



# Ariel Partners

Transform. **Execute.** Assure.

New York City | Washington D.C.



# AGENDA

## OVERVIEW

1. Ariel At A Glance
2. Service Offerings: Mission Critical Agile
3. Ariel Atlassian Services
4. Coaching & Training Courses
5. Case Studies
6. Seatbelt for Jira

## SUCCESS STORIES

1. Air Force AFLCMC | Jira Training
2. HBO Digital Products | Development at Internet Scale
3. NYC DSS | Agency Transformation
4. FBI CODIS | Agile/Devops Transformation
5. SSA OIG | Agile Governance & Oversight
6. NYC | City-Wide Timekeeping & Payroll



# ARIEL AT A GLANCE

Founded  
in  
2010

30+  
Federal  
Partners

60%  
Of Ariel staff  
have Agile  
Certifications

25  
Training  
Offerings

1800+  
Students  
trained in  
Agile

22  
Unique Agile  
Certifications

7  
Technology  
Stacks



Strategic Alliances



Prime Vehicles



Certifications



Commercial Customers



Municipal Customers



Federal Customers

# SIN & NAICS Codes

Ariel Partners 2023

## SIN 54151S IT Professional Services

### 541511- Computer Programming Services

541512 - Computer Systems Design Services

541513 - Computer Facilities Management

541519 - Other Computer-Related Services

## SIN 541611 Administrative Management and General Management Consulting Services

541611 - Administrative Management and General Management Consulting Services

541618 - Other Management Consulting Services

## SIN 54151HEAL Health IT Services

## SIN 54151HACS Highly Adaptive Cybersecurity Services (HACS)

## SIN 518210C Cloud and Cloud-Related IT Professional Services

518210- Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services

## SIN 611420 Computer Training

541611 - IT Training

## SIN 541990 All Other Professional, Scientific, and Technical Services

541990 - All Other Professional, Scientific, and Technical Services

## SIN 611430 Professional and Management Development Training

611430 - Professional and Management Development Training

# Contract Vehicles



**GSA MAS**

**Prime: Ariel Partners**

**Contract Number: GS-35F-178CA**

**SIN 54151S, 541611**

**Contract Period: 2/9/2015 to 2/8/2025**



**Navy Seaport Next Generation**

**Prime: Ariel Partners**

**Contract Number: N0017819D8460**

**Contract type: Multiple Award Contract (MAC)**

**Contract Period: 1/2/19 to 1/1/2029**



**DISA Encore III**

**Prime: ECS Federal**

**Contract Numbers: HC1028D0009 HC102818D0012**

**Contract Period: 11/02/2017 to 03/11/2028**

# Contract Vehicles - 2



**DOJ ITSS-5**  
**Prime: IntePros**  
**Contract Number: 15JPSS18DPZM00008**  
**Contract Period: 5/23/2018 to 10/01/2027**



**DIA SITE III F&O**  
**PRIME: IBM/Octo Consulting Group**  
**Contract Numbers: HHM402-21-D-0037 HHM402-21-D-0144 HHM402-21-D-0017**  
**Contract Period: 03/02/2021 to 03/01/31**



**DIA SITE III SB**  
**Prime: IMTAS**  
**Contract Number:**  
**Contract Period: 03/02/2021 to 03/01/31**

# MISSION CRITICAL AGILE™

Agile Transformation



DevSecOps & Configuration Management



Big Data, AI & Machine Learning



Test Automation & Usability Testing



Business Rules & Predictive Analytics



Human-Centric Design



Interactive Training



Cloud-Readiness & Cloud Migration



# ARIEL | ATLASSIAN SERVICES



## Training

Ariel offers training on all Atlassian products both on-site and virtually, for private groups and the general public.



