

We could have saved the Titanic



Self Promotion

I am Sanjay Saini

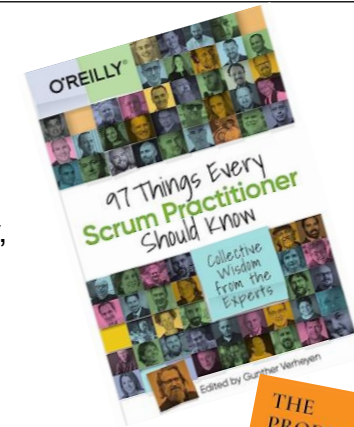
30 years in the IT industry, started as a Trainee.

Worked across different domains – Telecom, Healthcare, Manufacturing, Energy Efficiency, and Banking

Two patents were attempted, but didn't get

Wanted to be a fighter pilot

I want to build organizations where I can send my kids to work



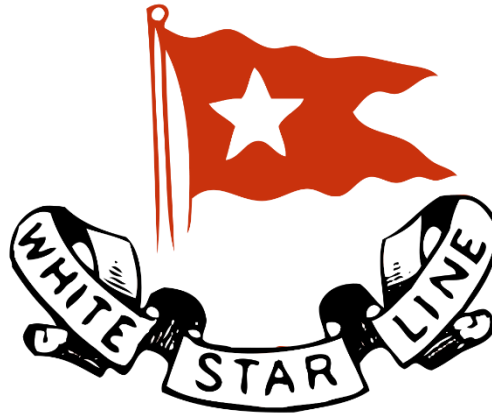
Do you remember this?



And this?



How it started



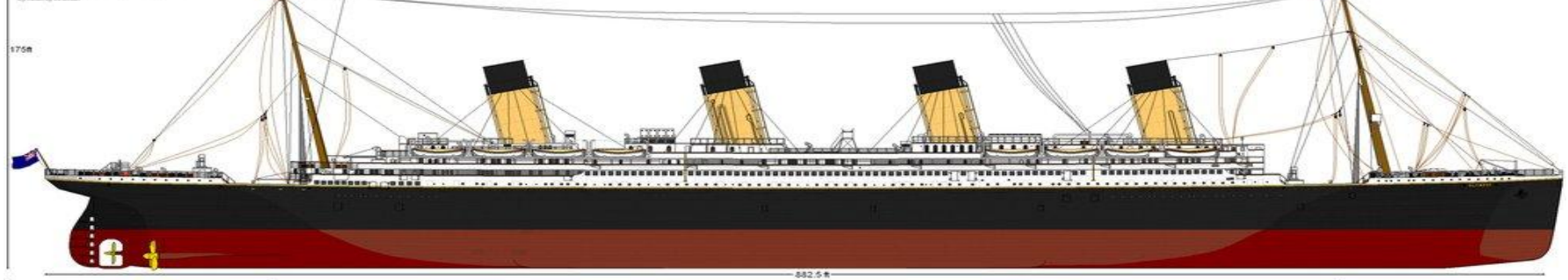
J. Bruce Ismay
Chairman of White Star Line



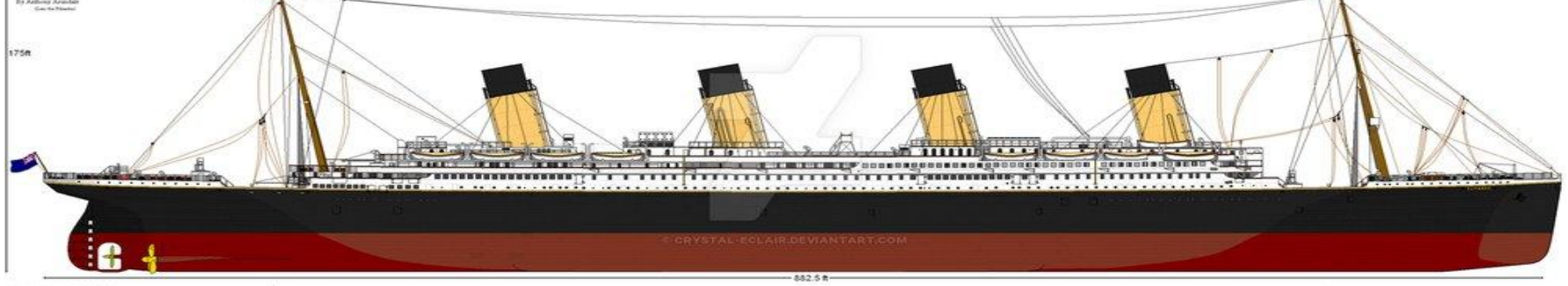
J.P. Morgan
Owner of the parent company
International Mercantile Marine Co.

