

HACKING CONTRACTS

YES, YOU CAN DO AGILE



CivicActions

HACKING CONTRACTS | OUTLINE

- **Nerdstein**
- **Current State**
- **Agile**
- **Hack Your Contracts**
- **A Call to Action**

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- Drupal 8 Maintainer of Taxonomy Menu, Password Policy, Key, Encrypt, Field Encrypt

Current State

Three components at play

THE TRIFECTA OF EXPECTATIONS

→ **Scope**

→ **Time**

→ **Budget**

**SO, WHERE IS
THE CONFLICT?**

Risk

Control

Enablement

WE NEED TO BE ON THE SAME TEAM

- Results are better when we commit to mutual success**
- Current waterfall contracts do not guarantee success but provide more control on paper**
- Change management processes are cumbersome for both vendors and the government - does not account for continuous learning**

Agile

Iterative

Prioritize by value

Collaboration

Transparency

Continuous Learning

WE BOTH WANT THIS

- It's not “us and them” - we're one team
- It's relationship focused and it's empowering for all
- We want a contract and processes that **WORK** well and don't distract us from delivering value

**We need to align
contracts
for success**

Hack Your Contracts

GUIDEPOSTS

- **SOO not SOW - define goals and objectives, not scope**
- **Empowers the experts to be the experts, not just contract**
- **Control through flexibility and empowering decision makers**
- **Loosen traditional controls in a contract (scope, time, budget)**
- **Success metrics and frequent tracking in lieu of traditional scope-driven deliverables**
- **A COR is key personnel - any changes can be incredibly disruptive**

WHAT ARE YOU PURCHASING?

- Don't purchase scope, purchase a process**
- Purchase hours and resources over a period of time**
- Allow decision makers to use that time for their stakeholder's highest priority**
- Regularly align and review goals, define an MVP, identify milestones**

CLEARER DEFINITION IN THE CONTRACT

- Build in free time to account for risk**
- Understand services you may need (not just development: architecture consulting, backlog management, business analysis, content, training)**
- Understand and review assumptions**
- Clarity on roles and expectations to avoid risks**

WE ARE ALSO JUDGING YOU

- We could align well but your RFP/RFQ might**
- Some RFPs are really risky**
- Asking for too much may limit vendor responses**
- Too cumbersome to respond to effectively (compliance)**

A Call to Action

Focus on success

Allow us to help

**You can't do this
all upfront**

Hack your contract

Thank you, DrupalCon!

Questions?