



Applied  
Frameworks

# Agile Metrics

5 Principles of Responsible Use

# Welcome



## Laura Caldie

- Webinar Host
- SVP Sales, SPC
- Passion for Customer Research / Customer Understanding

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We help organizations create sustainable, and profitable software-enabled solutions and services through...

- Agile Acceleration
- Agile Portfolio Management
- Agile Product Management

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**BUILD PROFITABLE SOFTWARE**

Profit Streams™ are the evolution of Value Streams

Create a profit engine that aligns to what your customers value most.

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SAFe TRAINING

**Understanding Value Exchange Models**

Tuesday November 8th, 2022 @ 1:00PM ET

 **Carlton Nettleton**  
SVP of Product, CST @ Applied Frameworks


**Webinar: Understanding Value Exchange Models**


By [Carlton Nettleton](#) | October 27th, 2022 | [Frameworks](#), [Profit Streams](#)

Do you understand your value exchange model? Do you know the value of a software-enabled solution is that it receives less their costs. Join Carlton Nettleton for a webinar on Value Exchange Models and their impact on enabled solutions' profitability.

**Agile Metrics**

Wednesday May 31, 2023 @ 12 PM ET

 **Joel Bancroft-Connors**  
Principal Consultant, CST @ Applied Frameworks

 **Laura Caldie**  
SVP of Sales, SPC @ Applied Frameworks

By [Joel Bancroft-Connors](#) | May 11th, 2023 | [Frameworks](#), [Process](#), [Webinars](#)

When looking at the transparency of Agile and the granularity of team-based metrics, it is extremely important to be responsible in how you use your measurements. On May 31 at 12 pm ET, Applied Frameworks Joel Bancroft-Connors and Laura Caldie will join to discuss the five principals they use when dealing with Agile Metrics

## About our speaker...

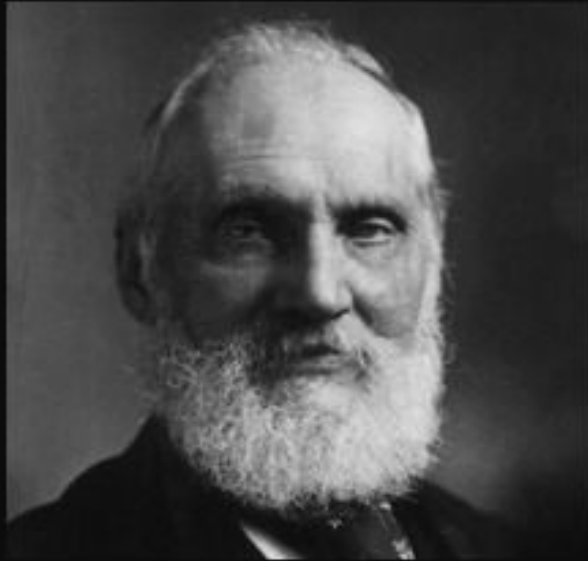


# Joel Bancroft-Connors

## The Gorilla Coach

- + Certified Scrum Trainer
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- + [TheGorillaTrainer@gmail.com](mailto:TheGorillaTrainer@gmail.com)
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- + 14+ years of Scrum & Agile
- + Favorite Agile Principle: #5
- + Recovering Project Manager
- + Lives in the Pacific Northwest on 6 acres





If you can not measure it, you  
can not improve it.

~ Lord Kelvin

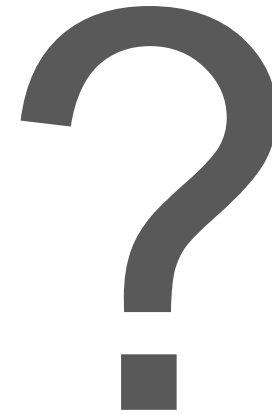
# The Five Principles- Summary



1. Measure the project, the teams, and the adoption separately
2. Start collecting metrics early and often
3. Stay focused
4. Be consistent
5. And, most importantly, measure responsibly.



