

Driving Business Value through Agility

Dominion Digital and Innovel's strategic partnership enables us to better serve our clients through a full suite of Lean & Agile consulting and technology services.

“Getting to market fast with our new innovations will maximize value generation and competitive advantage. For me, Lean and Agile enables that speed to market and is a critical lynch pin in our plans. The results have been staggering.”

Line of Business President, Fortune 200 Financial Services Company

The Situation

Faced with an ever-changing marketplace, a non-competitive cost structure, and a complex operating environment, the company decided to pursue **speed** as a corporate imperative. They realized that cost reduction and quality improvements are byproducts of addressing the time it took to deliver products to their customers. The core strategy consisted of enterprise-wide adoption of Lean and Agile.

The Result

The time to deliver products to their customers, or time-to-market (TTM), reduced by over 50%, quality improved, costs decreased, and employee morale significantly improved. As one Managing Vice-President stated, “I would adopt Lean and Agile if only for the positive impact it has on our employee engagement.” The company views it as a key competitive advantage. One business area Vice-President remarked “It is probable that most other services companies will not soon be able to tackle the value chain implications of Agile, and therefore, will only experience good productivity gains, instead of the game changing outcomes that I believe are possible.”

Partial Client List

Alstom Power
Bank of America
Capital One
Comerica
Crutchfield
General Electric
Harvard University
LexisNexis
Markel
Martha Jefferson Hospital
Northrop Grumman
Performance Food Group
PRA International
Shaw Systems Associates
SNL Financial
SunTrust Mortgage
University of Richmond
University of Virginia
University of Virginia Health System
Ukrop's
United States Navy

Lean & Agile Services

Jump Start
Assessments
Adoption
Coaching
Training
Process Improvement
Software Development

“The Agile engagement with your team was fantastic...I really saw the value of Agile and am personally interested in learning more.”

Assistant Vice President, Financial Services Company

The Situation

The leader of a progressive IT group heard a call-to-action from a line of business president. Seeking a way to reach out and deliver value to the business, he commissioned a team to pilot Agile. Once engaged, we quickly narrowed in on a prime opportunity to increase revenue by providing more time for directed sales activities.

The Result

Using our Lean and Agile Jump Start service, we went from high-level business goals to a production-ready system in 2 months. We worked directly with senior business executives, sales associates and technologists to define success for an engagement that would deliver measurable business value while simultaneously introducing Agile methods. The solution reduced a 20 minute process to less than 2, reduced error rates, and improved morale. As a result, the first Agile project in the company's history was considered a great success by both business and technology leaders.

“Agile is the best risk mitigation strategy I've ever seen.”

Executive Risk Officer, Fortune 200 Financial Services Company

The Situation

The compliance responsibilities of companies in heavily regulated industries have become more arduous in recent years. Therefore, any project delivery methodology must address risk mitigation and enable compliance across the board. This company decided to leverage the inherent control enablers of Lean and Agile to drive improvement.

The Result

“Agile is a great method for controlled delivery of business value.” This company realized that Agile delivery provides for better controls, increased transparency to progress, and exposes barriers that slow down delivery. “With Agile, customer experience and satisfaction can become excellent.”

“I've really been impressed with our transition to using Agile methods. Our executive sponsors have been extremely impressed with the results and our methods.”

Director, Marketing Services Company

The Situation

An entrepreneur took a new business plan for an innovative marketing solution to the board of a global company. Persuaded it was a sound investment, they gave him the initial funding to start the company. With tight time-to-market windows, the new company had to deliver measurable results quickly. We were selected as a strategic partner to bring the solution to market and integrate with 2 new partners within the first 9 months.

The Result

“Think big. Start small. Scale quickly.” We conducted an initial 6-week Inception Phase with an experienced team. During this time, we identified and quantified all key business objectives, introduced Agile, and defined functional and quality requirements. Working rapidly with a small team, we created the first version of the solution within 3 months, and the team is on target to integrate the solution with the first two partners this year. The company founder has been so impressed with the Agile approach that he's adopted it on marketing and analysis teams with great results—a testament that Agile can help both business and technology teams succeed.

About Innovel

Innovel provides companies a new way of delivering innovative products at a velocity that creates competitive advantage. We enable an organization to effectively transition to a streamlined and team-based approach for delivering any product where time-to-market is of utmost importance. Our services are delivered through a combination of training that establishes a knowledge baseline for all those involved from team member to executive, project team coaching to empower the team and set them up for sustainable success, and management consulting to supply the expertise to make enduring change within your company. For more information, visit www.innovel.net or call 804.239.4329.

About Dominion Digital

Founded in 1997, Dominion Digital is an award-winning process and technology consulting firm that has helped more than 100 clients rapidly drive business value by bringing focus, direction and momentum to their high priority initiatives. Serving as trusted advisors and system integrators, the firm partners with progressive business leaders to deliver right-sized solutions to their most challenging business opportunities. Delivering successfully on even the most demanding efforts, Dominion Digital's team of high-caliber, seasoned professionals share a passion for business results and client satisfaction. Dominion Digital has been awarded the Virginia Chamber of Commerce's Fantastic 50 Award, as well as the Ernst & Young Virginia Entrepreneur of the Year Award. For more information, visit www.dominiondigital.com or call 1.877.949.3344.

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