



**SIEMENS**



**Distributed Product Owner Team  
for an Agile Medical Development**

Strategies for growth, communication, and customer collaboration  
Andrea Heck, XP 2013 Conference, Vienna, June 2013

## Speaker



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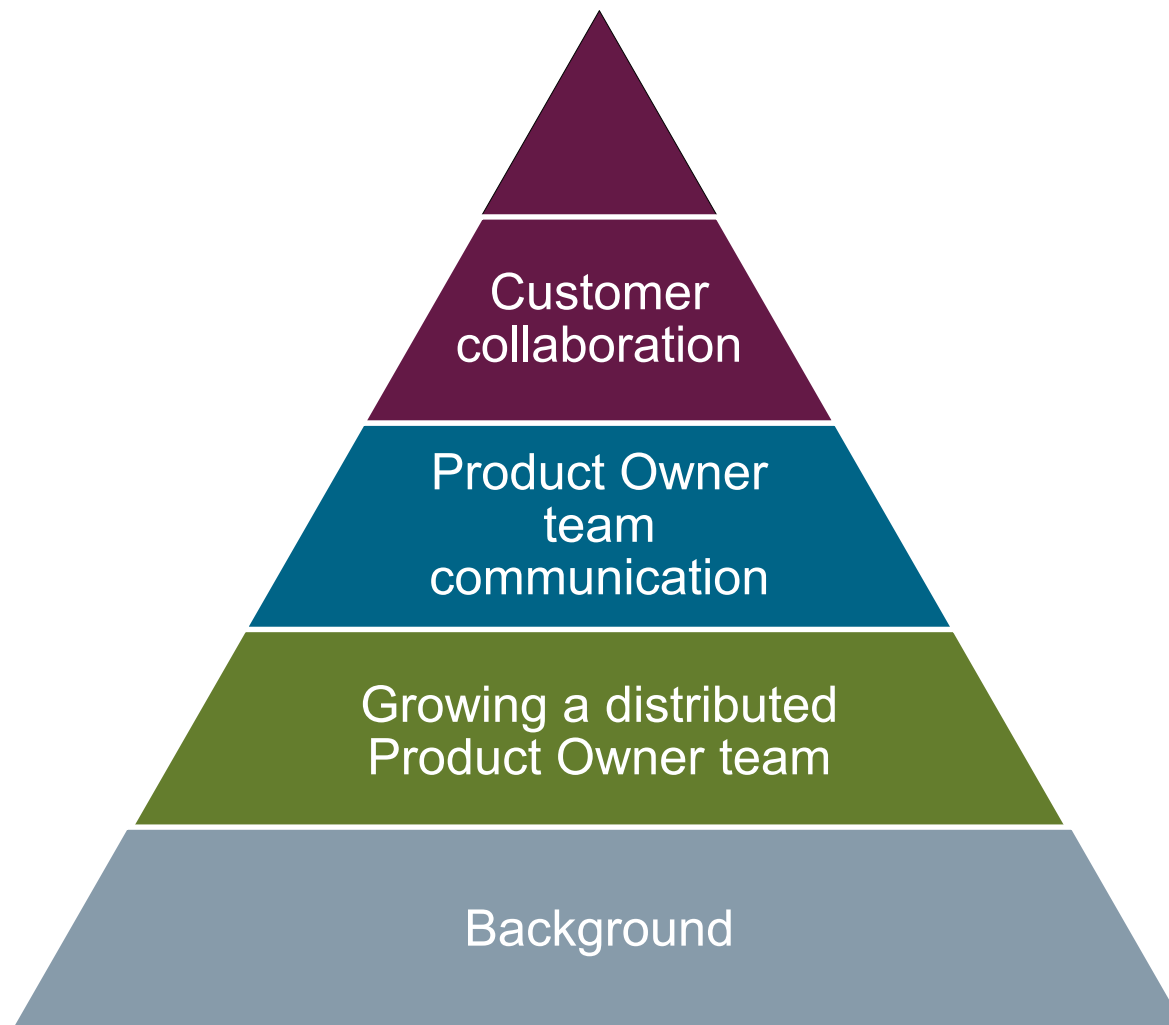
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**Answers for life.**

## Distributed Product Owner team @ SYNGO



## Distributed Product Owner team @ SYNGO



- Get the full picture – *syngo.via*
- Medical product development
- Product and modules
- Large-scale distributed agile transition



## Background

### Get the full picture.

The *syngo.via* 3D routine and advanced reading solution helps to accelerate workflows across all modalities, and is suitable for both day-to-day and more challenging cases.