How it started

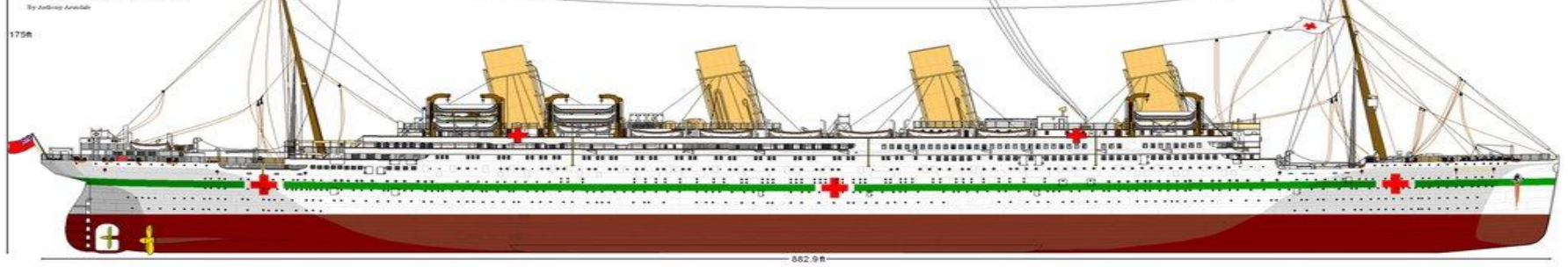
RMS Olympic



R.M.S TITANIC

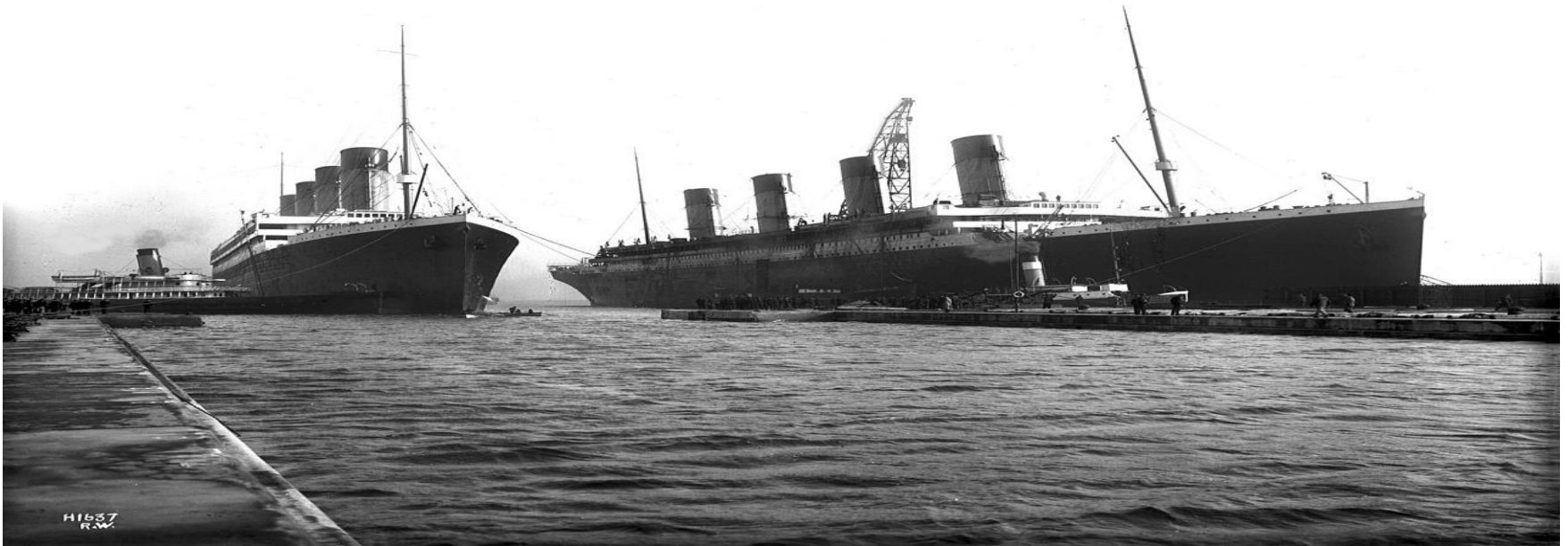


HMHS BRITANNIC



Olympic

1. Placed in service late 1911
2. Started generated revenue for the White Star Line co.
3. Met with an accident and returned to port for 3 weeks of repair