***What's something you  
thought you knew but  
later found out you were  
wrong about?***





***What's something you thought you knew but later found out you were wrong about?***



Measuring is not about getting to a goal it's about knowing where you are.

**Goodhart's Law:**

“When a measure becomes a target, it ceases to be a good measure”



# 1- Measure Separately

## Measure the Project, the Teams and the Adoption Separately



Just because the Team is doing great, does not mean your Project is on track or that the Agile Adoption is sustainable.



Photo: Brant Ward, The Chronicle

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# What to Measure



## Yes

**Team:** Cycle Time, Escaped Defects, Planned to Done, Happiness

**Project/Product:** Revenue, Cost Savings, Business Value Planned to Done, Net Promoter, Fit for Purpose

**Adoption:** Large-scale Retrospectives, Organizational Assessment tools

## No

Velocity: It's a team planning tool

Vanity Metrics

- Lines of Code
- Bugs reported during the Sprint
- New Users
- Page Views

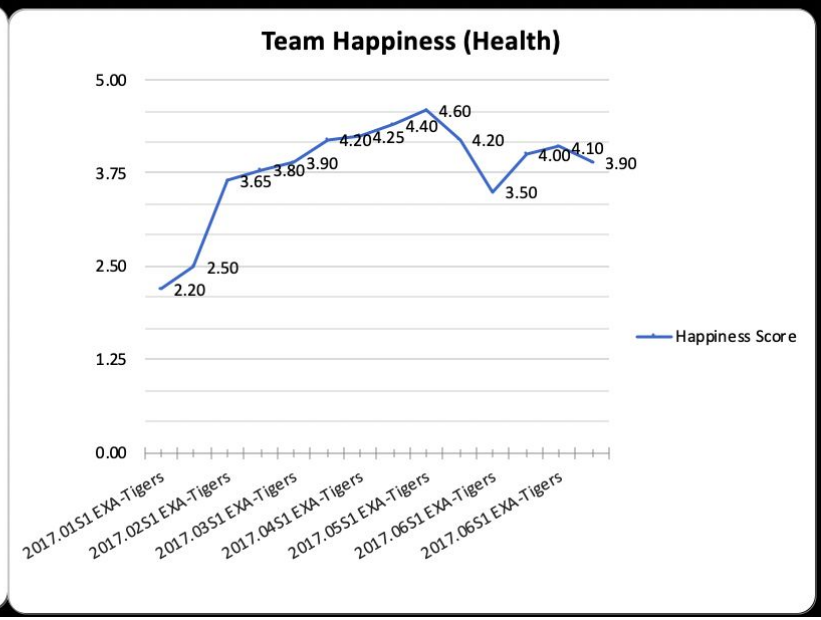
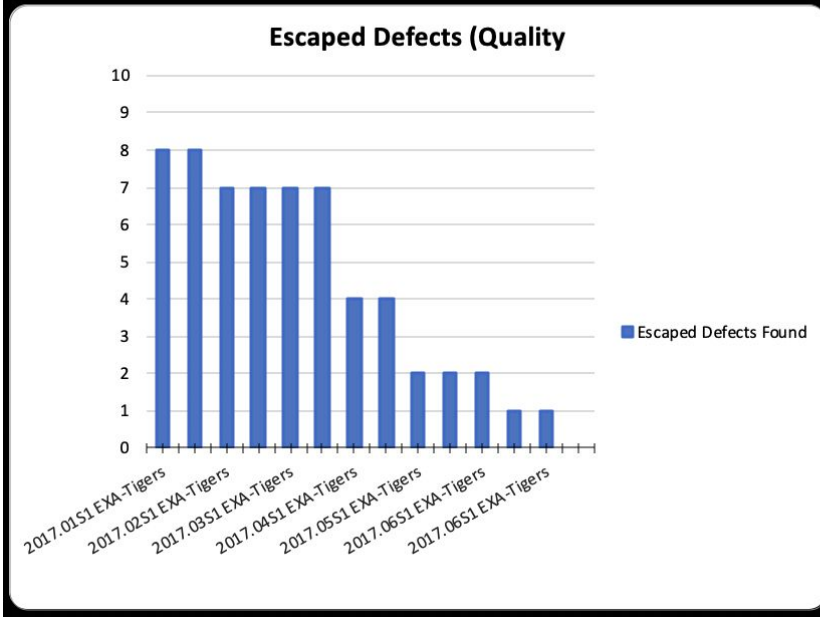
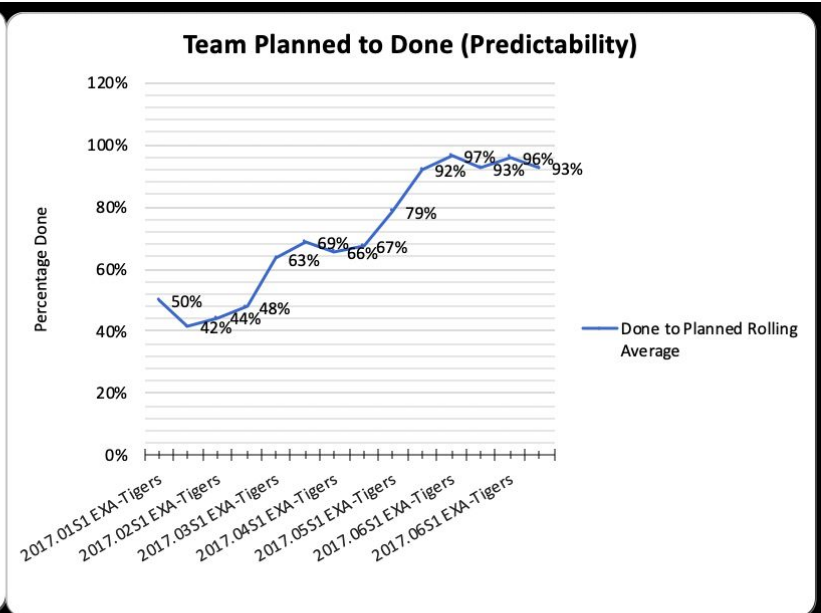
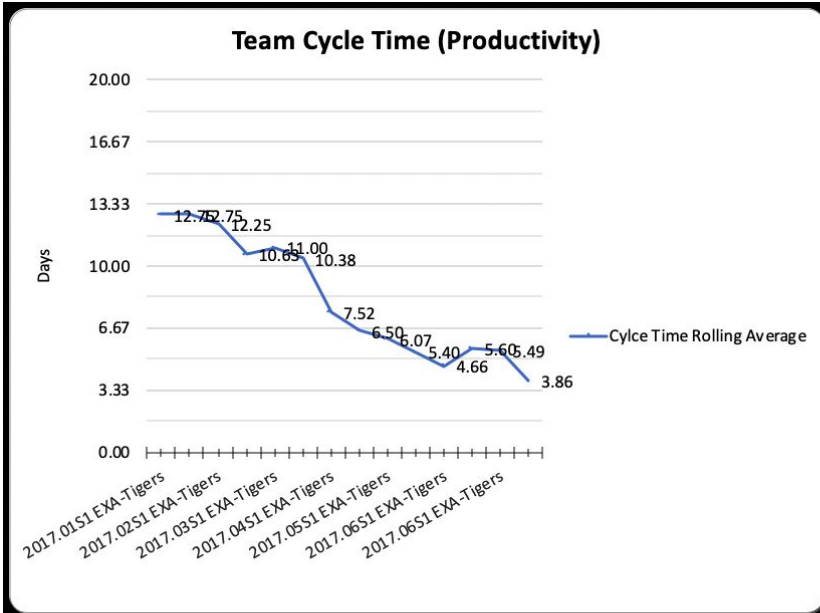
## 2- Start Early

# Collect Your Agile Metrics Early and Often

It is hard to know where you are, if you don't know where you started.

