

The top gear of buying software



WADAS Corp

We Ain't Doing Any Software Corp

Software is different

Complexity, Conformity, Changeability and Invisibility

Software Requirements Speculation

How well do you think you can predict the future?

What is important for success?

Collaboration over contract negotiation

Collaboration requires trust

Feedback

“Deliver working software frequently, from a couple of weeks to a couple of months, with a preference to the shorter timescale.”

The Collaborative Approach

What is your vision? What do you need?

Product Vision and Requirements

How much money will you make? How much you can afford to invest?

Value Proposition

Who could you work with?

Selecting Potential Partners

Can I trust a potential partner?

Trial Run

How do we collaborate?

Contracts and other agreements

What team?

We are all in the same team

What does the daily collaboration look like?

Talking face to face

What's going on? Do I need to panic?

Transparency good

Micromanagement bad

When do we deliver something?

Working Software, Definition of Done, Reviews and Feedback

When are finished?

Stop working when value isn't worth the investment

Who owns the result?

Get the IPR

How can I get some changes in my running software?

Maintenance

Summary

Collaboration and Trust

About

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