

We Are Conference 2021-07-07

Working with SAFe and suppliers, small as well as large

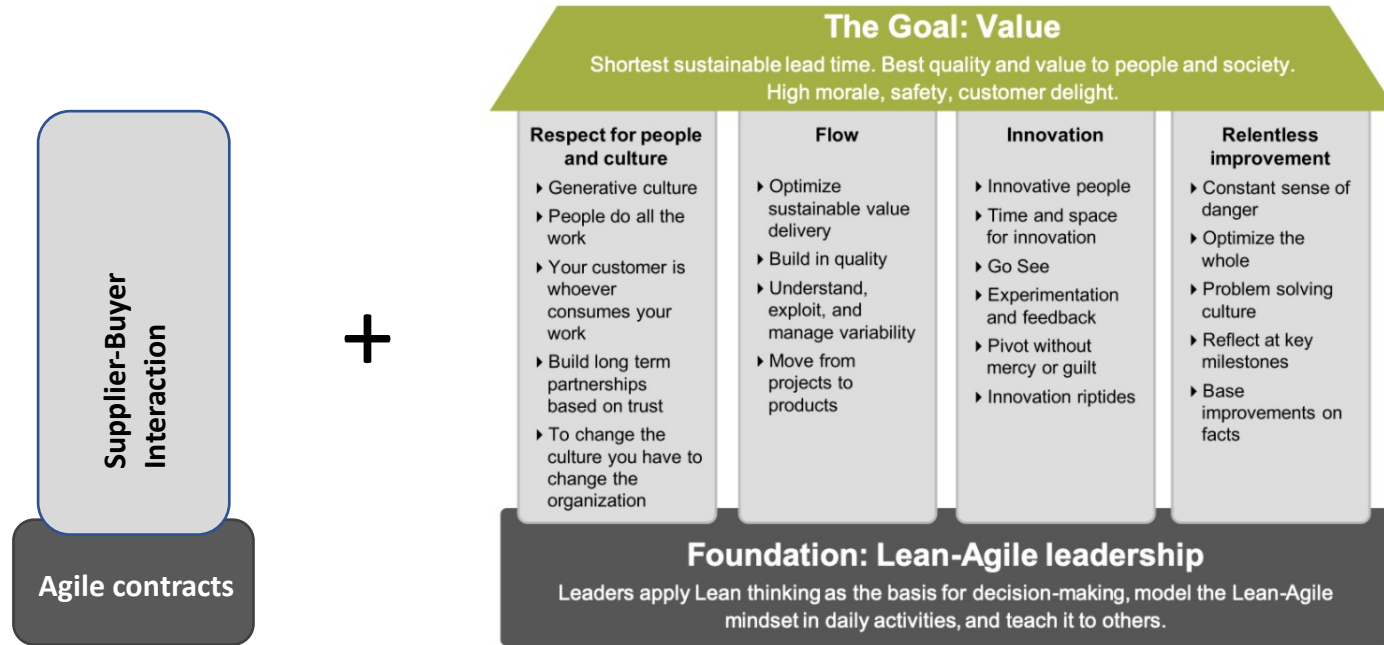
- Experiences and reflections



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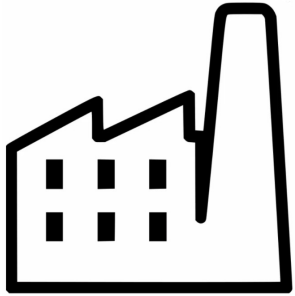


Agile contracts are needed for successful supplier collaboration

But if,

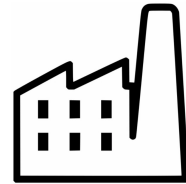
Buyer initiative

- Invite Supplier to your events



"Dear Supplier, we apply SAFe, we would like you to join some of our events?"

Alt



"Sure, our agile team can join your events and be part of your ART."

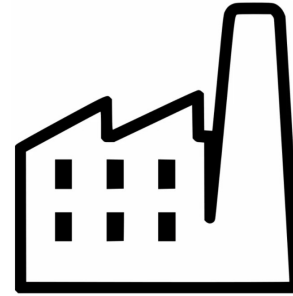
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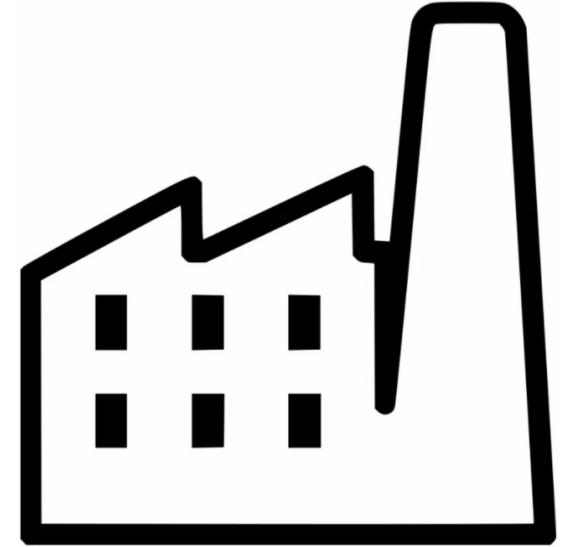
"Sure, we do not know SAFe, but our agile team can learn and adopt"

"Dear Supplier, we apply SAFe, we would like you to join some of our events?"