And a solid trend can help you answer the age-old questions of:

“When will we be done?”

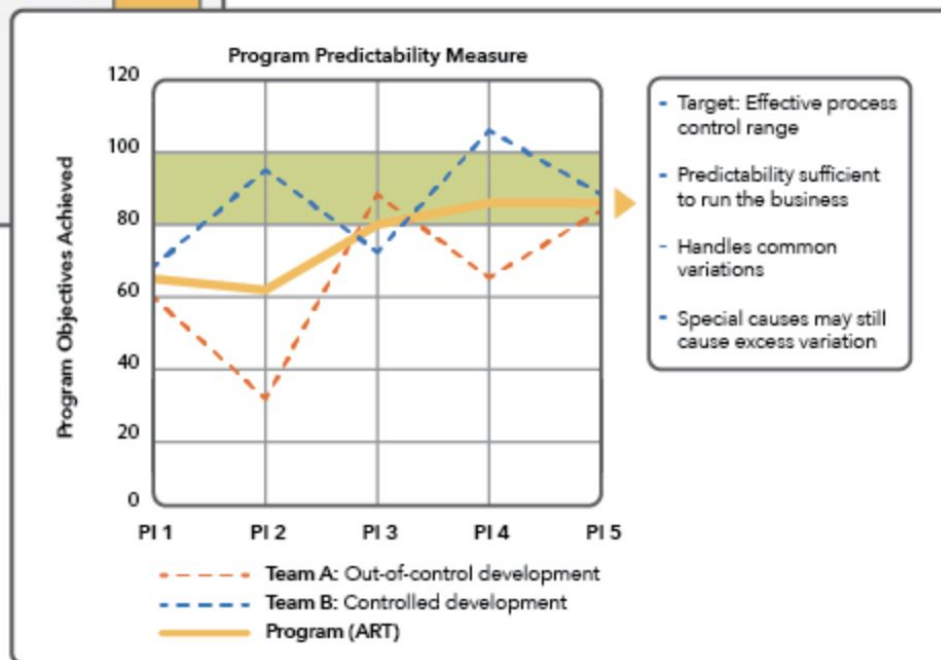




## Team PI Performance Reports

Objectives for PI 3	Business Value	
	Plan	Actual
• Structured locations and validation of locations	7	7
• Build and demonstrate a proof of concept for context images	8	8
• Implement negative triangulation by: tags, companies and people	8	6
• Speed up indexing by 50%	10	5
• Index 1.2 billion more web pages	10	8
• Extract and build URL abstracts	7	7
= <i>Uncommitted Objectives</i> =		
• Fuzzy search by full name		
• Improve tag quality to 80% relevance		
Totals		
% Achievement:	90%	

## Program Predictability Measure



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## 3- Stay Focused

# Limit Your Measures to 3 to 5 Items



Measuring too many things at once is like working on too many things at once (multi-tasking), nothing will get measured well.

## 4- Be Consistent

# Keep Your Agile Metrics Consistent



Teams working on the same product need to be using the same measures or you will literally have apples and oranges.

Allows aggregation of metrics to see larger trends across the organization.

