier help us raise our game?

How can we deliver 'one team one dream'

DevOps Partners Help You Build Your Own Capability....!

Lead from the front

Lead from the side

Lead from the back



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You need:

The right partners, with...

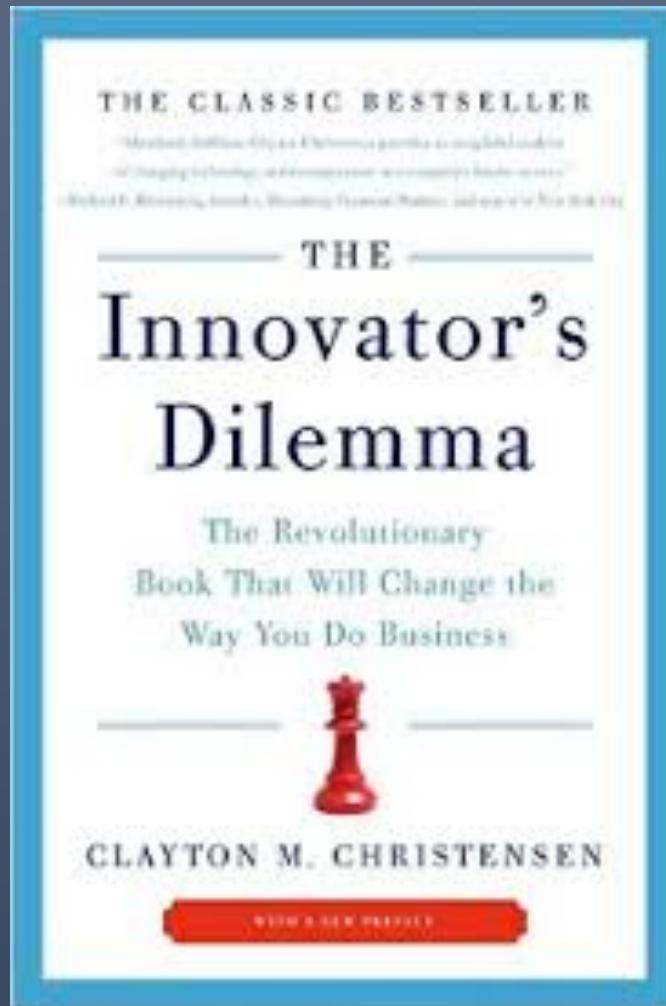
The right skills

The right approach

The right personalities and personal dynamics

The right contract with aligned incentives

If they do all of this, then you have a partner...



Relentless pace of change

You need innovation from the outside

The partner is a source of what is happening in
the outside world

A vendor is generally happy with the status quo

Why would they be pushing generational step change in approach
if they can't deliver it?

A partner challenges you to be better, even when it's a hard conversation and against their interests

A partner is a critical friend

As suppliers:

How can we be a better partner?

How can we work more effectively with other partners?

If we do this, our success will follow

Vendor:
I need to sell a widget

Partner:
I need to solve business problems with my customer

End client:
These are equal partners & not vendors

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Guide / Pioneer / Leader



Thanks!

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