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## How an agile approach helped rapid replacement of a legacy system



# the challenges...

## Scale

600+ users, 10 UK offices, complete product re-launch

## Budget

Strict budget control

## Time

Ambitious timescales

## Governance

Rigorous procurement and auditing processes

## Change

Cultural impact

## People

Legacy scepticism



# success factors

## AGILE

- ✓ MVP
- ✓ Demos not Docs
- ✓ Change priorities
- ✓ Phased go live

## PEOPLE

- ✓ Multiple teams
- ✓ Internal champions
- ✓ Regular updates
- ✓ Trusted partner

## SUPPORT

- ✓ Training
- ✓ Support materials
- ✓ Launch support
- ✓ Post go live plan

# the story so far...

**5**

months from  
design to first  
go live

**650**

Active users

**£7.1m**

Payments  
processed

**2m**

Data records  
migrated

Successful UK-wide rollout

Happy auditors

Roller-coaster ride!

*'Features not bugs'*

Preparation is key for agile approach



Come and speak to us at our stand  
in the Salesforce Lodge

