



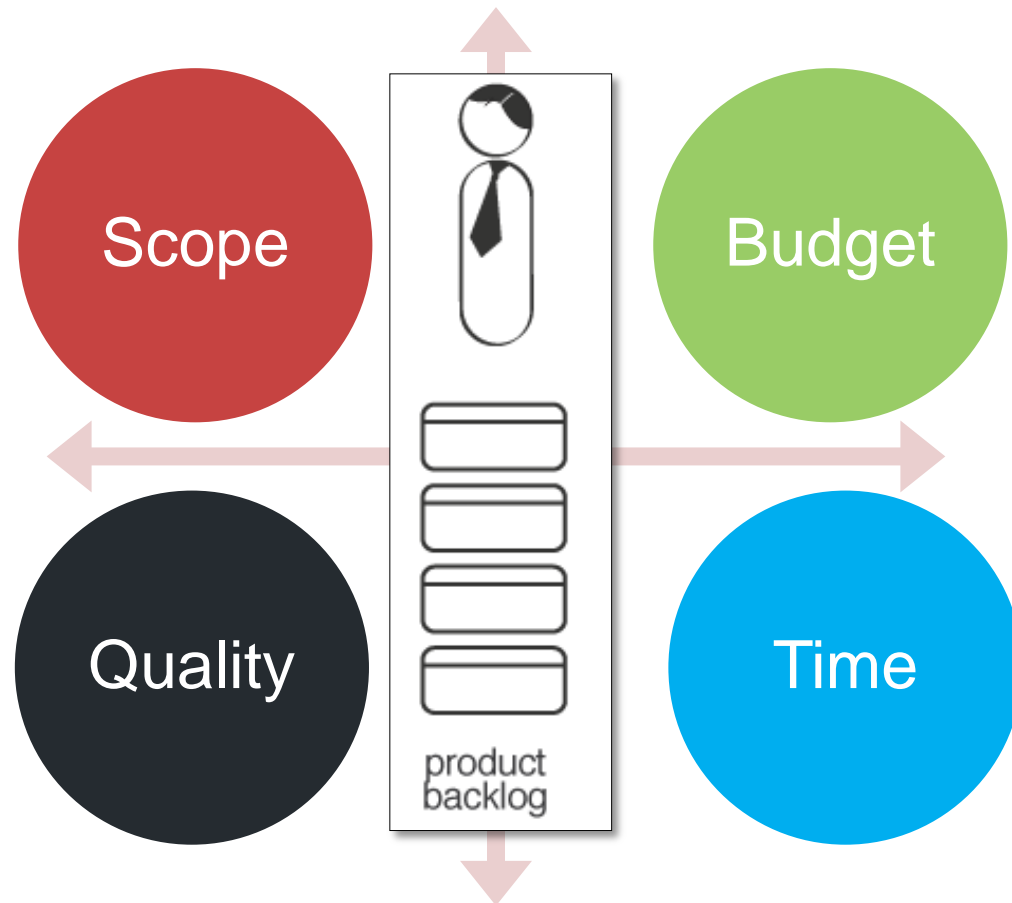
Agile contracts

- How to break free from fixed price, fixed scope, fixed time, fixed quality contracts
- 2 options we used on our projects
- And some additional possibilities

