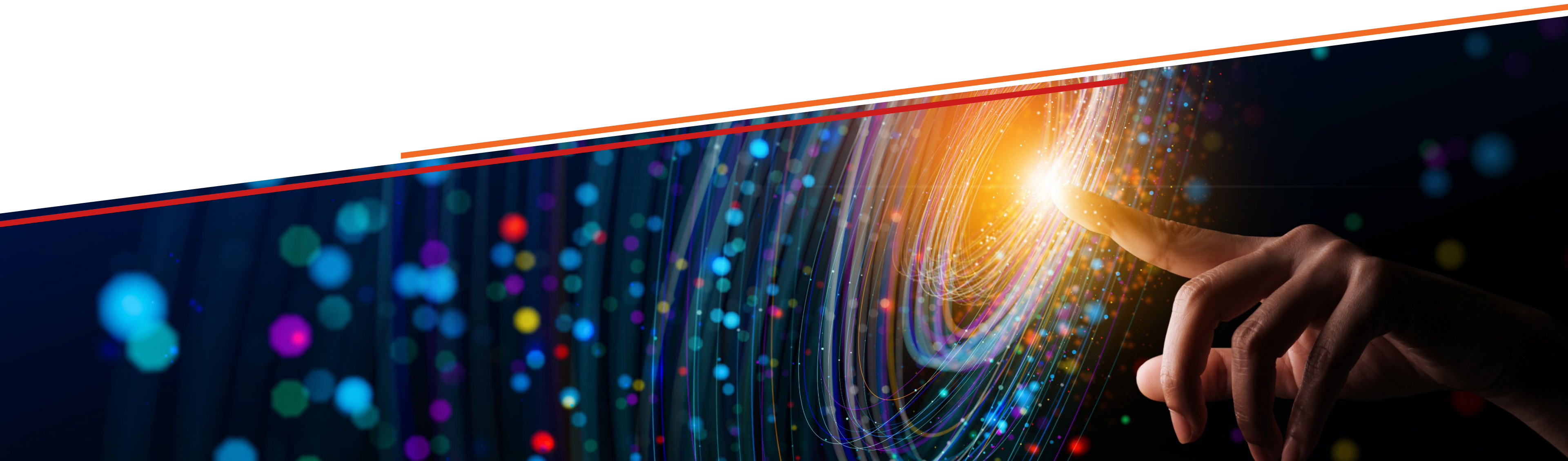# The First Truth is that at Least Half of Ideas are Just not Going to Work

