

# Course : Agile project, contractualization

*Practical course - 1d - 07h - Ref. AGN*  
**Price : 760 € E.T.**

Agile models provide a new context for outsourcing, and in fact call it into question. How can we build agile outsourcing? This seminar presents the conditions for agile, collaborative and partnership-based contracting. You'll discover how, in line with agile values, outsourcing can become a collaboration between companies.

## Teaching objectives

**At the end of the training, the participant will be able to:**

- ✔ Sharing the benefits and risks of long-term IT outsourcing contracts
- ✔ Share the logic of buyers and the mindset of operational staff working in agile mode
- ✔ Characterizing the tension between classic contracts and agile collaboration
- ✔ Choose the most suitable agile contractualization model for the desired operating mode
- ✔ Sharing KPIs and commitments for agile, partnership-based and balanced contractualization
- ✔ Discover the specifics of contractualization in the context of "agility at scale".

## Intended audience

IT purchasing managers and staff, IT managers, IT product managers in contact with their suppliers, managers and staff on the supplier and ESN side.

## Prerequisites

No special knowledge required.

## Practical details

### Teaching methods

Participatory conference-debate format.

## Course schedule

### PARTICIPANTS

IT purchasing managers and staff, IT managers, IT product managers in contact with their suppliers, managers and staff on the supplier and ESN side.

### PREREQUISITES

No special knowledge required.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## 1 Participative workshop, analysis of agile outsourcing cases

- Presentation by participants of different "agile" contracts they have concluded.
- Description of the developments and issues raised by these cases.
- Default proposal of anonymized contracts for analysis.

### Group discussion

Specify the characteristics of the contracts and the tensions that accompany their execution. Contracts are positioned in a typology (MopCo).returnchariot

## 2 Reformulation of elements discovered in the workshop, Waterfall and agility

- The role of artifacts in Waterfall.
- The Waterfall operating mode.
- The Scrum version of agility.
- Waterfall and agile: two distinct operating models.
- Waterfall enables simple outsourcing contracts.
- Contracts "a little too simple".
- The temptation to insert Scrum into traditional outsourcing contracts.
- The WaterScrumFall diagram. Pricing procedures for development iterations.

## 3 Participative workshop, discovering incompatible objectives

- Discovering the choices to be made to ensure consistency between stakeholders' objectives.
- Specialize the supplier in an activity for which the customer controls inputs/outputs.
- Seek out the benefits of collaboration by abandoning supplier-only performance measurement.
- The different types of alternative contractualization, their advantages and limitations.

### Case study

Case study: specialization of a supplier in a coding activity, enabling the contractualization of micro-packages, but versus collaboration of resources on a sequence of activities.

## 4 Reformulation of elements discovered in the workshop

- Successful agile outsourcing is a partnership.
- Progressive implementation of collaboration OKRs. Agile outsourcing contracts at scale
- Make do and check.
- The contractual definition of the "User Story" is ready.
- Tiling of activities and contractual acceptance phase.
- Renouncing Taylorism. Doing things together.
- Customer control is based on competence.
- KPIs and commitments for agile collaboration.

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at psh-accueil@orsys.fr to review your request and its feasibility.