## Licensing

As an Atlassian Verified Government Partner we can fulfill all customers' licensing needs while aligning divergent license periods



## Coaching

Ariel provides Agile coaching for teams using popular Agile methods such as Scrum, Kanban, SAFe, and Flight Levels helping them to utilize Jira to help drive continuous improvements



## JumpStart

Ariel offers a bundled set of services including installation, migration, integration, configuration, and training to get organizations up and running quickly





# COACHING & TRAINING COURSES

## AGILE CERTIFICATIONS

1. Team Kanban Practitioner
2. Kanban Management Professional
3. Kanban Maturity Model
4. Introduction to Flight Levels
5. Flight Level 2 Design / 3 Design
6. SAFe Scrum Master / Adv SM
7. SAFe Product Owner
8. SAFe Release Train Engineer



## ATLASSIAN SUITE

1. Jira Fundamentals
2. Jira Intermediate
3. Jira Advanced
4. Jira Service Management
5. JQL Workshop
6. Team Spaces in Confluence
7. Git and Bitbucket

## AGILE TRANSFORMATION

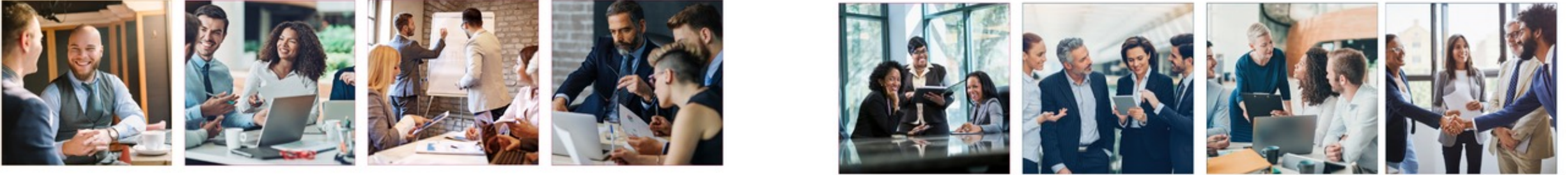
1. Fundamentals of Agile
2. Agile for Leaders & Executives
3. Human Centered Design
4. Agile Requirements: Story Mapping, Splitting & Discovery Kanban
5. Agile Forecasting & Metrics
6. Flight Levels Systems Architecture



## TECHNICAL PRACTICES

1. Specification By Example
2. BDD & Automated Acceptance Testing
3. Git and GitHub
4. Hands-On DevSecOps w/ Docker
5. Microservices Design Patterns
6. SRE: Site Reliability Engineering
7. AI/ML Bootcamp

# Flight Levels | Enterprise Kanban



## Enterprise Kanban for Agile Transformation & Leadership

[Learn More](#)

### FL2D: Achieving Flow at Scale through Value Stream Management

- Identify and visualize value streams within your organization
- Align teams to improve coordination and manage dependencies
- Focus on outcomes by linking value streams to organizational strategy

### FL3D: Organizational Strategy and Lean Portfolio Management

- Identify and visualize value streams within your organization
- Align teams to improve coordination and manage dependencies
- Focus on outcomes by linking value streams to organizational strategy

### FLSA: Leading Successful Agile Transformation

- Identify and visualize value streams and portfolios within your organization
- Get a big picture view to help understand where to get started
- Execute a lightweight plan to catalyze adoption that demonstrates results



# AIR FORCE AFLCMC | JIRA TRAINING

## JIRA Fundamentals Course

- Agile and Jira Overview
- Project Boards
- Enrich Issues
- Kanban Method
- Lean and Agile Principles
- Scrum
- Searching
- JQL
- Filters
- Epics
- Dashboards



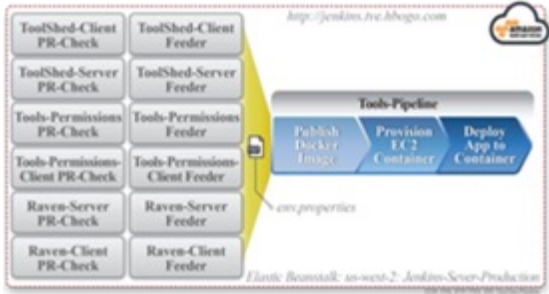
## JIRA Advanced Course

- Projects and project teams
- Backlog management (including for Kanban)
- Sprint planning
- Estimation
- Running the sprint
- Release management
- Reporting
- Add-ons