Matteo Nicolich
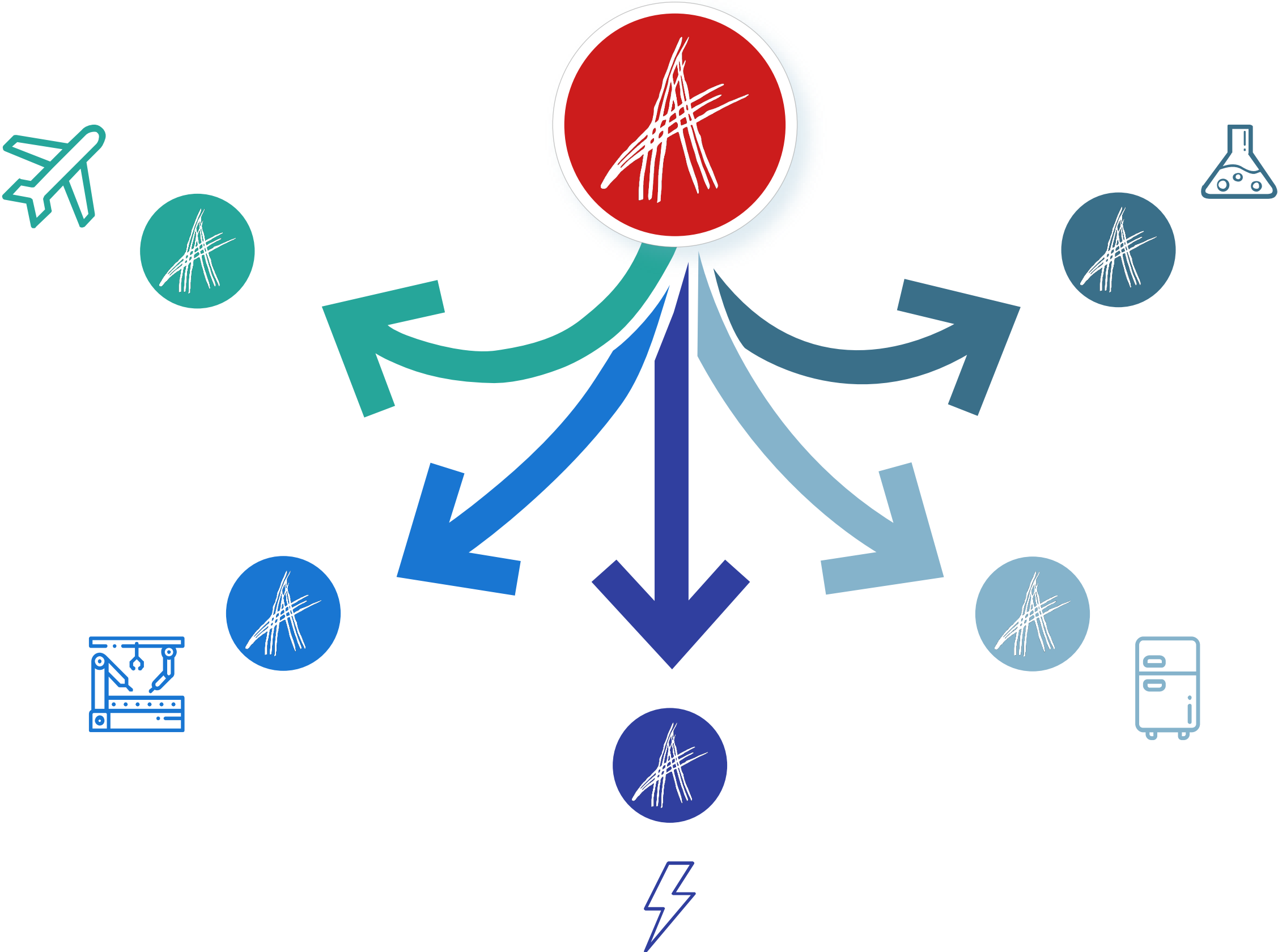
Director of Product Management – Agile Product Exploration

ACE23

REIMAGINE YOUR POSSIBILITIES

Aras

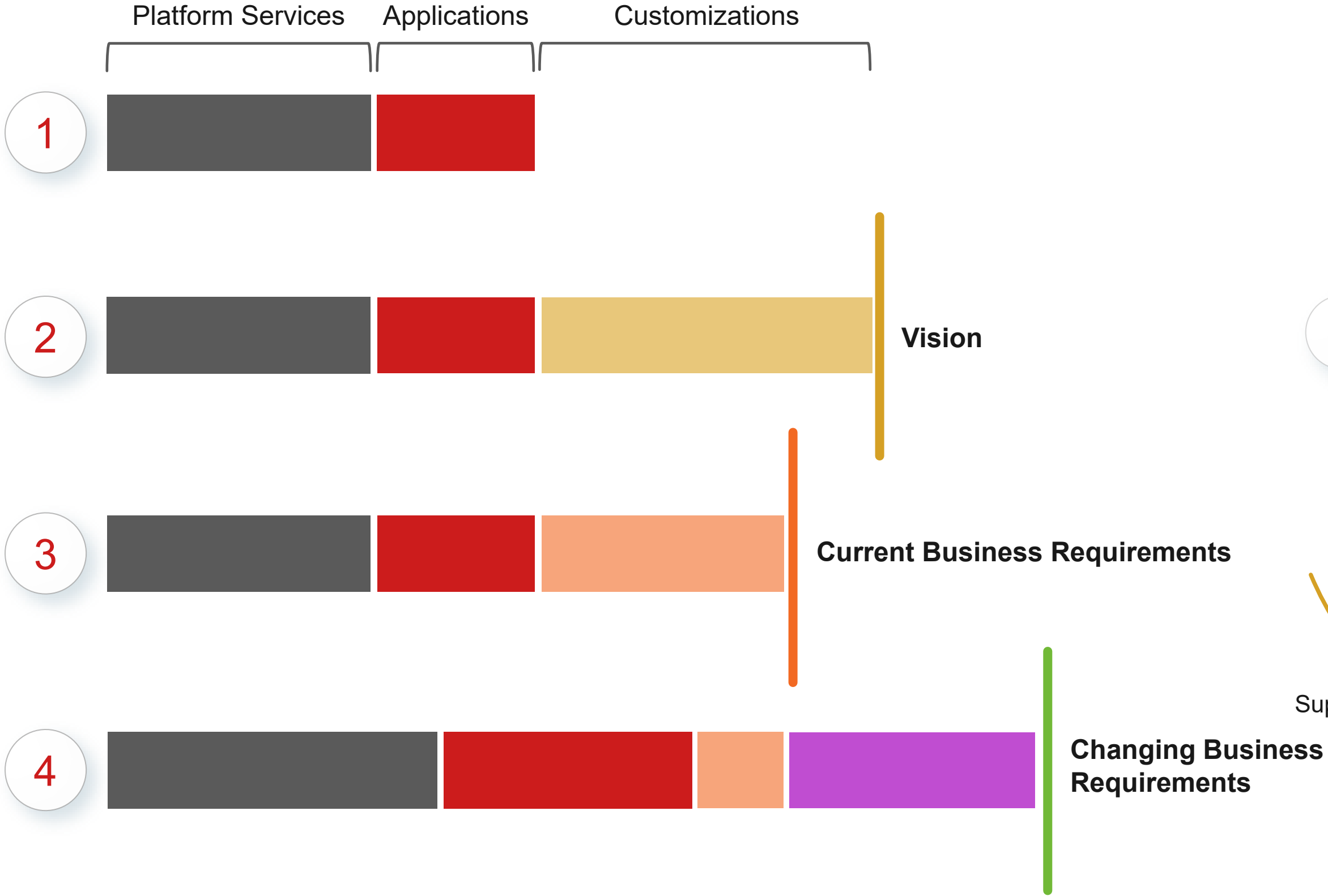# One Platform - many specific needs - many implementations