It is **efficient**: by helping save valuable time, it allows physicians to focus on their core tasks.

It is **flexible**: users can customize applications, layouts and workflows.

And it is **intelligent**: it delivers powerful image reading, and guides users through the entire workflow.



# Background

## Medical Software Development

It is special – many regulations need to be considered.

For our topic it is important that the **problem domain is different** from what developers have experience in.

“My developers keep telling me: but our users must understand our logic! – It is very hard for them to understand the doctors have a different work context, and a totally different way of thinking.”  
*(a Product Owner)*



## Background

Our product consists of

- **Modules** that represent certain feature areas, and can be re-used in different products
- **Apps** using the modules that are created especially for syngo.via

Some of the *syngo.via* apps are created by SYNGO, others are created by other Siemens Business Units who use our modules and deliver their advanced application, e.g. a CT cardiac app.

*syngo.via*

App

App

Module

Module

Module

## Background

We have done the transition to agile of a large-scale distributed development organization

- Gradually from 2008
- A complete rollout In 2010

## Goals

- Improve time to market
- Improve quality of delivered products
- Customer centered development
- Increase team productivity and motivation





## Background

### Our target structure is

- Collocated feature teams
- Distributed to multiple sites
- Suppliers as partners



Product Owner team needs to travel and get distributed



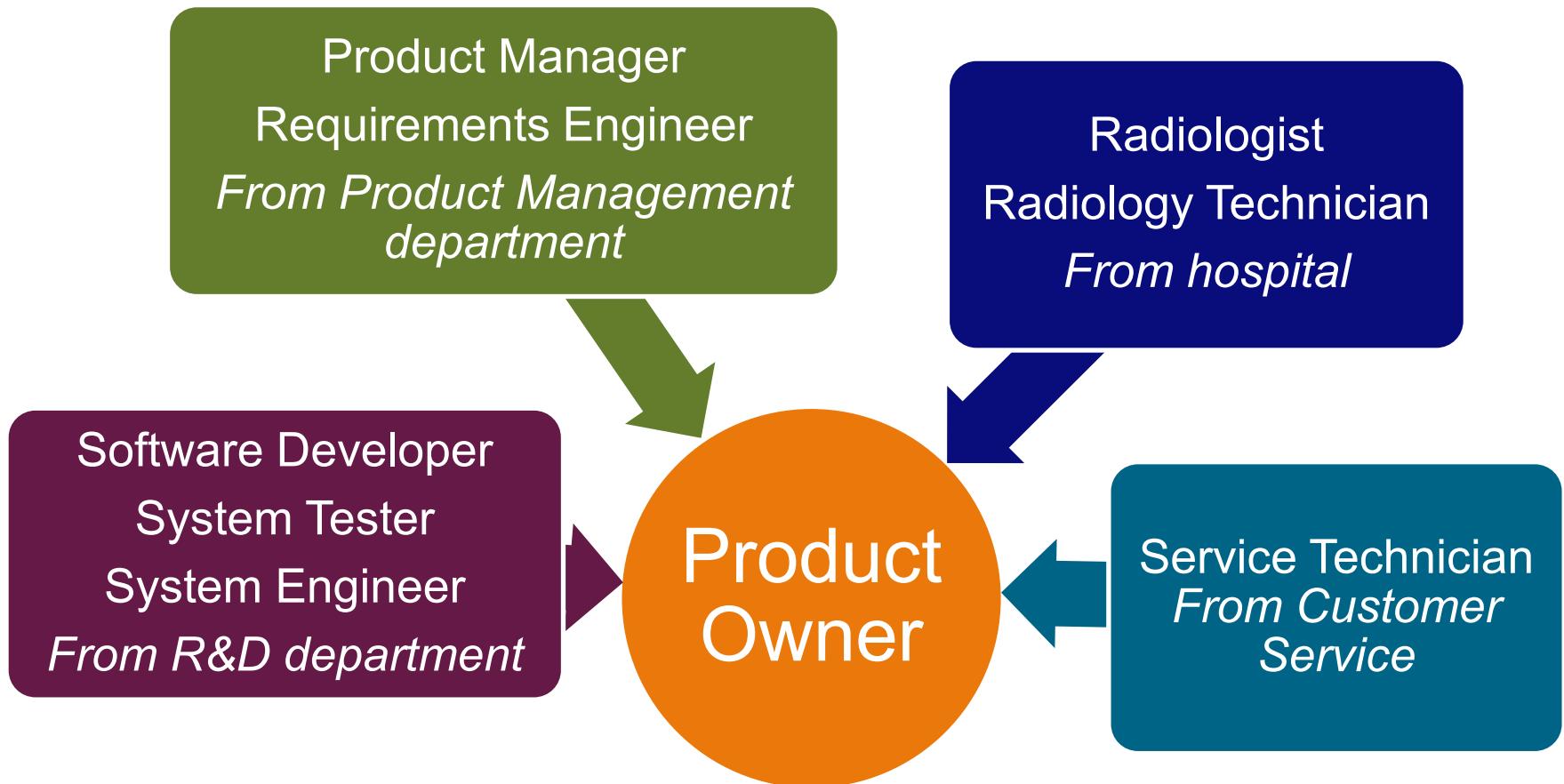
## Distributed Product Owner team @ SYNGO