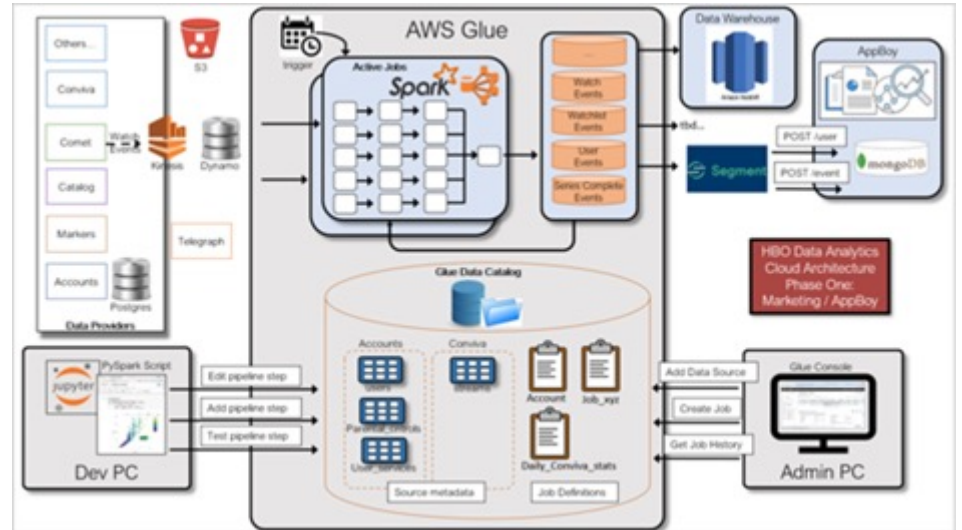
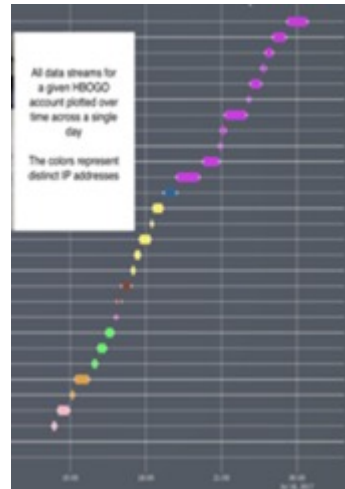
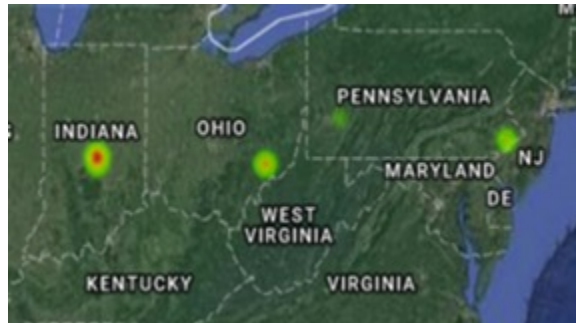


# HBO DIGITAL PRODUCTS

## Responsive Web Apps | Micro-Services



## Predictive Analytics and Machine Learning



# NYC DSS | AGENCY TRANSFORMATION



- **Agile/Scrum Training.** Test Automation Training.
- Standard Technical Architecture, including a modernized technology stack
- Analyzed the existing portfolio of more than 700 software applications and Created a **Strategic Roadmap**
- Compliance framework for security, scalability, and other standards
- **DevOps** engineering practices to streamline application development and operations
- Created Reusable application design templates and software generators
- Developed cutting edge responsive web applications and micro-services
- Enterprise data warehouse to support reporting and predictive analytics
- Cloud-based, on-premises, and hybrid deployment scenarios
- Staff Competency Development

# FBI CODIS | AGILE/DEVOPS TRANSFORMATION

## Automated Testing

- Instituted automated functional testing
- Collaborative process SME/Analyst/Tester
- 0% to 100% functional coverage



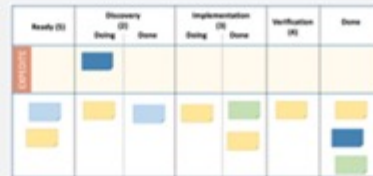
## DevOps

- Reduced test setup from 2 weeks to 20 mins
- Fully automated CI/CD
- Complex test deployments



