Collaboration, Not Competition

Gary Wilson,
AppLabs,
UK
Collaboration Not Competition

Gary Wilson
Principal Consultant

AppLabs
Imagine a Game

Barbarians

vs

All Blacks
Faster Payments

• First new Payments System in the UK for over 20 years
• Thirteen Member Banks
• Traditional Project Structure
• Testing managed by the Test Management Group (TMG) – the ‘Barbarians’
The Three Elements of Collaboration

Communication

Trust

Recognition of the Common Goal
Communication
The Network

Diagram showing the network with Banks A, B, C, D, and E interconnected through TMG.
Trust

Trusting within and out with the organisation
Collaborating Across the Business

Release Decision

Initial Requirements

Collaboration Meeting

Collaborative Working

Agreed Objectives Achieved
Implementing a Collaborative Approach

- Communication
  - the right people
  - the right authority
- Trust
  - share the vision
  - open & honest
- Common Goal
  - the bigger picture
  - delivery focussed
Benefits of Collaboration

- Reduce Costs
- Reduce Timescales
- Improve Working Practices
- Develop a Team Ethos
Closing Thoughts

“For millions of years, mankind lived just like the animals. And then something happened that unleashed the power of our imagination…. we learned to talk”

Prof. Stephen Hawkings