- Background of Product Owners
- Product Owner team structure
- Knowledge
- Skills
- Investing into Product Owners at partner organizations

## Growing a distributed Product Owner team

### Background of Product Owners – previous roles



# Growing a distributed Product Owner team

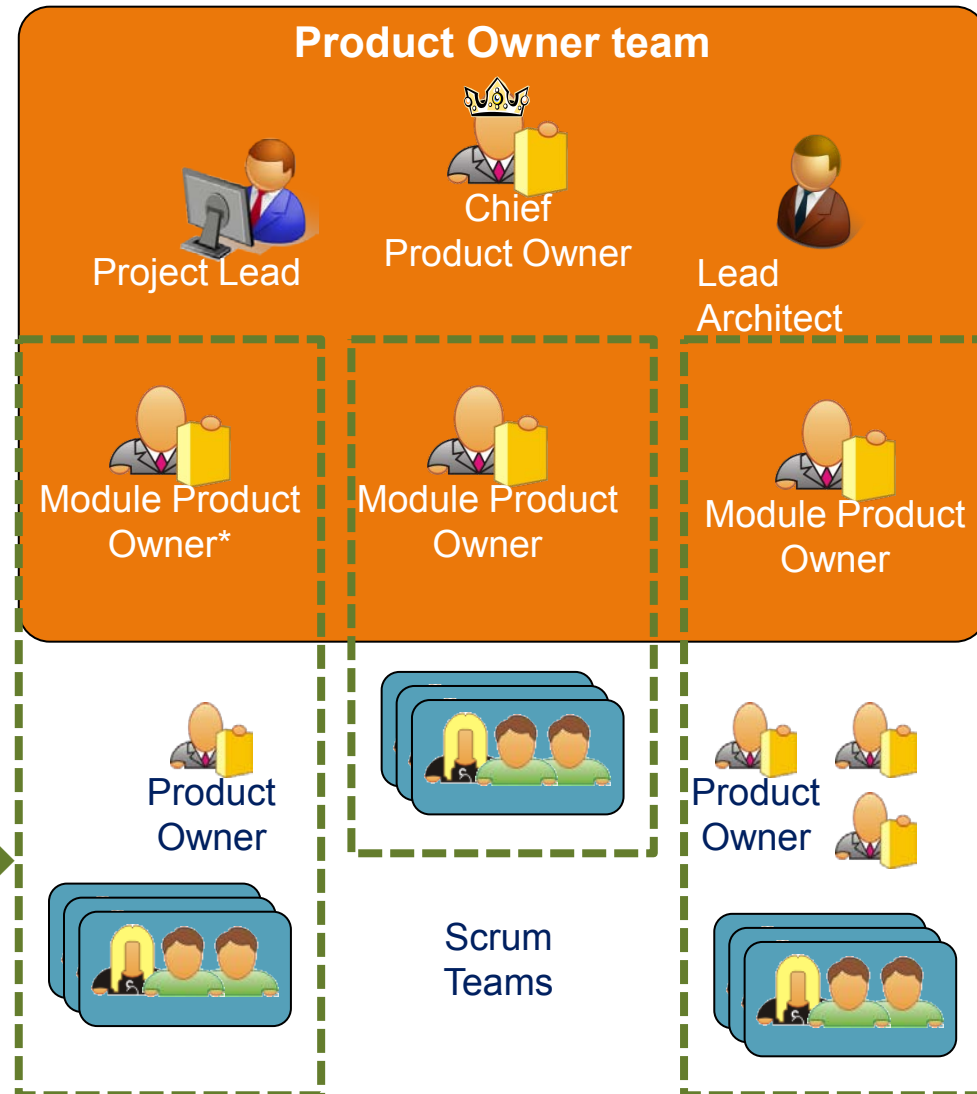
## Product Owner team structure

At transition start:

Nearly the whole PO team was collocated in the headquarters

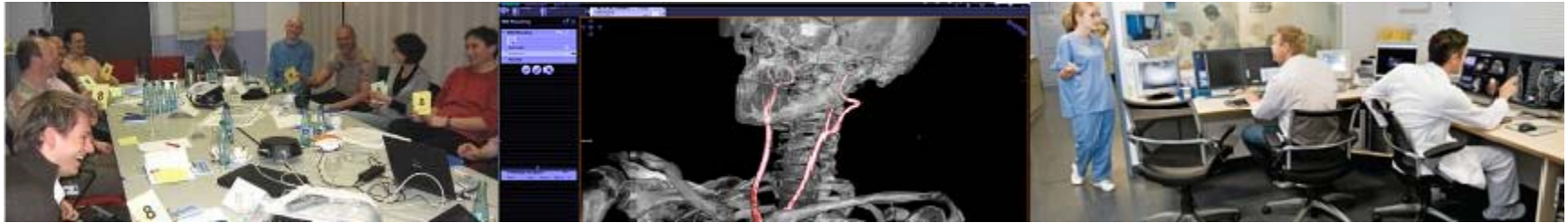
- Many POs have to travel frequently
- Their teams are at other sites
- Idea:  
Grow more Product Owners at all sites

\*App or Module →





# Growing a distributed Product Owner team



## Knowledge

Our product!

Medical knowledge

Agile Product Management

Workflows in hospital

Stakeholders and interfaces  
within the organization

Context of work of users

Product Owner Role

Usability

Requirements Engineering

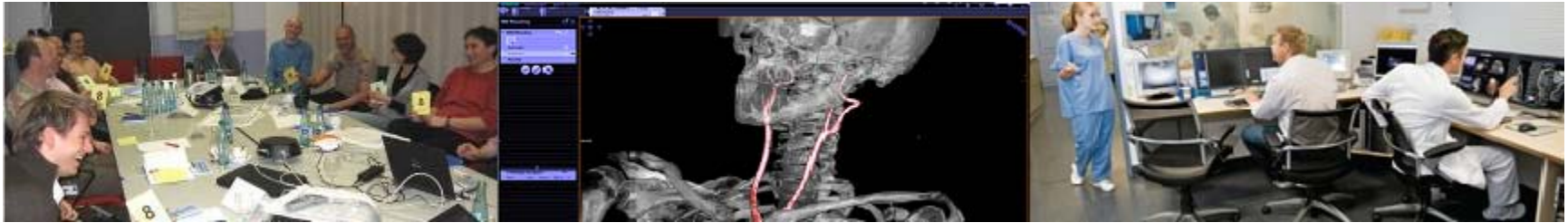
User Stories

Software development context

Software Quality

Process and Regulations

# Growing a distributed Product Owner team



## Skills

High communication skills

Listen to customers

Lead without power

Taking comprehensible decisions

Team Motivation

Presentation skills – clear, understandable, WIIFY

Ability to convince

Prioritization

Decide based on business value / customer value

Focus on substantial issues

Coaching

Know when you need to ask

# Growing a distributed Product Owner team

## Investment into Product Owners at partner organizations

We have three successful models for Product Owners at partner sites:

1. Employ a Product Owner from external with **excellent problem domain knowledge** – in our case, radiologist, and teach SW development, agile, and our product
2. Take a **long years experienced person from a leading software development role**, and teach Product Owner role, customer and business topics
3. Ask an experienced Product Owner from headquarters to **move** (temporarily) to a site

# Growing a distributed Product Owner team

## Investment into Product Owners at partner organizations

Should we do this at all?