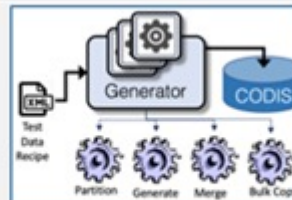
## Improved Scrum

- Reserved capacity for urgent unplanned Items
- Visualize all types of work including estimates
- Identified and removed bottlenecks



## Test Data

- Synthetic data generation
- Statistics-driven algorithms for realistic data
- High-speed bulk processing



## LEGACY MIGRATION

- 3M Lines of Code
- Unsupported, Obsolete Components
- Manual Intensive Processes

## ORGANIZATIONAL CONTEXT

- Document-Heavy SDLC
- Extensive Training Components
- Waterfall Process



# SSA OIG | AGILE GOVERNANCE & OVERSIGHT



## 12 Training Classes

Fundamentals of Agile	Human-Centered Design	Scrum	Kanban
Scaling Scrum	Scaling Agile	Agile Requirements	Agile Estimation
Test Automation	DevOps & CI	ALM with VersionOne	Agile Architecture



		Project DCAPS
1	Agile Methods & Frameworks (AMF)	D
2	Agile Requirements (AR)	F
3	Forecasting, Scheduling & Planning (FSP)	C
4	Metrics & Tracking (MT)	F
5	Risk Management (RM)	D
6	HR Management / Staffing (HR)	A
7	Human Centered Design (HCD)	C
8	Quality and Test Automation (QA)	D
9	DevOps and ALM (DO)	C
10	Agile Architecture (AA)	D
11	Procurement Management (P)	B
Overall		C-

## Control Areas



Agile Architecture



HR Management



Procurement Management



Agile Requirements



Forecasting



Metrics



DevOps



Human-Centered Design



Quality



Agile Methods & Frameworks



Risk Management

# NYC CityTime | City-Wide Timekeeping & Payroll

## BENEFITS

- Significant reduction of liability to FLSA lawsuits for unpaid overtime
- Major reduction in paper processing
- Substantially reduced exposure to errors, fraud
- Overtime equalization and minimization reduce costs
- Software supports over 165,000 NYC employees

## CONTEXT & CHALLENGES

- 2003 Project Start
- 2011 Full Implementation
- Complex pay rules for dozens of agencies and over 100 labor unions
- Operational validation rules
- Agency-specific configurations
- Massive scalability challenges
- Incremental delivery with fully automated rollback and roll-forward

The screenshot displays the CityTime web application interface. The top navigation bar includes 'Workforce Mgmt', 'Schedule', 'Administration', 'Configuration', and 'Reports'. The main content area shows a roll call for a precinct, with a table of employee time entries. The table columns include Employee, Day, and various time codes (e.g., 0800X1645, Recall, Leave, Wk Vac). Below the table, there is a 'Meal' entry form for employee Namok, Al, with a table for meal times and durations.





# Connecting Strategy to Execution

## Transform



Helping organizations transform their operations, improving business outcomes by visualizing flows, understanding bottlenecks, and connecting strategy to execution.

- Executive Workshops
- Coaching
- Agile/scrum training
- Flight Levels
- Corporate training

## Execute



Mission Critical Agile development and risk management supported by expert consultation, guidance, and training that leverages DevSecOps practices with Atlassian and other leading tools.

- DevSecOps Accelerator
- DI2E DevTools Replacement
- Atlassian configuration
- DevSecOps tool chain
- Legacy Modernization
- Cloud-Native Apps

## Assure



Agile governance and oversight to reduce risks, improve alignment, and ensure targeted benefits are realized through proactive frameworks, training, and well-designed counter balanced metrics.

- Agile governance and oversight
- Jira solutions and curated environments
- Leading Indicators
- Management Dashboards

# Capabilities Snapshot

## CERTIFICATIONS



## CLIENTS



## PARTNERSHIPS



# Introducing: Seatbelt for Jira

Automated Governance and Oversight

# Cause & Effect

## Cause

- ▶ Modern Project/Task Management Tools are Complex & Flexible
- ▶ Agile Teams Don't Have a Dedicated PM Resource
- ▶ Team Members Are not Tool Experts
- ▶ Agile teams place more value in delivering beautiful software rather than beautiful reports
- ▶ Many teams receive inadequate training for tools



