

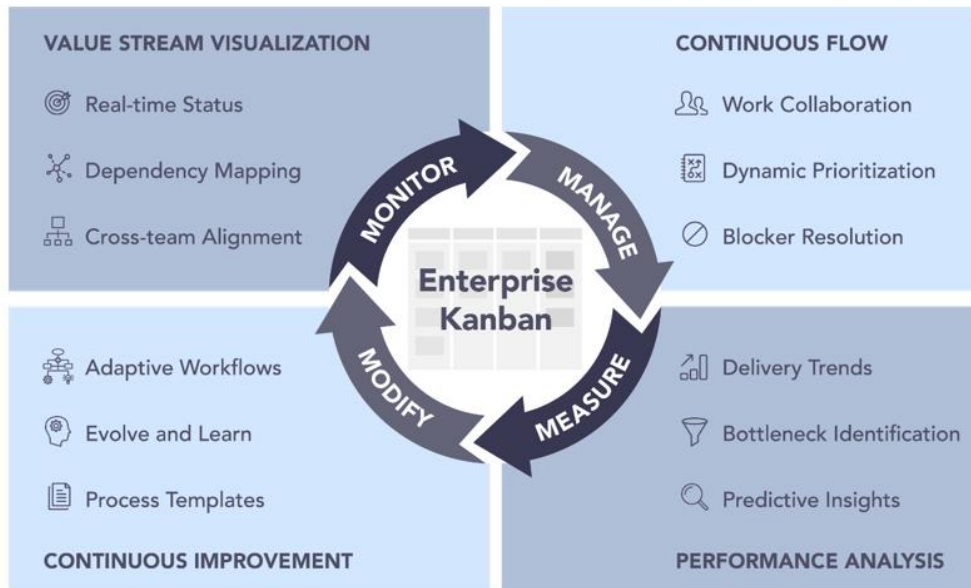


LeanKit Use Cases & ROI

Enabling the transformation journey

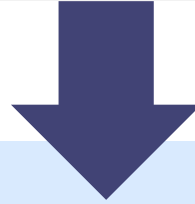
Shlok Vaidya, Director, Customer Operations & Strategy

Lean and Agile Delivery Excellence



Product Design and Testing

"We haven't missed any deliverables or overspent on programs since adopting Kanban and LeanKit."

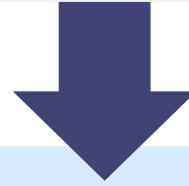


Results

- Reduced cycle time by 50%
- Reduction of unplanned work by 74%
- Increase of productivity by 51%
- Significant cost savings: Saved \$1.5 million dollars in a year

Product Testing and Documentation

"We always knew there were delays — and we always knew some teams were more stressed than others — but we had no visibility as to why, and we couldn't readily tell who was sorting out the issues. LeanKit gives us the visibility to understand our work."



Results

- **Shortened backlog:** Team's documentation backlog went from 18 to 5 clearances in four months — a 72% improvement in delivery speed
- **Reduced stress** for engineers
- **Renewed the confidence of their customers** in the company's ability to meet delivery expectations

Content production for mass media

“LeanKit has a level of flexibility I’ve never experienced before in other tools. We use it for managing our workload, managing our resources, and also as a project management tool.”



Results

- **Improved processes:** There’s no more tedious searching through multiple spreadsheets in online folders to determine who’s working on what, and what work has been completed.
- **Reduced duplicative tasks:** From Bangalore to New York, the team has reduced the occurrence of duplicative work, helping them spend more of their valuable time on creating new assets.
- **Increased efficiency:** The team spends significantly less time on cumbersome administrative tasks, such as tracking down updates to spreadsheets and battling with heavyweight management tools

Professional Services, Sales, Operations Support

"LeanKit has been a godsend. My managers are able to focus on the issues, not where the work is at."

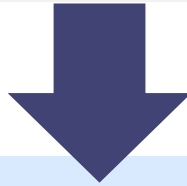


Results

- Reduced stress
- Increased agility across cross-functional teams
- More accurate, efficient communication
- Improved responsiveness to customers/stakeholders
- Healthier, more connected team culture

IT and Networking

"In LeanKit, I quickly got a project up and running, from board to cards. It was so easy; it was just a joy."



Results

- **Reduced cycle time:** 15% to 25% cycle time reduction for completing projects
- **Time savings:** 500 hours in time savings per year by using LeanKit to run their weekly meeting
- **Efficiency Gains:** Managers are able to communicate priorities more directly and keep them visible, which has helped the team focus on the right work and complete more work in less time.

