

Agile Coaching for Small Businesses

Global markets are in turmoil. Consumer spending is dropping. Economists are forecasting recessions or extremely small growth. Businesses are adjusting revenue and earnings forecasts. Bad news all around?

Actually, no. This is the perfect time to be in business. This time of crisis can actually be the opportunity that your business desperately needed, you just didn't know it.

Don't cut staff. Most value comes from your staff, cut bureaucracy instead.

The way to get through this is simple: focus on value, remove waste and obstacles.

Agile methods such as OpenAgile for business management are designed to help you find waste, remove it, focus on value, learn from both successes and mistakes, and do better next time all in very short cycles which allow you, your business and your teams to adapt to changing (market, economic, competitive) conditions very quickly, always delivering the highest value fastest and at the best price.

Teams using agile methods become super-teams. Organizations using agile methods become super-organizations.

Feeling the fear of recession? Feeling the need to cut costs? Anxious about whether your job, your team or your business is going to survive this crisis? Use OpenAgile to not just survive the crisis, but to thrive while your competition struggles and succumbs to the challenges.

Benefits of Agile for Small Businesses

The quality of your products and services will increase:

- few to no known defects in work results
- products and services can be changed easily and quickly without sacrificing quality

Increased staff and organizational productivity:

- get more work completed in less time
- deliver results to your clients faster than your competition
- fewer staff specializations and smaller team size reduces bureaucratic overhead
- new staff require less training or ramp-up time to become productive
- lower customer support costs and interruptions due to staff or product problems

What is OpenAgile Coaching/Training?

In order to meet the standards of quality and productivity which OpenAgile demands, the OpenAgile principles and practices must be learned, adopted and whole-heartedly applied. OpenAgile Coaching/Training ensures that your staff remain focused on applying these principles and practices until they become second-nature. The coach observes and assists the team by showing how to apply the practices, assisting team members as they do their work, and occasionally presenting brief how-to tutorials. All coach work is “on-the-job” training for your staff. You don't lose any time to classroom training and the training is focused on your immediate

needs even as those needs change.

The coach helps your organization adopt appropriate OpenAgile principles and practices including the “Learning Circle” of action, reflection, learning and planning, and the effective application of guidance.

Activities

1. Initial assessment of existing practices, processes, and tools
2. Assist with initial environment setup and recommendations, as appropriate
3. Work with each team to mentor and train them on the application of OpenAgile practices
4. Hands on facilitation and work as part of training by example

Outcomes

1. Adoption of OpenAgile practices by team members and key leaders such as team leads
2. Substantially improved levels of quality as demonstrated by a rapidly shrinking list of known defects, and a rapidly increasing level of customer satisfaction
3. Team-level productivity improvements measured by value delivered for effort

Size of Effort

Usually 4-8 weeks of 1 or 2 days/week per team, depending on needs

Pricing

Master-level OpenAgile coaches are \$1500/day + GST+ expenses

Why Berteig Consulting?

Berteig Consulting is a full-service provider of agile training, coaching and consulting. We provide an experienced agile coach with the technical, process and people skills to work with your staff. Each of our coaches comes with an extensive support system including a multi-skilled team of staff and partner coaches and trainers. Berteig Consulting is focused on the local Canadian market. We have extensive success with multiple Canadian companies from tiny start-ups to huge market leaders.

Working with Berteig Consulting is your best chance for success with agile methods.

Please contact sales@berteigconsulting.com or call +1 416 559 1919 to book a coach for your team.