The Change Request Change



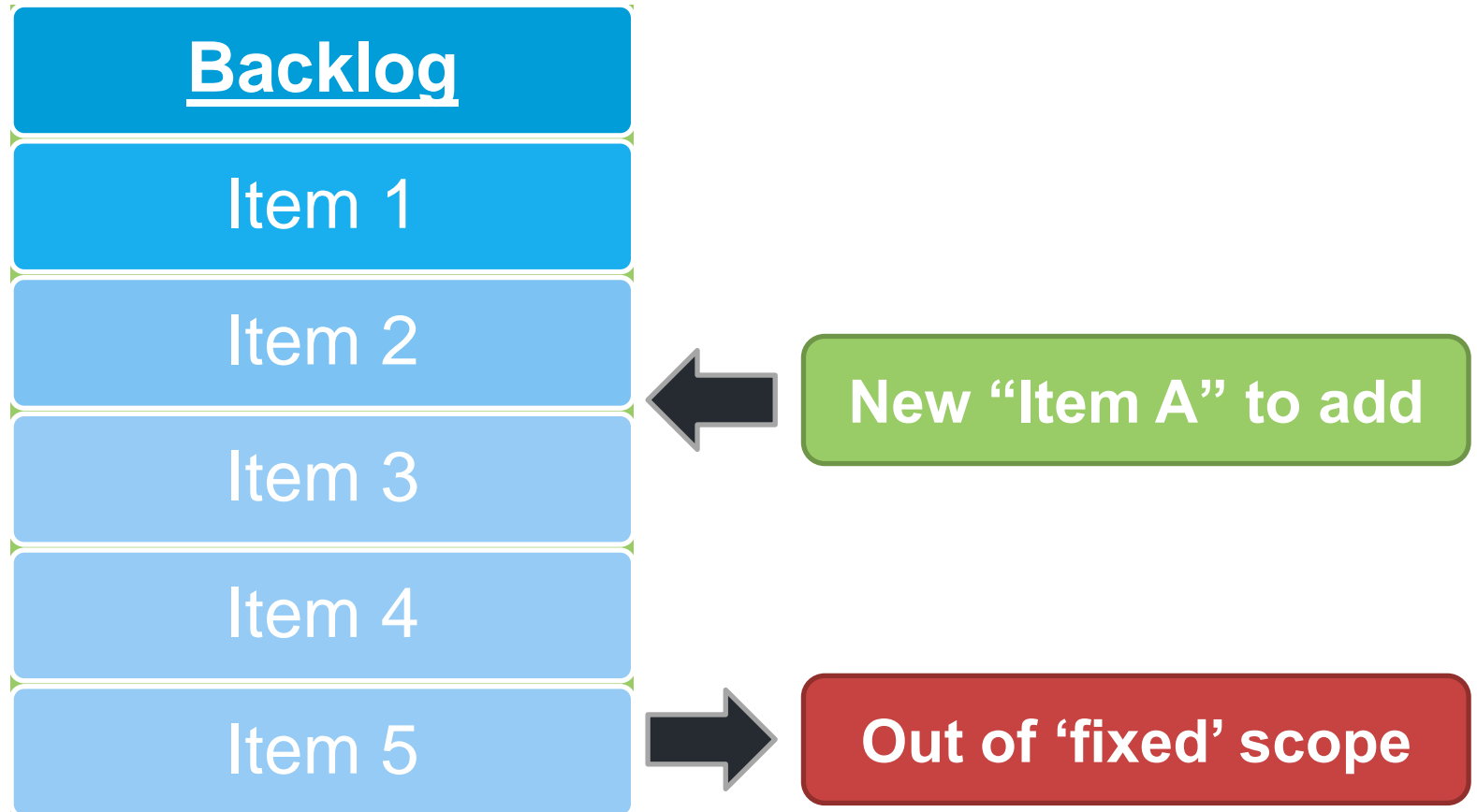
#1 Ask for a 'Classic FP' on your current backlog



The Change Request Change



#2 Change the “CR” section in the contract



The Change Request Change



#3 : RESULT: Classic fixed price contract with variable scope

5.2 Change Request Handling

[] will work on the sprints as planned by []. If an additional request is made and is prioritized in the list of requirements; this request is added to the scope of the projects. However in such a case [] will remove a lower priority requirement or requirements from the scope to ensure that the overall amount of effort remains as previously agreed. If such a request is made then such a request must be fully documented and both parties must sign off the CR. A CR Log will be created and all CR's will be logged, even if the CR has NO fiscal or date impact. When a hard copy CR is generated then the CR log can be added to the hard copy for contractual and legal purposes.

5.3 Change Request Planning

[] will plan any changes and/or amendments and/or additions in the Sprints in consultation with Infosys Management Representative and assign work to the [].

Fixed price per <something>



#1 Classic FP

estimate for

- Time,
- Budget
- Scope

“Framework contract”