IT

"I can't think of a better way to speed things up than to achieve single-task focus by using LeanKit. Every other way that's been tried seems to translate into more time working, while this approach actually gives me time back."



Results

In just three months of working with LeanKit and adopting a single-tasking discipline, the department has seen:

- **Increase in productivity by 35%**
- **Acceleration:** a 3-month acceleration of their scheduling system (a project that's measured by a cost of delay in the millions)

PMO, Project Delivery, IT Services, Finance Operations

“By visualizing our project workload, we’ve been able to reach our goal of delivering on time, within the scope we agreed, and within budget — all of which help make our customers happy.”

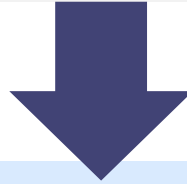


Results

- **Time Savings:** Preparing executive reports takes 30% less time than before, saving them 40 hours per year.
- **Efficiency Gains:** Weekly team meetings take just 20-25 minutes — about half the time it could take with list-based tools.
- **Customer Satisfaction:** The PMO and project delivery teams achieved high marks of satisfaction from their internal customers for delivering projects on time, on budget, and within scope.

IT Operations and Business Analysis

"Since we're not working in timeboxes, and we have process clarity for our work, we have fewer meetings — and they're shorter."

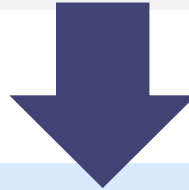


Results

- **Significant cost savings:** \$140,738.40 of cost savings generated by switching to LeanKit — a 1,732% return on the team's initial investment
- **Significant time savings:** The team saves 18 weeks per year by adopting continuous flow and using LeanKit for their biweekly project and work planning sessions
- **Work request time saving:** The team saw a 20% reduction in the time it takes to complete an incoming work request

Compliance and Risk management

"Within three months of using LeanKit, we were able to radically evolve our way of working, by making a shift from silos to becoming an adaptive workforce. I don't think we could have made that much progress in such a short time without LeanKit."



Results

- **Improved Collaboration:** The team has gained collective awareness of their work, which has contributed to greater collegiality, cross-training, and knowledge sharing.
- **Efficiency Gains:** The team's weekly delivery meetings run better, and they have decreased their reliance on emails and meetings.
- **Greater Agility:** The team has the capability to better forecast strategic initiatives and more quickly identify and adapt to changing priorities.

PMO

"I can't stress how much administrative minutiae we've removed by using digital Kanban boards to manage our work."

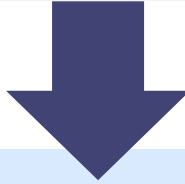


Results

- **Delivery speed improvement:** The team saw a 22% improvement in delivery speed.
- **Improved processes:** The team moved their overall timeline from 18 to 14 months by using digital Kanban boards to cut waste from the Lab Manufacturing Distribution and Warehouse teams' processes.
- **Overhead down, capacity up:** The PMO's capacity for serving IT and delivering overall business value increased due to a significant reduction in administrative overhead.
- **Time savings:** They eliminated the weekly PMO executive report by using digital Kanban boards to run their executive update meetings, saving project/ portfolio managers a projected total of 116 hours of per year.

Virtual Marketing teams

"The virtual marketing team saw a 40% improvement in their productivity one month after implementing Kanban project management."

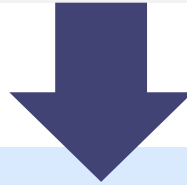


Results

- Increased visibility of all tasks
- Clear focus on the status of each campaign
- Improved ability to predict estimates and meet deadlines

Hardware, Software and other Technology teams

"In less than a month, the team's output improved from completing one to five items per week to completing thirty."

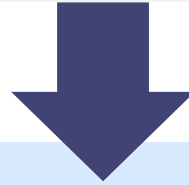


Results

- **Improved organization:** The teams started using Kanban boards to better visualize the flow of work and began to self-organize.
- **Greater output and lead time:** Limited work in progress (WIP) led to greater output and lead time from client order to client delivery was reduced from months to weeks.
- **Improved processes:** Daily standups led to a good inspect-and-adapt process that ensured they were always starting with the highest priority cards.

Manufacturing and Engineering teams

“Kanban project management allowed key engineers to focus on urgent, critical work immediately and reduce their cycle time from about eighteen days to nine days.”



Results

- **Improved collaboration:** Resolved blockers and cross-functional collaboration on the most critical tasks thanks to daily stand-ups around the digital Kanban board.
- **More balanced workload** among team members via the Kanban pull system
- **Significantly reduced bottlenecks and improved throughput**



Thank You