# 5 Measure Responsibly

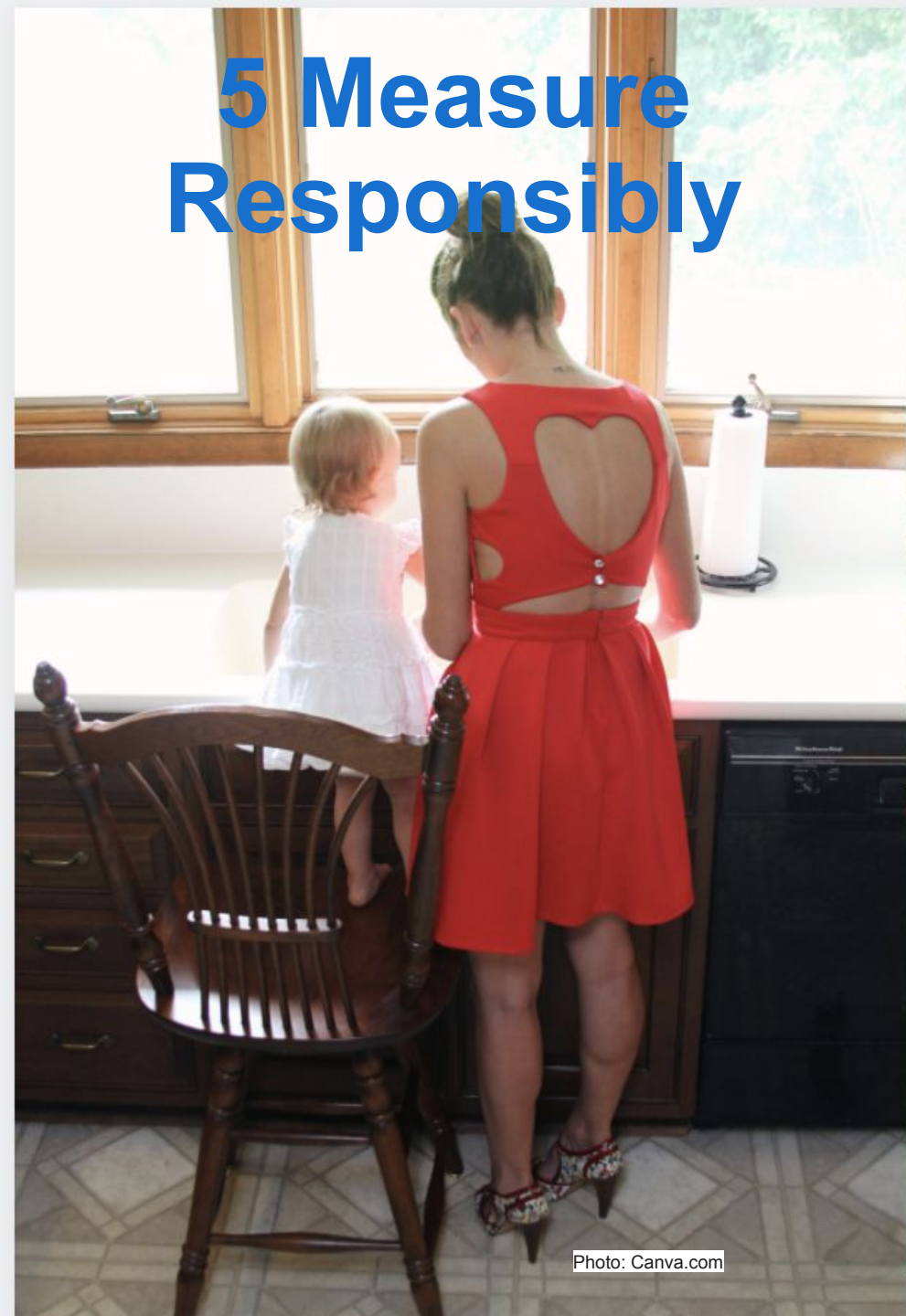


Photo: Canva.com

## Measure with Care or There Will Be Nothing to Measure



*“Tell me how you measure me,  
and I will tell you how I will  
behave.”*

*- Eliyahu M. Goldratt*

*“Where there is great power there  
is great responsibility.”*

*-Winston Churchill*

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# Responsible Measuring



## Do

Look Forward: Metrics are mostly lagging. Don't use them to analyze past performance. Use them to plan future.

Supporting Metrics: Interlocking metrics reveal better data and are harder to influence.

Customer Focused: Measure the project/product using value-based measures.

## Don't

Measure Team against Team: It's an apples to oranges comparison.

React to Quickly: One data point does not a trend make. At least 3 Sprints.

Forecast with estimates: Use empirical data to forecast, not team level estimates.



Questions?

# Thank You



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# Thank you!

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