Can our partner ramp-up the competency and skill-set in due time?





## Distributed Product Owner team @ SYNGO



- Whole PO team
- Core PO team
- Roles in Scrum Team
- Within the Module (App) – three different models
- Travel needs

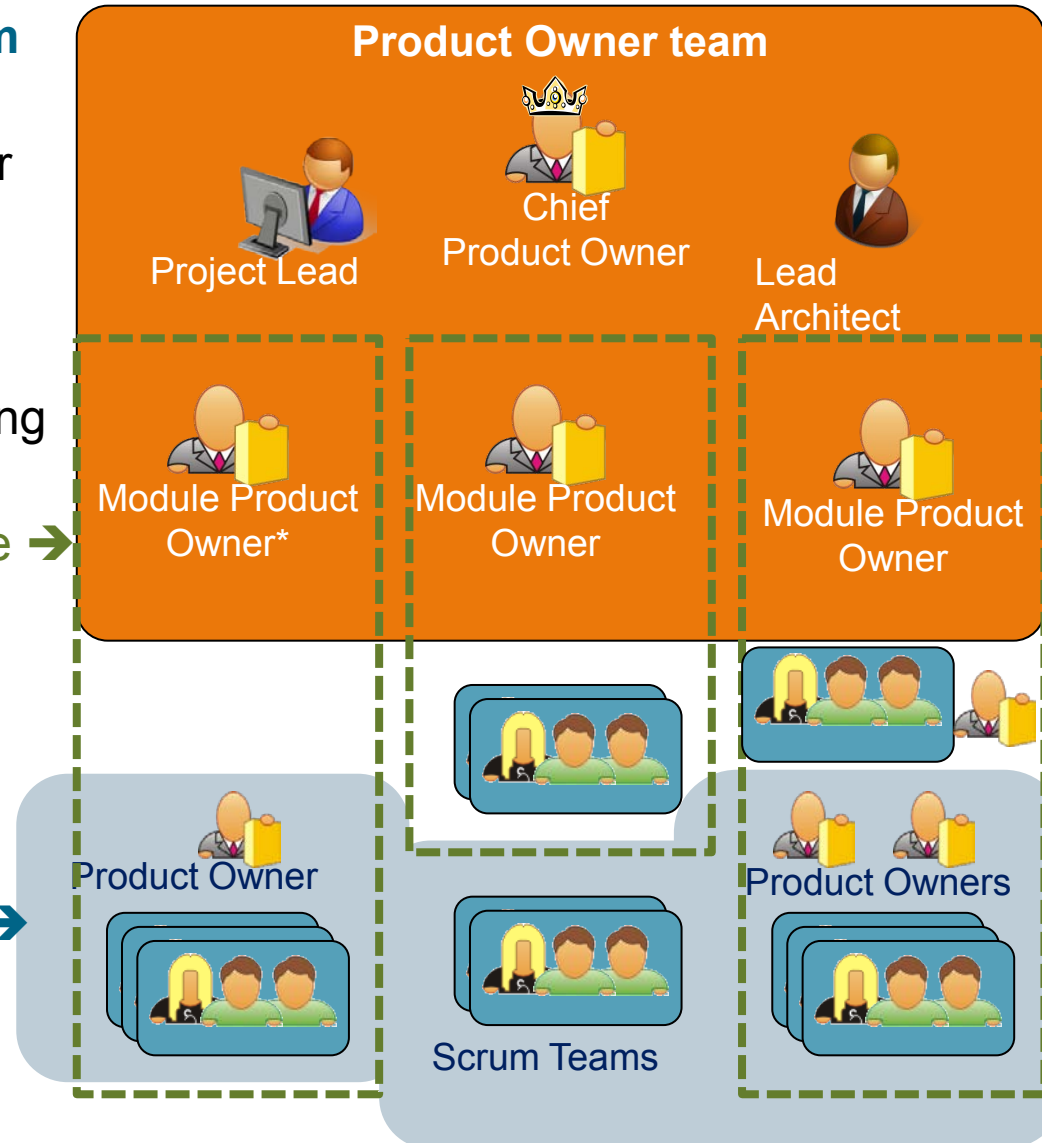
# Product Owner team communication

## In the whole Product Owner team

- Workshops - one to two times per year: roadmap, big features next release, process improvement