Business Decision

Olympic



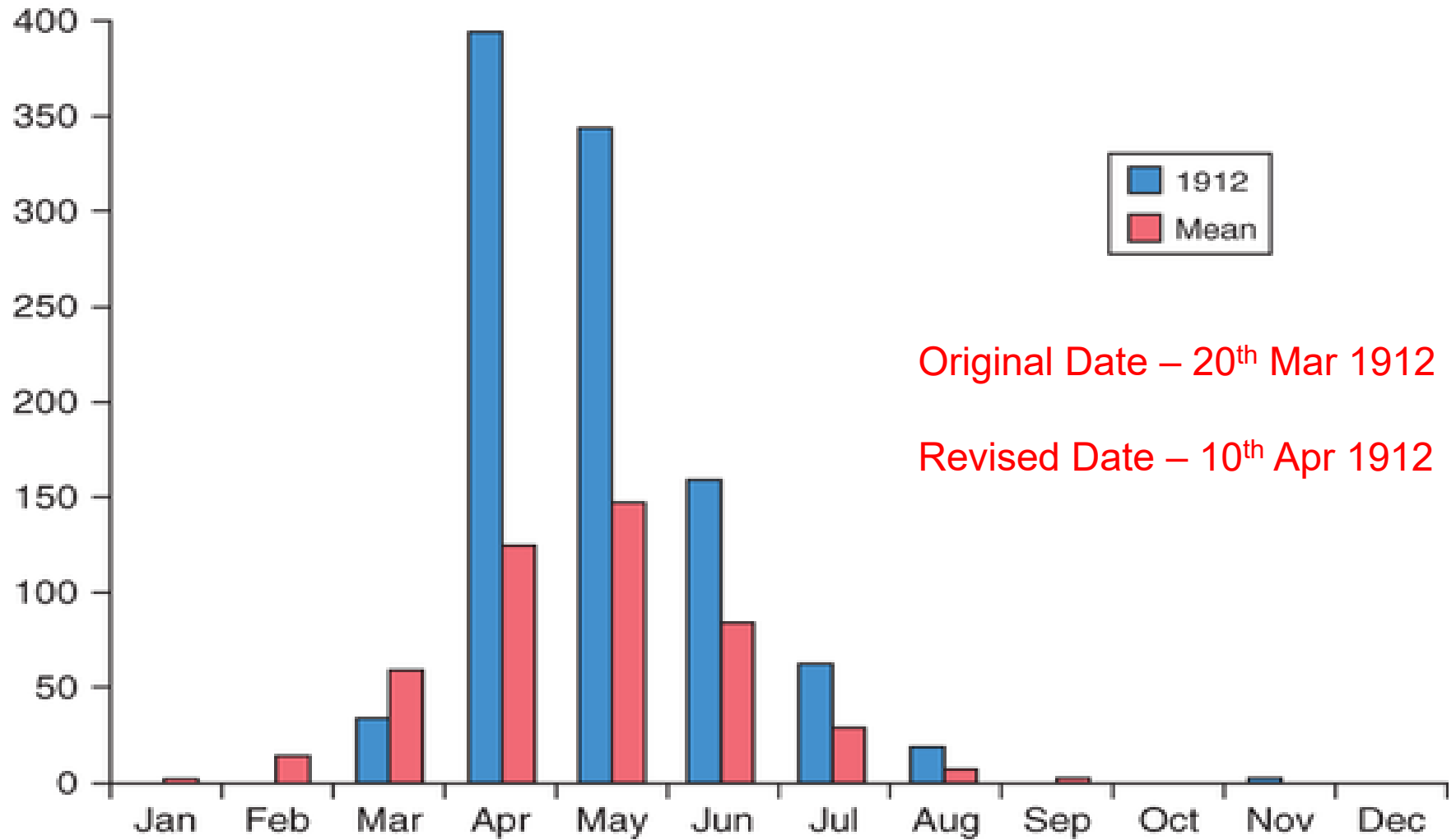
1. Already in service
2. Every day in port is a loss of money
3. Allocating people here will delay the completion of Titanic

Titanic



1. Not finished yet
 2. Each day of delay will result in a loss of more revenue
 3. Allocating people here will delay the maintenance of Olympic
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Iceberg activity in the North Atlantic year 1912



How do you prioritize your work?

