



"The Challenges of Changing IT Culture"

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Why is Change so difficult?



Maslow's hierarchy of needs

Reduce
Costs



Create
Growth

Change is
Coming



Today's
Success

Words matter.



109



11661



ESSAY

Why Software Is Eating The World

By MARC ANDREESSEN

August 20, 2011



“Software is Eating the World.”

- Marc Andreessen, 2011

This week, Hewlett-Packard (where I am on the board) announced that it is exploring just such a possibility: buying the business in favor of investing more heavily in software, where it sees better potential for growth. Meanwhile, Google plans to buy the cell phone software maker Motorola Mobility. Both moves surprised the tech world. But both moves are also in line with a trend I've observed, one that makes me optimistic about the future growth of the American and world economies, despite the recent turmoil in the stock market.



In short, software is eating the world.

More than 10 years after the peak of the 1990s dot-com bubble, a dozen or so new Internet companies

Stephen O'Grady

The New Kingmakers

How **Developers**
Conquered the World



O'REILLY™



YOU
BUILD IT
YOU
RUN IT

FAIL
FAST

ONE DOES NOT SIMPLY

TEST IN PRODUCTION!

makeameme.org

It's Not Your Fault

(Blameless)

post-mortems

WHAT IS
NoOPS?

And it's not all people and culture problems...



What does Hybrid Cloud innovation look like?

Why are you changing?



Who is Supporting the Change?



When did you ask for help?

- When the project was being scoped?
- After the project was funded?
- After the project missed the 1st milestone?
- After the first person got fired?
- After your competitor got a headline?
- After the project got de-funded?



Your Problems look like My Problems



- Are you recruiting talent?
- Do you understand your competitors?
- Can you show me a demo?
- Can you give me an ROI?
- Are you learning new stuff?
- Do you internally market your capabilities?
- Do you share metrics of success?
- Does the world know what you do?

Getting out in front of evolving markets





READY FOR BACKLOG
IN PROGRESS
DONE

DEFINITION OF DONE

1. ALL WORK IS COMPLETED
2. REVIEWED & APPROVED BY THE TEAM
3. TESTING IS COMPLETED
4. DEPLOYED TO PRODUCTION
5. MONITORING IS IN PLACE



EXIT

Thank you

Red Hat is the world's leading provider of enterprise open source software solutions. Award-winning support, training, and consulting services make Red Hat a trusted adviser to the Fortune 500.



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