How Does Aras Product Go To Market?

1. Understand Your Needs

2. PoC – Solution Customization

3. Implementation Workshop

4. Solution Implementation

5. Solution Deployment

6. Support & Upgrades

Pre-Sales

Services

Support

Product Development

Adapting to the Business Needs

Platform Services | Applications | Customizations

1

2 — Vision

3 — Current Business Requirements

4 — Changing Business Requirements

Pre-Sales

Product Development

Support

Services

Closing the Gap

Platform Services | Applications

1

2 — Vision

3 — **Current Business Requirements**

4 — **Changing Business Requirements**

Pre-Sales

1 Product Development

2

3 Services

4 Support
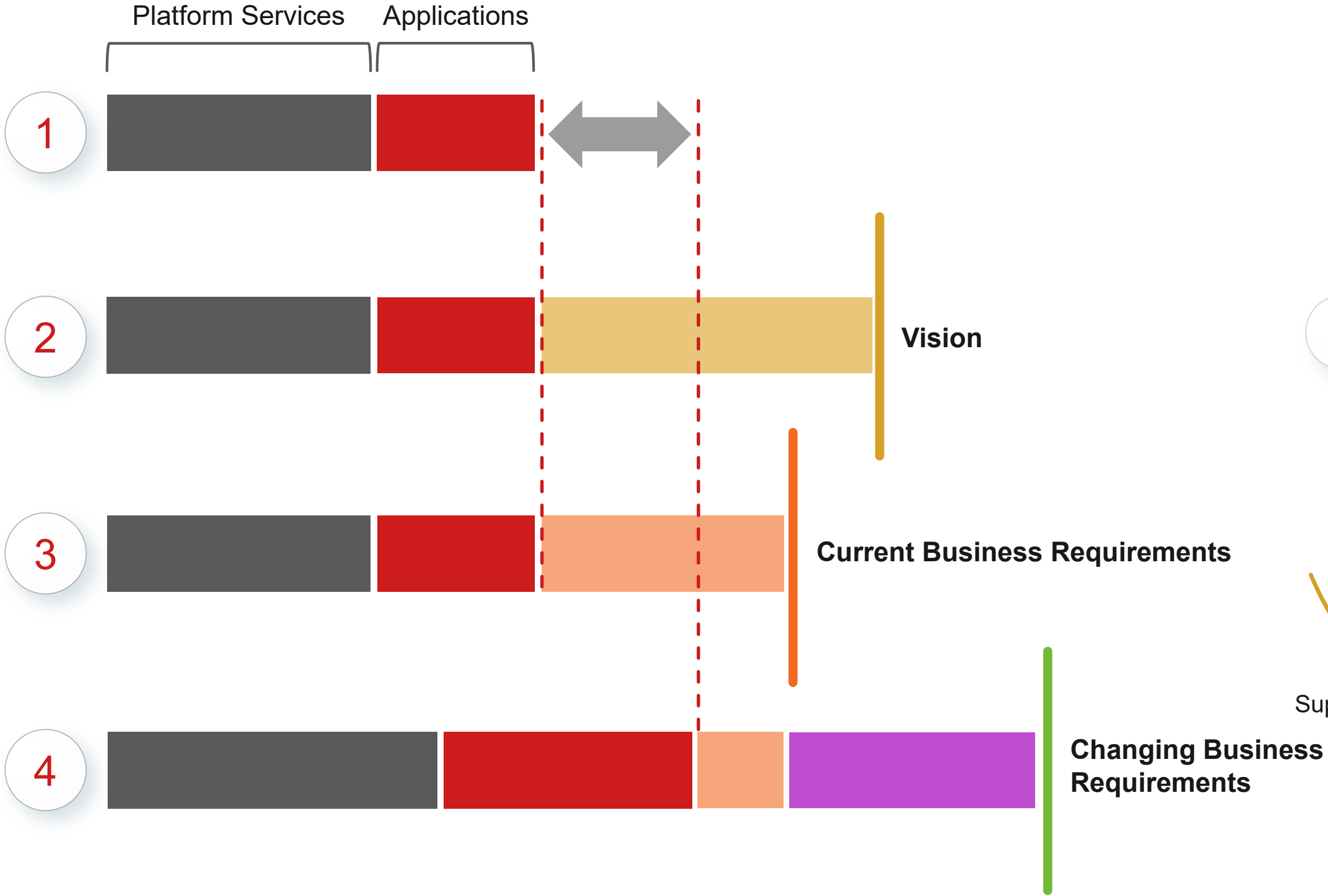
SAFe – The Continuous Delivery Pipeline

Release on Demand

Develop on Cadence

Continuous Delivery Pipeline

AGILE RELEASE TRAIN