## Effect

- ▶ **Agile Management Tools are full of missing, incomplete, or incorrect data**
- ▶ **Reports are somewhat misleading, totally wrong, or won't run at all**
- ▶ **Senior management cannot not get aggregated reports they need to make decisions**

# Manual Verification Checks | Agency 1

ID	Artifact Type	Rule	Description
002	Defect	Defects assigned to a sprint without a release	Backlog items currently being worked must be assigned to a release. This will ensure accurate metrics when reviewing progress and burndown for a given release
003	Story	Stories assigned to a sprint without any point estimate	Backlog items currently being worked must have a point estimate to calculate correct velocity for the team. Also, teams should not assign stories to sprints until they have been reviewed for proper acceptance criteria so the team can do point estimating
004	Defect	Defects assigned to a sprint without any point estimate	Backlog items currently being worked must have a point estimate to calculate correct velocity for the team. Also, teams should not assign stories to sprints until they have been reviewed for proper acceptance criteria so the team can do point estimating
005	Story	Stories being worked with no team assigned	Backlog items currently being worked must have a team assigned to get correct velocity for the team
006	Defect	Defects being worked with no team assigned	Backlog items currently being worked must have a team assigned to get correct velocity for the team
007	Story	Stories being worked with no sprint assigned	Backlog items currently being worked must have a sprint assigned to get correct velocity for the team
008	Defect	Defects being worked with no sprint assigned	Backlog items currently being worked must have a sprint assigned to get correct velocity for the team
011	Story	Stories not assigned to level 3 epic or below	Backlog items must belong to a Feature/Technical/Maintenance epic or below only. They can not be assigned to an Initiative or Capability
012	Defect	Defects not assigned to level 3 epic or below	Backlog items must belong to a Feature/Technical/Maintenance epic or below only. They can not be assigned to an Initiative or Capability
102	Epic	Epic type 'Initiative' not at top Level 1	Epics at the top level must be set to type 'Initiative' and only at Level 1
103	Epic	Epic type 'Capability' not at Level 2	Epics at Level 2 in the epic tree must be set to type 'Capability' and only at Level 2
104	Epic	Epic types for 'Feature/Technical/Maintenance' not at Level 3	Epics at Level 3 in the epic tree must be set to one of the types 'Feature or Technical or Maintenance' and only at Level 3

# Manual Verification Checks | Agency 2

## Link Stories to Features:

Implement New Metrics

Tasks 3

PROJECT: Release 2 (Jan - Mar 2017)    BACKLOG GROUP:    STATUS: In Progress  
SPRINT: Sprint 10    PORTFOLIO ITEM: V1 Data Requirements Communicated    DATE COMPLETED: --  
TEAM: Transformers    OWNERS: Raderman, John    ESTIMATE PTS.: 3.00

Teams should link stories to an appropriate Feature.

## Meet with teams and Scrum masters to explain new data requirements

Links 0    Attachments 0

BACKLOG: Implement New Metrics    TEAM: Transformers    STATUS: In Progress    DONE HRS.: 0.50  
PROJECT: Release 2 (Jan - Mar 2017)    OWNERS: Raderman, John    DETAIL ESTIMATE HRS.: 3.00    TO DO HRS.: 2.50  
SPRINT: Sprint 10

DESCRIPTION: --

TYPE: --    REFERENCE: --    CREATED BY: Raderman, John    CHANGED BY: Raderman, John  
SOURCE: --    BUILD: --    CREATE DATE: 1/18/2017 12:46 PM    CHANGE DATE: 2/22/2017 8:49 AM

Teams should use owners for both stories and tasks. This is largely because of limits within VersionOne itself. Without both, attributing hours and story points to the right place is not possible.

## Story Points

Implement New Metrics

Tasks 3

PROJECT: Release 2 (Jan - Mar 2017)    BACKLOG GROUP:    STATUS: In Progress  
SPRINT: Sprint 10    PORTFOLIO ITEM: V1 Data Requirements Communicated    DATE COMPLETED: --  
TEAM: Transformers    OWNERS: Raderman, John    ESTIMATE PTS.: 3.00

All Stories require a story point estimate, but the methods of story point estimation will vary among teams.