- Weekly sync: virtual status meeting

\*App or Module →

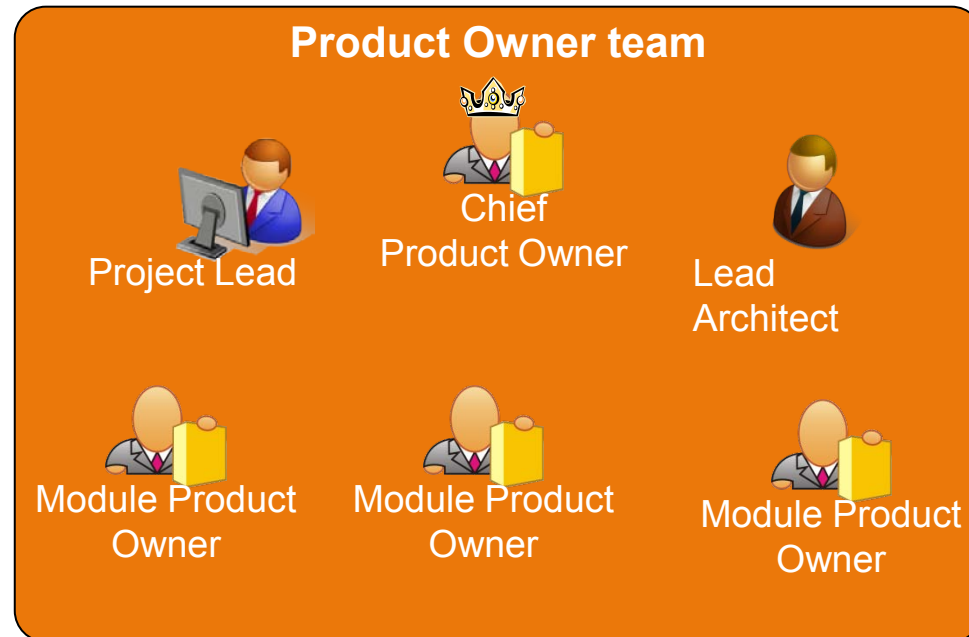
Site →



## Product Owner team communication

### In the Product Owner Core Team

- Daily sync across modules. Important content topics are discussed. =>Virtual meetings!
- Weekly sync including module architects. Discuss features that concern other modules.  
=>Virtual meetings!
- Face to face personal meetings between Module POs or with the Chief PO –very helpful.