Continuous Exploration

Continuous Integration

Continuous Deployment

Release on Demand
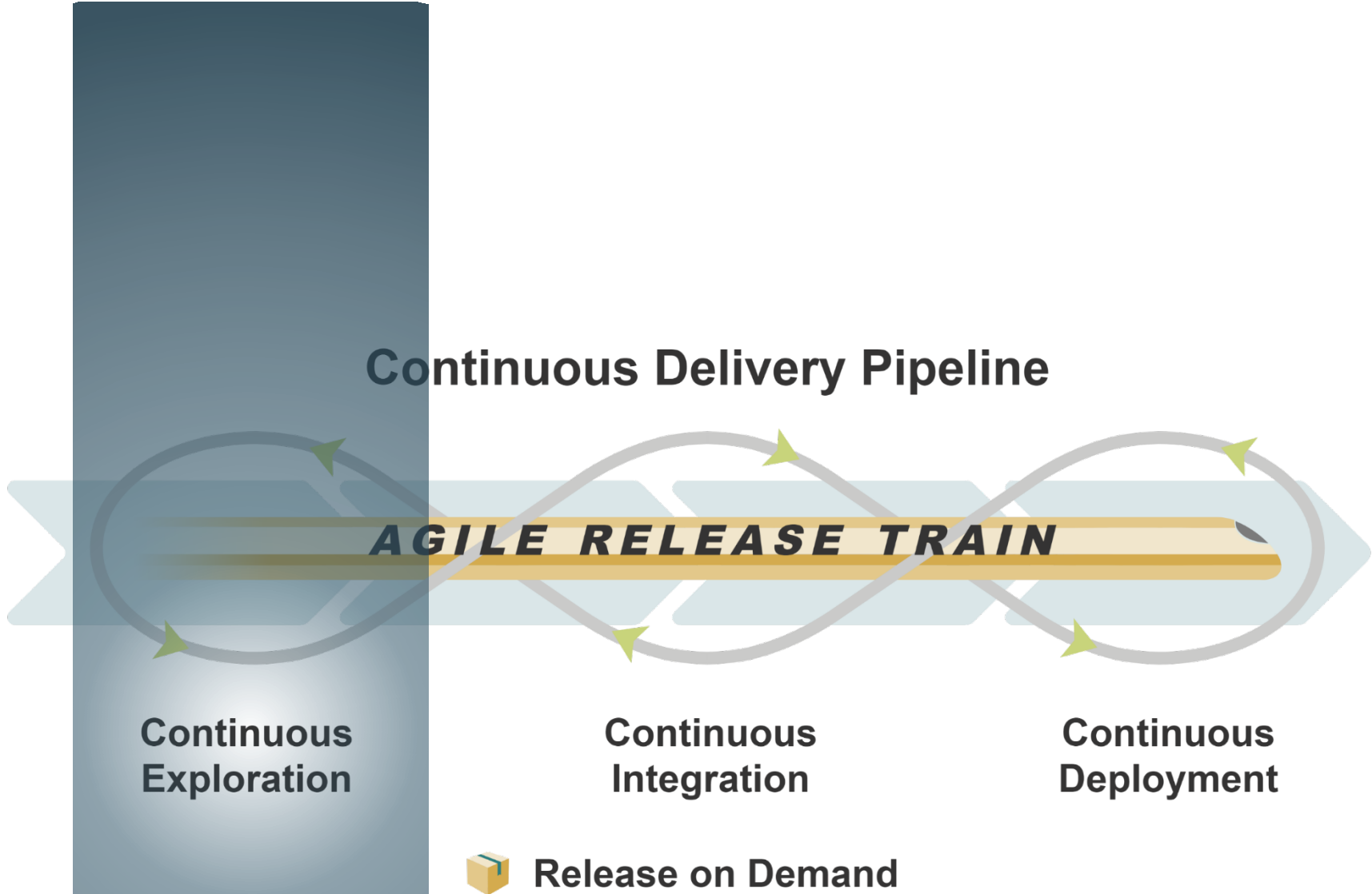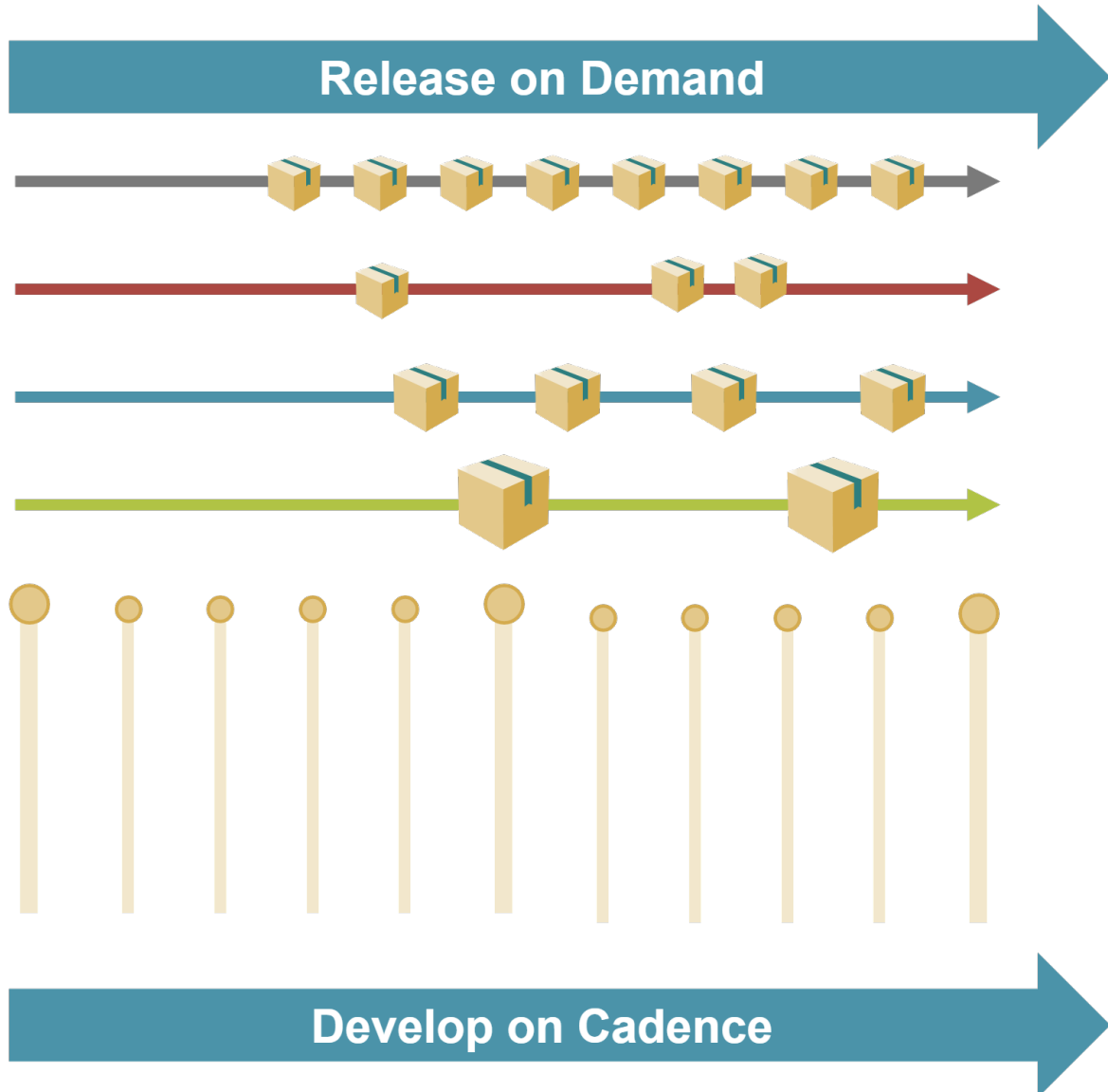
© Scaled Agile, Inc.
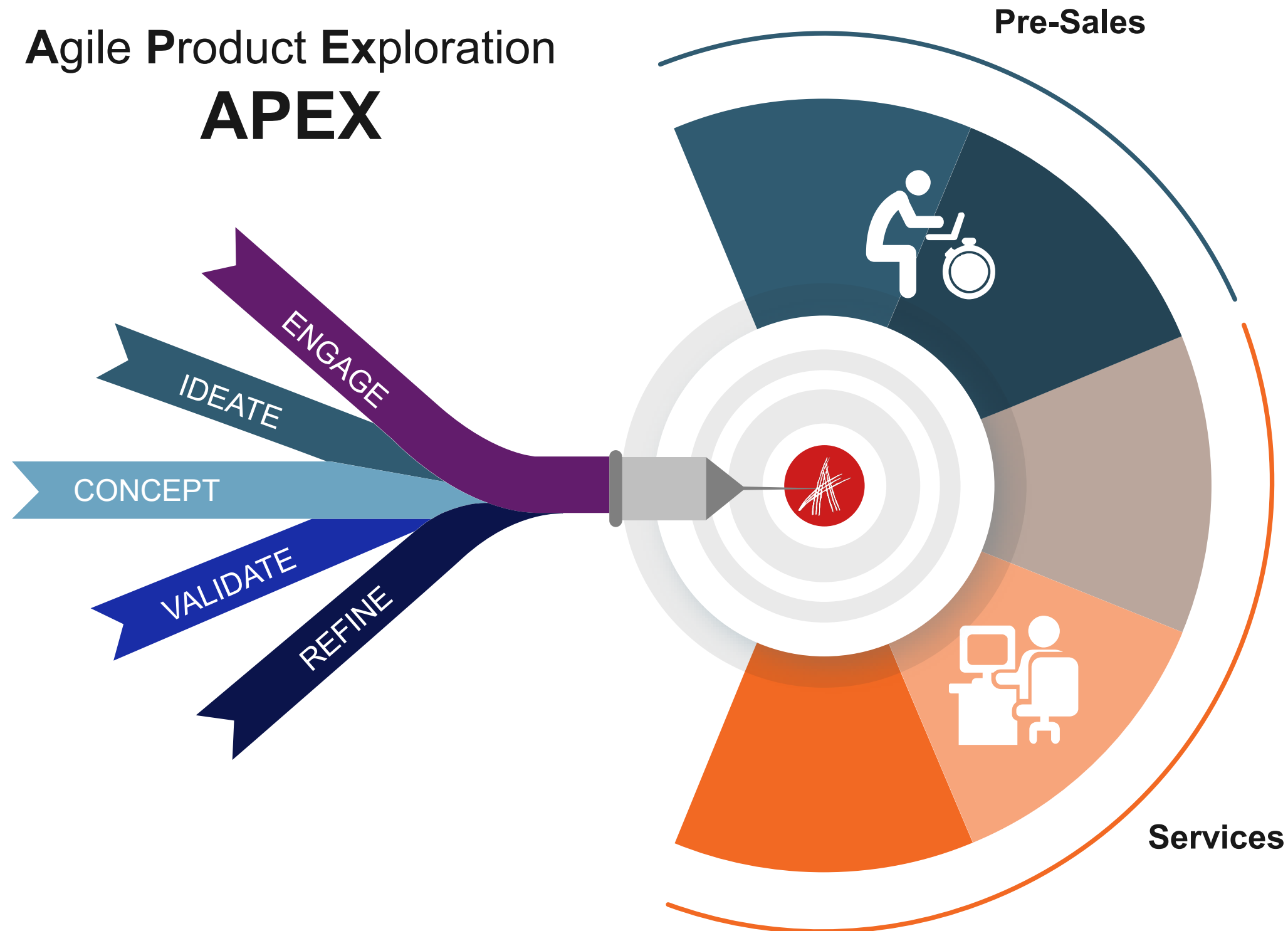
After 4 years of SAFe, we are very good at CI/CD