Backlog

Item 1

Item 2

Item 3

Item 4

Item 5

Item 6

Item 7

#2: FP per feature

Scope

Budget

Time

Quality

#2': FP per sprint

Scope

Budget

Time

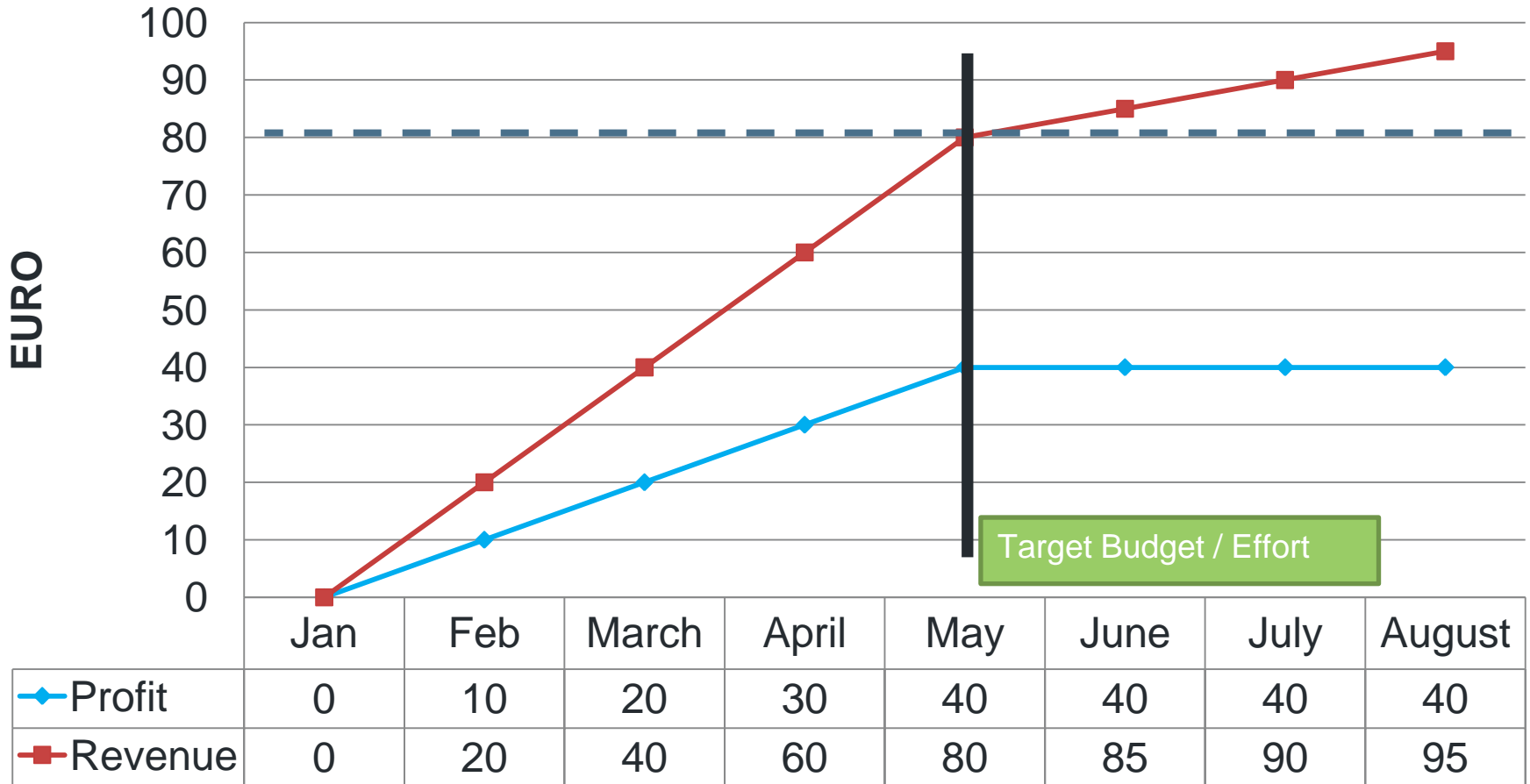
Quality

Fix profit

(Peter Stevens)



Fix profit contracts



Other possibilities



Money for nothing, changes for free

Capped budget alternatives:

With fixed scope

With variable scope

Resources:

Jeff Sutherland

Peter Stevens

After our first Scrum project...



From: [redacted]
Sent: 29 October 2010 15:14
To: VAN DEN NIEUWENHOF JAN
Subject: RE: [redacted] : open for estimates

Jan,
I put [redacted] for our team (+-300k) in [redacted] T&M (that's saves us the hassle of negotiating the FP; assuming we again use Scrum of course)
Stay 200k for the others
☐

From: VAN DEN NIEUWENHOF JAN
Sent: 29 October 2010 12:53
To: [redacted]
Subject: [redacted] : open for estimates

Questions?



Can we consider this story done?

