



Agile Manifesto for Partnering

Four Values

Twelve Principles

Developed in a Silicon Valley conference room by ~20 alliance managers – Not in a Utah ski lodge by 17 developers



1. INDIVIDUALS AND INTERACTIONS OVER PROCESSES AND TOOLS

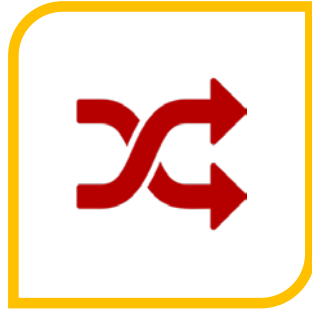


~~2. WORKING SOFTWARE OVER COMPREHENSIVE DOCUMENTATION~~

CUSTOMER VALUE OVER GOVERNANCE



& PARTNER
3. CUSTOMER COLLABORATION OVER CONTRACT NEGOTIATION



4. RESPONDING TO CHANGE OVER FOLLOWING A PLAN



Twelve Principles of Agile Partnering

- 1 Our highest priority is to satisfy the customer through early and continuous delivery of value.
- 2 Welcome changing requirements. Agile processes harness change for the customer's competitive advantage.
- 3 Deliver working solutions frequently, from a couple of weeks to a couple of months, with a preference for the shorter timescale.
- 4 Business people and developers must work together daily throughout the partnership.
- 5 Build partnerships around motivated individuals. Give them the environment and support they need, then trust them to get the job done.
- 6 The most efficient and effective method of conveying information to and within the partner team is face-to-face conversation.
- 7 Working solutions for customer value is the primary measure of progress.
- 8 Agile processes promote sustainable partnerships. The partner teams and users should be able to maintain a constant pace indefinitely.
- 9 Continuous attention to partnering excellence and alignment enhances agility.
- 10 Simplicity — the art of maximizing the amount of work not done — is essential.
- 11 The best partnerships, solutions and business outcomes emerge from self-organizing teams.
- 12 At regular intervals, the team reflects on how to become more effective, then tunes and adjusts its behavior accordingly.