"Sure, we do not know agile, but we would like to learn"



"Dear Supplier, we apply SAFe, we would like you to join some of our events?"



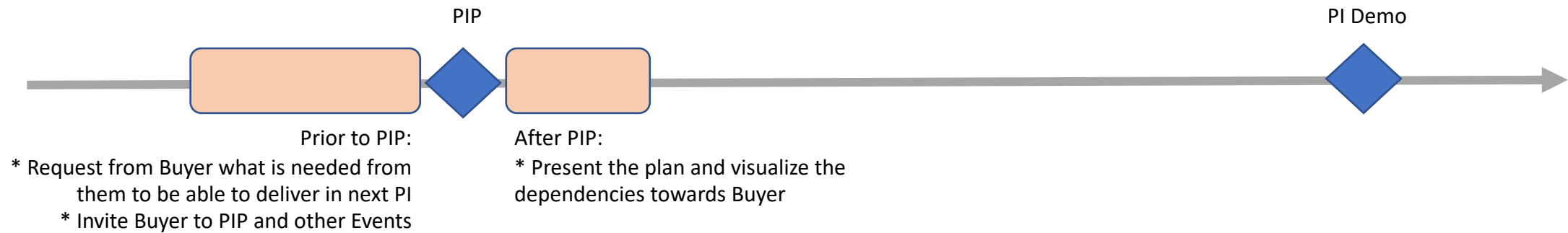
"Hmm"

"We already apply SAFe, we have 7 large solutions and 67 ARTs synched by our cadence. Your deliveries are prioritized in our backlogs together with all other work."

"Why do you not join our SAFe events."

Supplier initiative (*Buyer does not apply agile at all*)

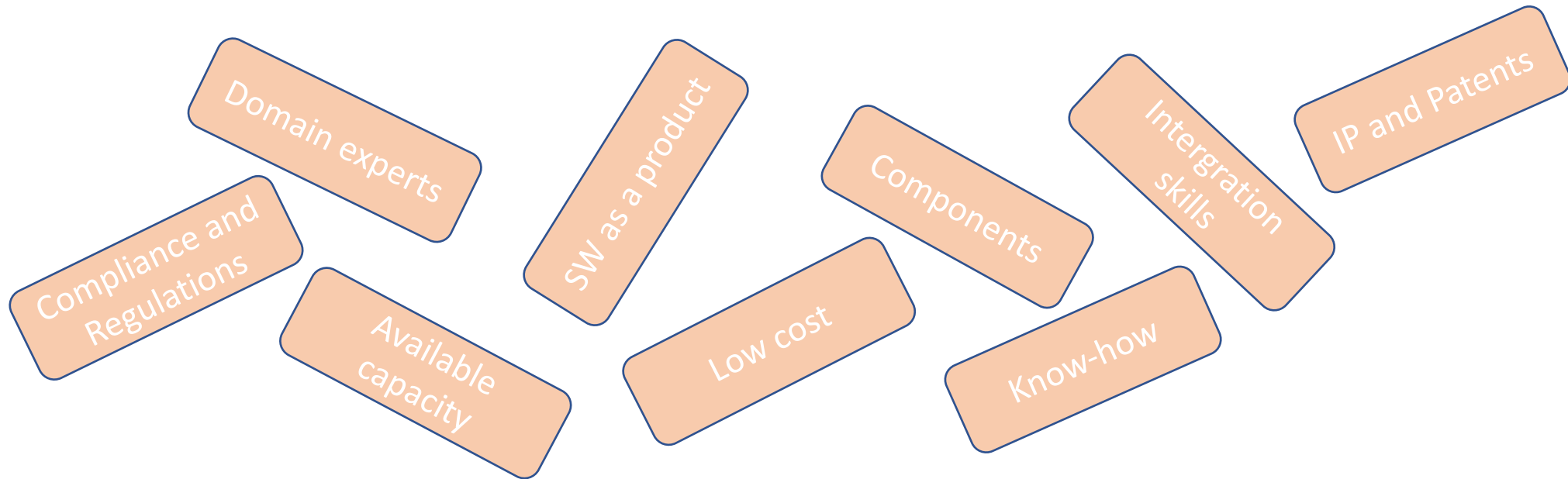
- Involve Buyer in your events



Over time, it is likely that you (as Supplier) will be able to train and coach the Buyer to take on the role as backlog owner and by that also have Buyer participate in your SAFe events.

Why do we need suppliers?