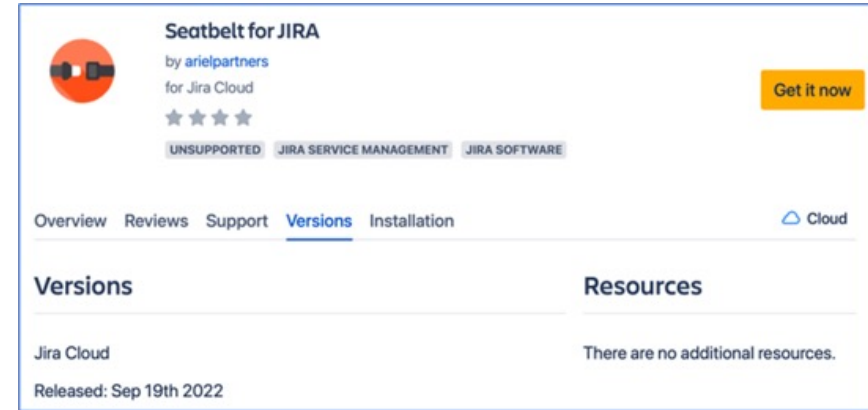
## Closed User Stories

Teams are expected to close the user stories at the end of a sprint.

# Seatbelt for Jira



- ▶ Jira Plugin
- ▶ Helps Teams Keep Jira Clean by reducing “Tool Debt”
- ▶ Uses Gamification
- ▶ Helps Enforce Jira Usage Policies



Seatbelt codifies Ariel’s proven Agile governance framework, which was recently used at the Social Security Administration(SSA) for an Agency-wide assessment. Seatbelt for Jira improves the predictability and visibility of software development by improving the quality of data that is used to make critical decisions. This **free plug-in** via the Atlassian Marketplace enables each Jira project to create and enforce a set of business rules that automatically flag late, inaccurate, or incomplete data within Jira.

# Seatbelt Rules

Seatbelt for Jira  
0.0.39

**Seatbelt Rules**  
Results for project: Ariel Website Improvements DATA CHANGED ABOUT 7 HOURS AGO

[Run rules](#) [Add rule](#) [See Suggestions](#)

[Group by result](#) [Group by category](#)

75.00% (6) 25.00% (2)

**Total 187** (?) 8 Rule(s)

No.	T	Count	Category	Rule name	Active			
# 9	✓	0	Integrity	Issue completed with no resolution	<input checked="" type="checkbox"/>	≡	/	⌵
# 8	✓	0	Integrity	Story not assigned to an Epic	<input checked="" type="checkbox"/>	≡	/	⌵
# 7	✓	0	Policies	Story assigned to a sprint without a point estimate	<input checked="" type="checkbox"/>	≡	/	⌵
# 6	⚠	1	Policies	No project lead specified	<input checked="" type="checkbox"/>	≡	/	⌵
# 5	⚠	186	Health	Issues not updated in last 6 months	<input checked="" type="checkbox"/>	≡	/	⌵
# 3	✓	0	Integrity	Story without parent	<input checked="" type="checkbox"/>	≡	/	⌵
# 2	✓	0	Integrity	Issue assigned to a sprint without a release	<input checked="" type="checkbox"/>	≡	/	⌵
# 1	✓	0	Integrity	Issue being worked with no one assigned	<input checked="" type="checkbox"/>	≡	/	⌵

**Total 187** (?) 8 Rule(s)



# Seatbelt for Jira | Benefits



Automates Agile governance



Reduces the burden on Project Management Organizations (PMO) while reducing program risks.