Technical Risk

Size

Availability of
People

Functional
Dependency

Value

Regulatory Risk

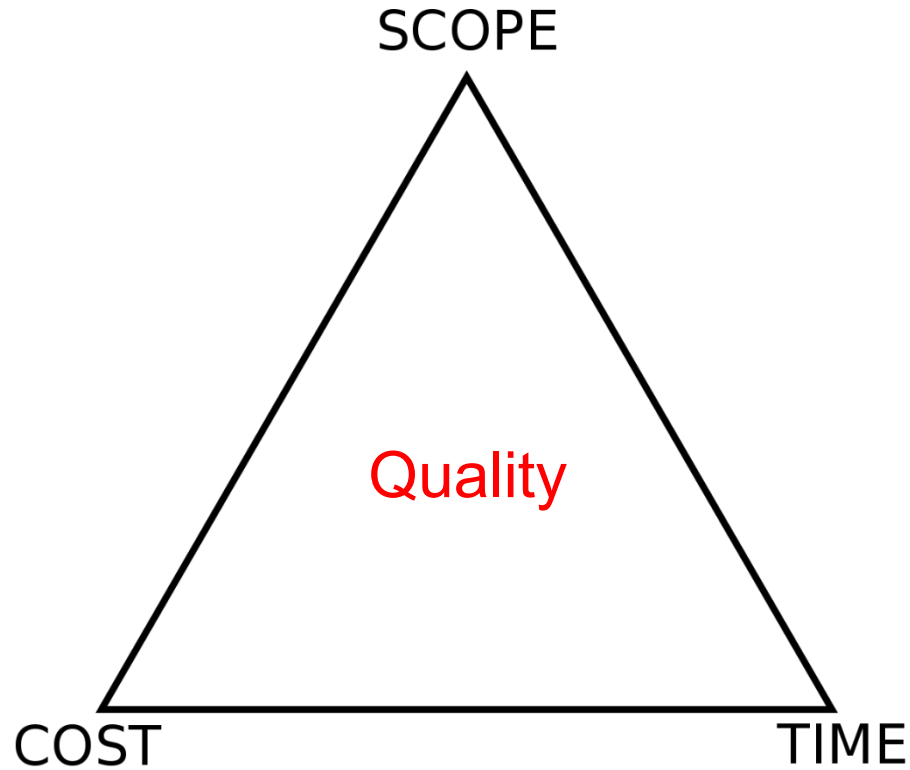
Market Trends

Technical
Dependency

3rd party
dependency

Is it possible to deliver on time,
within budget, and all the
scope still be unsuccessful?

The Iron Triangle



Project vs Product

The Iron Triangle of Titanic

1. Titanic was steaming at a speed of 41 km/h, just 4 km/h less than its max speed
2. Received six warning messages from other ships and all were ignored

The goal was to reach on/before time,
survival was not guaranteed

Do you know them?



**Rewards & Incentive,
Metrics and Measurements
derives People's Behavior
and Action**

The Cobra Effect



Titanic Crew Change

Original Crew

Chief Officer

First Officer

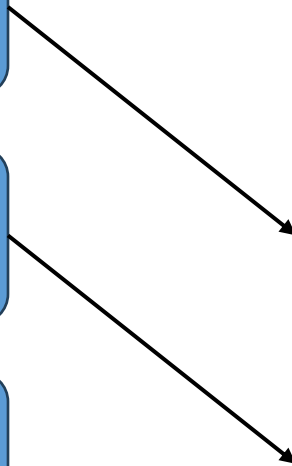
Second Officer

New Crew

Replaced the Chief Officer
from Olympic

First Officer

Second Officer



Iceberg, right ahead



Recap

1. Understand the concept of Value; It is not always \$\$\$
2. Focus on the outcome and the end result and not just on completing your tasks
3. The metrics and measurement should be outcome and goal focused
4. Don't move people in and out of your team, randomly

Don't let your Titanic sink again...Please

Inspirations

1. <https://rmets.onlinelibrary.wiley.com/doi/full/10.1002/wea.2238>
 2. <https://vimeo.com/239539858> – Daniel Vacanti
 3. https://en.wikipedia.org/wiki/RMS_Olympic
 4. https://en.wikipedia.org/wiki/White_Star_Line
 5. https://en.wikipedia.org/wiki/Sinking_of_the_RMS_Titanic
 6. <https://www.scrum.org/resources/blog/3-ideas-improve-scaled-sprint-review>
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