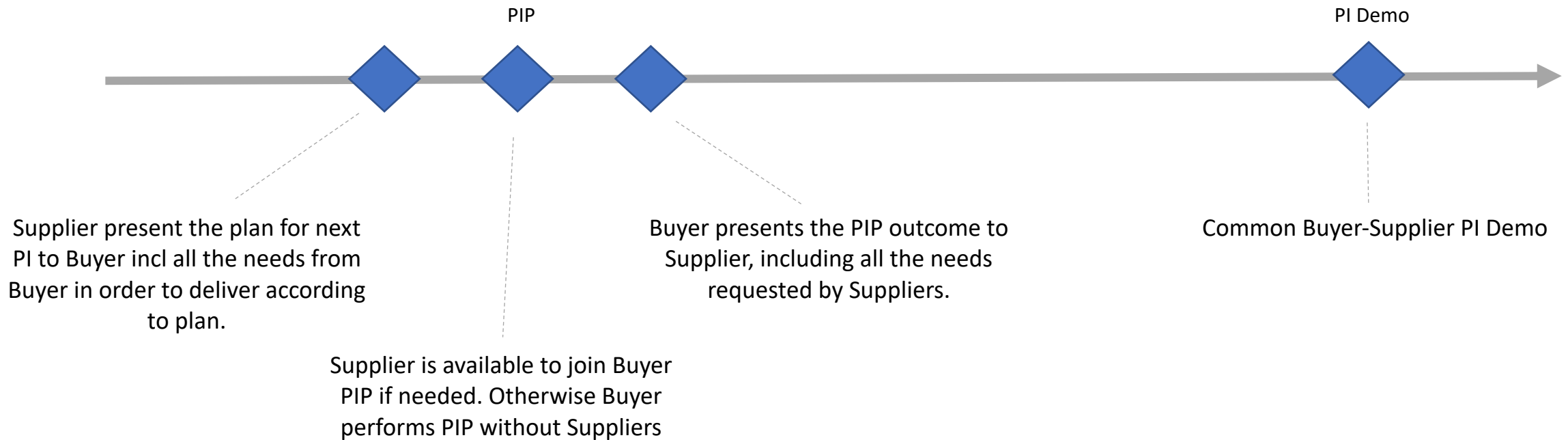
A Supplier has something valuable for the Buyer



Depending on what kind of value, an effective Buyer-Supplier collaboration looks different

Case: Multiple Suppliers in same ART

Suppliers would like to protect their IP, Domain knowledge and know-how. That is why they are successful Suppliers
-> Suppliers will not share all information with everyone in a PIP and definitely not Supplier competitors



Supplier-Buyer Interaction

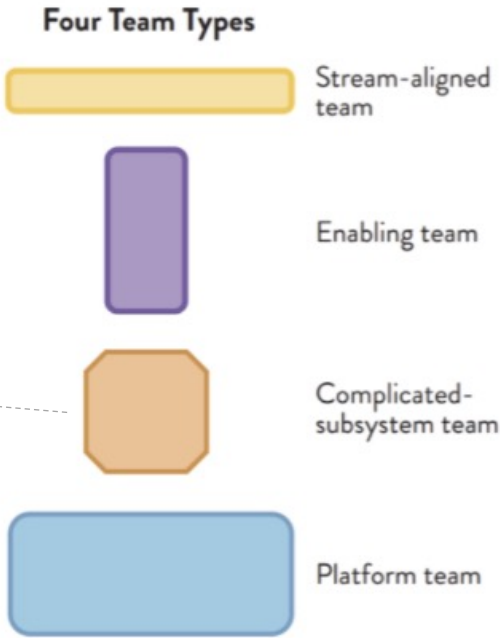
Many companies and organisations have a "Make or Buy" strategy. Normally it does not consider Supplier interaction.

We can use not only the Team Types, but also the Interaction Modes when designing our Buyer-Supplier relationships [Ref: Team Topologies]

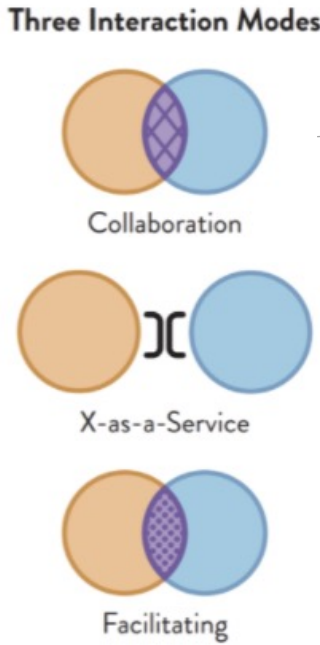
What we buy

Suppliers with strong Domain Knowledge and IP often delivers "Complicated subsystems".

Suppliers often delivers platforms to many Buyers at the same time.



© Matthew Skelton and Manuel Pais from *Team Topologies*



How we work together

Collaboration requires working together on one solution, interacting daily.

X-as-a service requires common understanding of interfaces among producer and consumer

A "Make or Buy" strategy including in what way to interact with Supplier will boost the value creation and flow.