"

The first truth is that at least half of your ideas are just not going to work.

Marty Cagan - **INSPIRED**

"

aras

Introducing APEX

Agile **P**roduct **Ex**ploration
APEX

ENGAGE

IDEATE

CONCEPT

VALIDATE

REFINE

Pre-Sales

Services
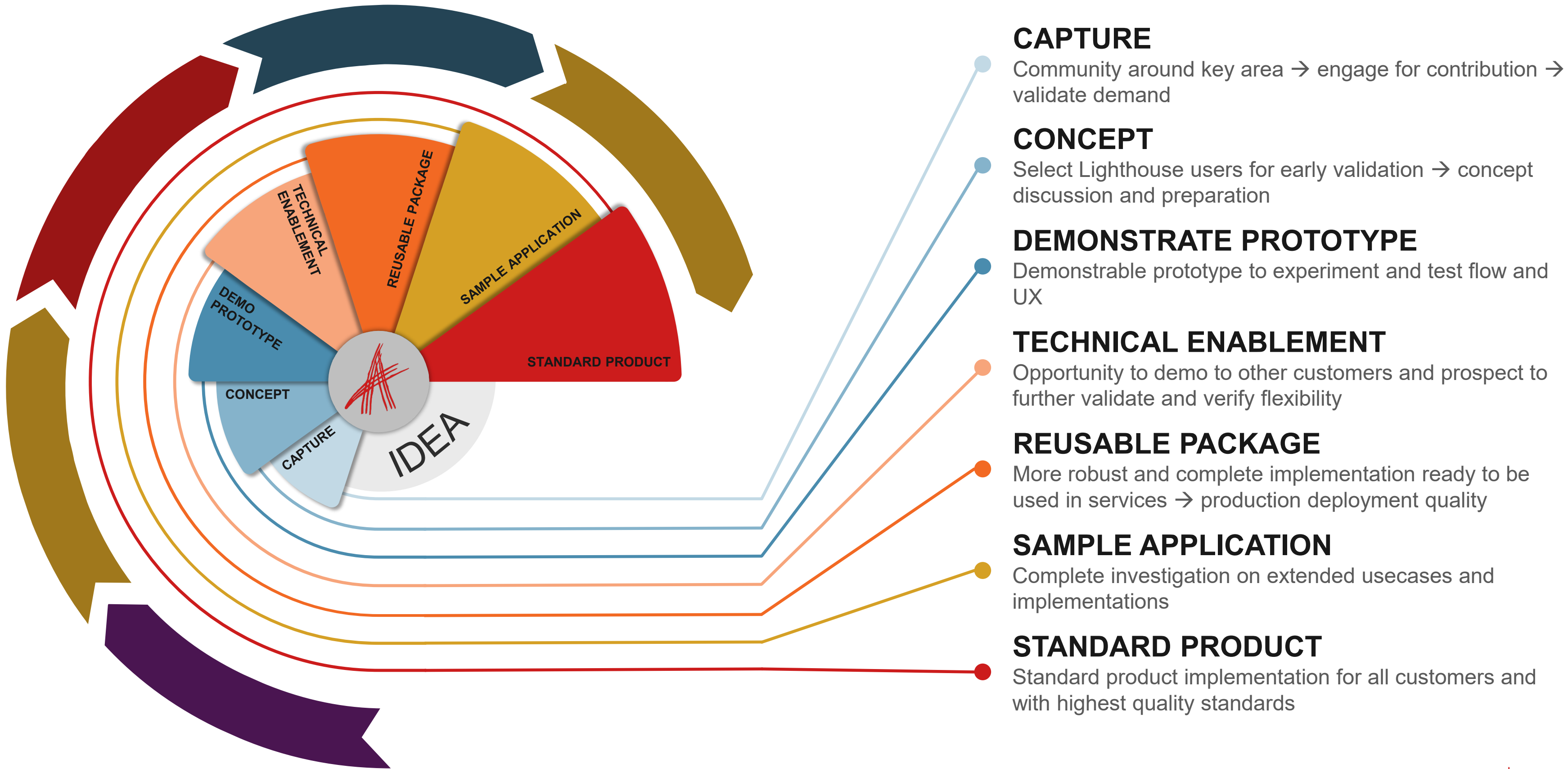
- New effort to drive customer-validated solutions – **Voice of the Customer**
- Collect feedback to drive priorities
- Mature ideas from concept to solutions
- Build new real-world demo environments and solution templates
- Validate solutions
- Impact priorities for standard product development

