

# Thrive, Not Just Survive

Mature and Transform  
**Enterprise Agility**



## Costs Do More, Waste Less

**10 cents from every dollar**<sup>1</sup> is wasted because of poor project performance

That's **\$100,000** from every million

**43%**

of projects finish over budget

Projects that run with agile principles using Rally Software have clear goals and check-in points. Resources aren't wasted on unwanted features or anything else that doesn't obviously and immediately add value.

**48%**

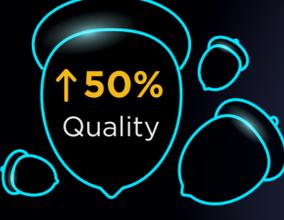
of projects are delivered late

Rally helps teams understand if they are heading in the right direction. Broad strokes and big ideas are necessary for progress. But they aren't much use if they aren't grounded in current expectations and processes. Rally's Portfolio Kanban board tracks the analysis and lifecycle flow of business goals. You can drill down to the team level and see what is happening day-to-day (via the Team Board). Goals and processes can be adjusted incrementally as needed without derailing the entire project.

## Value Know Better, Do Better

There is almost nothing that can't be measured. The trick is to be able to pull the right data to measure so you can tell an accurate story and make fact driven decisions. Rally is the agile management system of record to track productivity, project quality and responsiveness. It uses historical patterns to create benchmarks and help design experiments.

Program leaders can get a detailed look at progress on a variety of pages, such as the Portfolio Items page for a top-down view (Portfolios to Programs to Projects) or the Iteration Status page for a bottom-up view (Iterations to Releases/Program Increments) and take advantage of full traceability across the development life cycle.



Rally is essential to providing a comprehensive view and status of all projects, regardless of what tools agile teams are working with.

Rally has the trust, maturity, and capability to collect and funnel critical data for value stream management. This critical data includes answering questions about prioritization, development outcomes, progress from planning to delivery, and identifying opportunities to optimize flow.

No data scientist required.



Companies with engaged employees outperform the competition by **147%**<sup>2</sup>

## Satisfaction Work customer-first

When your customers are happy, everything else is easier. Rally helps developers regularly update the product backlog, prioritize problems and incorporate new requirements without getting lost under a pile of non-urgent or unimportant tickets.



of companies that work to improve their customer experience report an increase in their revenue.<sup>4</sup>



of consumers view brands more favorably if they seek out and apply customer feedback.<sup>5</sup>



Customer-centric companies are

**60% more profitable**

than companies that don't focus on customers.<sup>3</sup>

## Schedule Plan for success

Businesses lose \$1M every 20 seconds because their high-level business strategy is not connected to day-to-day project management activities.

Using the Portfolio items section in Rally means you can track market events, important code deploys, company-critical delivery dates and other high-level inputs and link them to specific aspects in the work portfolio.

You can also easily see if the plan is on track at both the overview and day-to-day level. Full traceability along the development life cycle, you can solve unexpected bottlenecks or disruptions well before they derail the project.



## ROI Repeat what's working

In order to determine what processes are the most resource efficient or which experiments were successful, you need to a full view on the associated metrics. Rally dashboards are infinitely customizable. Include the metrics you need to keep an eye on and leave the rest for data deep dives.

Choose which projects you see, in what format (list, Kanban) and in how much detail (overview or day-to-day). Choose to focus on a specific team, child team or deliverable. Or zoom out and get the bird's eye view of everything department is working on.

**Thrive** with Rally Software

**LEARN HOW**

1 A 2018 study by the Project Management Institute, <https://www.pmi.org/about/press-media/press-releases/2018-pulse-of-the-profession-survey>  
2 Forbes <https://www.forbes.com/sites/blakemorgan/2019/09/24/50-stats-that-prove-the-value-of-customer-experience/?sh=147821b24ef2>  
3 <https://www.superoffice.com/blog/how-to-create-a-customer-centric-strategy/>  
4 <https://www.prnewswire.com/news-releases/new-research-from-dimension-data-reveals-uncomfortable-cx-truths-300433878.html>  
5 <http://info.microsoft.com/rs/157-GQE-382/images/EN-CNTNT-Report-DynService-2017-global-state-customer-service-en-au.pdf>