Improves your projects for better reporting and better business decisions



Enforces data integrity, increases compliance, and improves accuracy



Provides pre-built rules and the ability to customize, or create your own



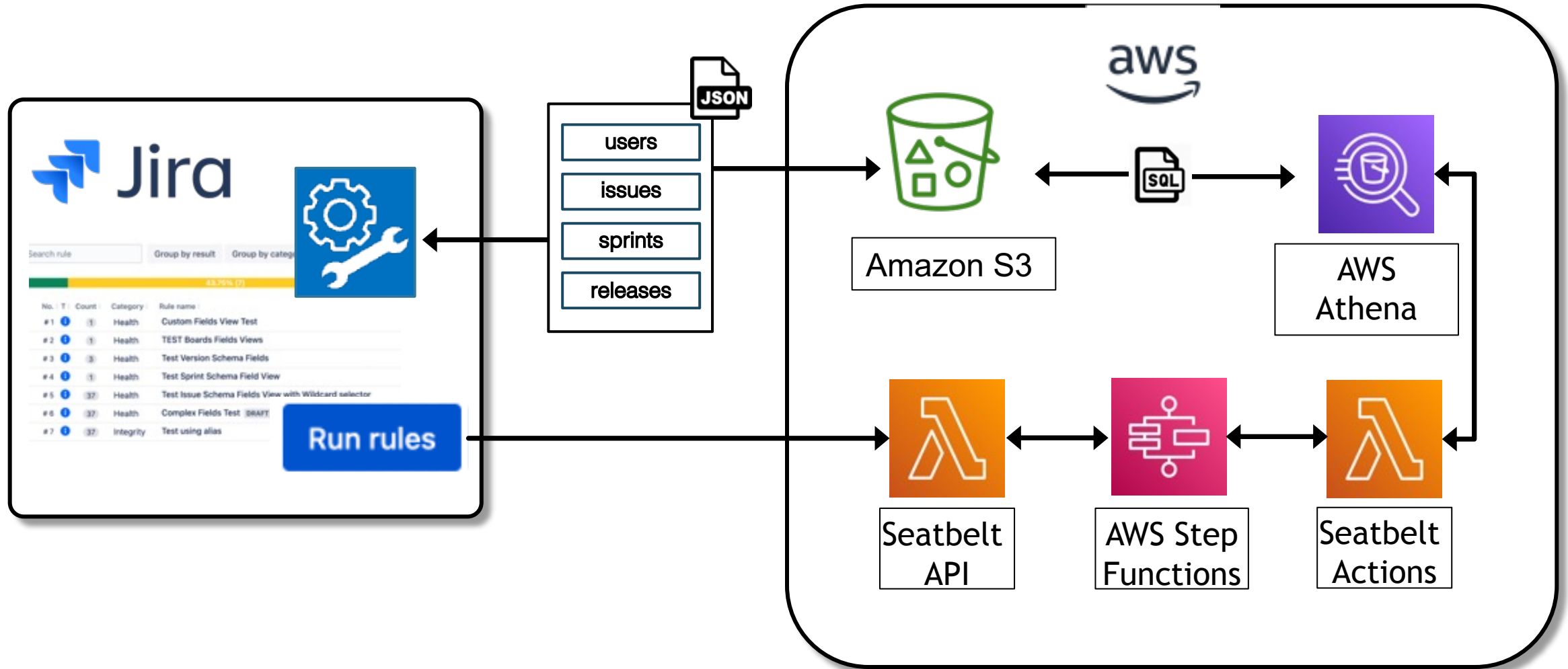
**DOWNLOAD TODAY**

 **ATLASSIAN** Marketplace



**Seatbelt for Jira**

# Jira | AWS



# Management Profile



## Craig Strong

CTO

- Software Development since 1988
- Large Commercial & Government Projects
- Kanban Coach / DevOps Engineer
- Kanban Trainer / SpecFlow Trainer
- Performance & Scalability Architect
- Certified Ethical Hacker
- New York & Washington DC Area
- Undergraduate studies at MIT



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 @ckstrong1

# Management Profile



## Juliann McGowan

### Director of Operations

- 15+ years of Operation Management
- Broad cross-functional Experience
- Managed Multi-Site and International Teams
- Project, Staff, and Facilities Management
- Pace University



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# Contact & Important Information



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Craig Strong, CTO

**UEI XKVHMSP9N217**  
**CAGE 6a4LF**  
**DUNS 96-727-2258**

Identification Numbers



Contract number:  
**N0017819D8460**  
Start date: 01/02/2019  
Expiry date: 01/01/2029

[seaport@arielpartners.com](mailto:seaport@arielpartners.com)

Seaport



GSA Contract Number:  
**GS-35F-178CA**  
Contract Period:  
02/09/2015 - 02/08/2025  
SINS: 54151S, 541611  
Exp 2/8/2035

GSA MAS