Maturing Solutions – from concept to product quality

CAPTURE
Community around key area → engage for contribution → validate demand

CONCEPT
Select Lighthouse users for early validation → concept discussion and preparation

DEMONSTRATE PROTOTYPE
Demonstrable prototype to experiment and test flow and UX

TECHNICAL ENABLEMENT
Opportunity to demo to other customers and prospect to further validate and verify flexibility

REUSABLE PACKAGE
More robust and complete implementation ready to be used in services → production deployment quality

SAMPLE APPLICATION
Complete investigation on extended usecases and implementations

STANDARD PRODUCT
Standard product implementation for all customers and with highest quality standards

Continuous Product Exploration

Area currently under investigation

VM

CM

VV

GN

Variability Management

Configure and extend the newly released Variant Management to apply on different product structures

Change Management

Configure and extend CM processes to explore different usecases and applications

Verification

Conceptualize and validate approaches for Requirement Verification and Traceability. Virtual Verification with Simulation and SPDM integration

Digital Thread Navigation

Configured Graph Views to easily explore data connections and review impacts

Questions

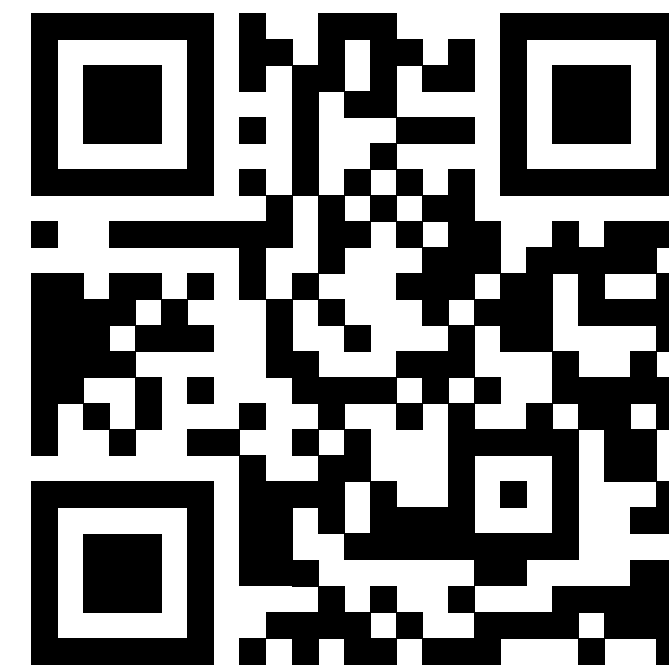Matteo Nicolich | mnicolich@aras.com

Come and meet us at the Booth

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LEAVE A REVIEW!