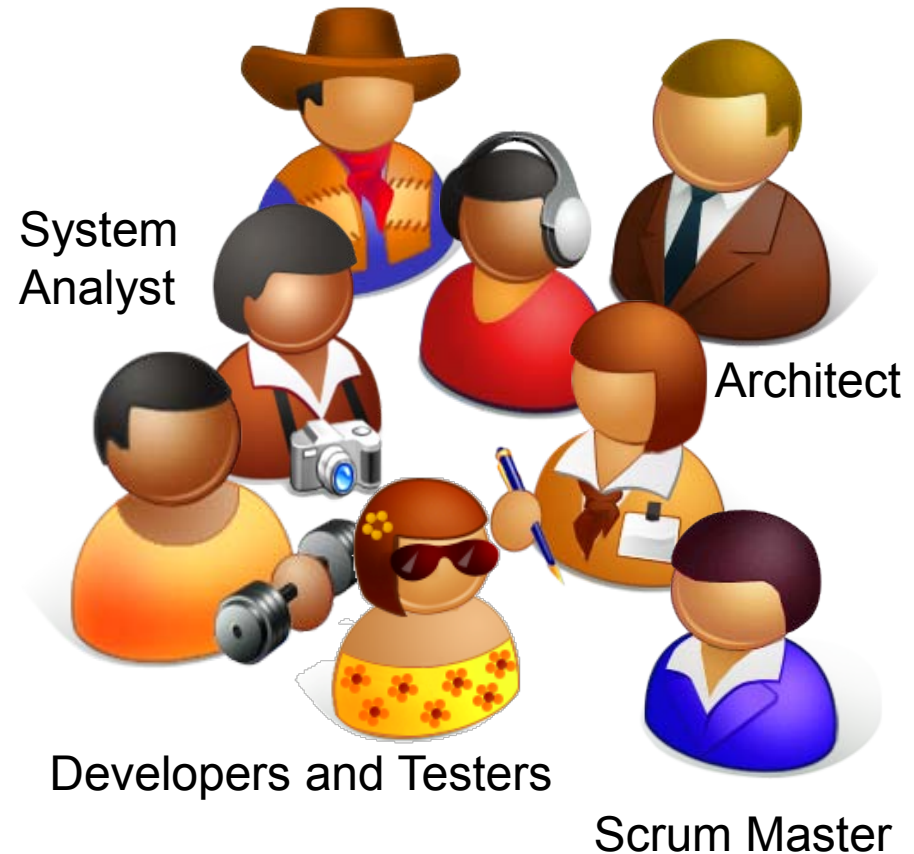


**Recently we have one module PO at a different site. =>Virtual meetings!**

# Product Owner team communication

## Roles in Scrum Team

- **System Analyst** – supports Product Owner in detailed research and requirements. Documents backlog grooming results in backlog and specification document.
- **Team-Architect** – coordinates technical features, redesigns, takes care of technical debt, protects architecture
- **Scrum Master** – takes care for organization, improvement, process



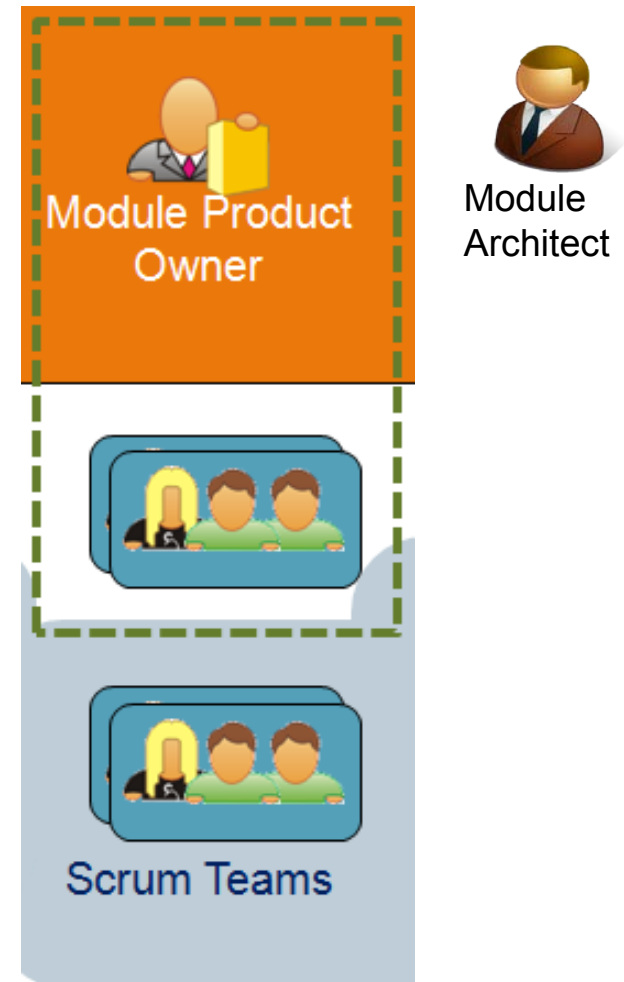


# Product Owner team communication

## Within the Module – model 1

Module Product Owner and module architect in HQ, a few teams - onsite and offsite.

- Module PO prioritizes backlog alone
- Backlog grooming with teams is supported by system analyst, module architect and team architects
- Module PO participates in the sprint reviews with each team and accepts the results

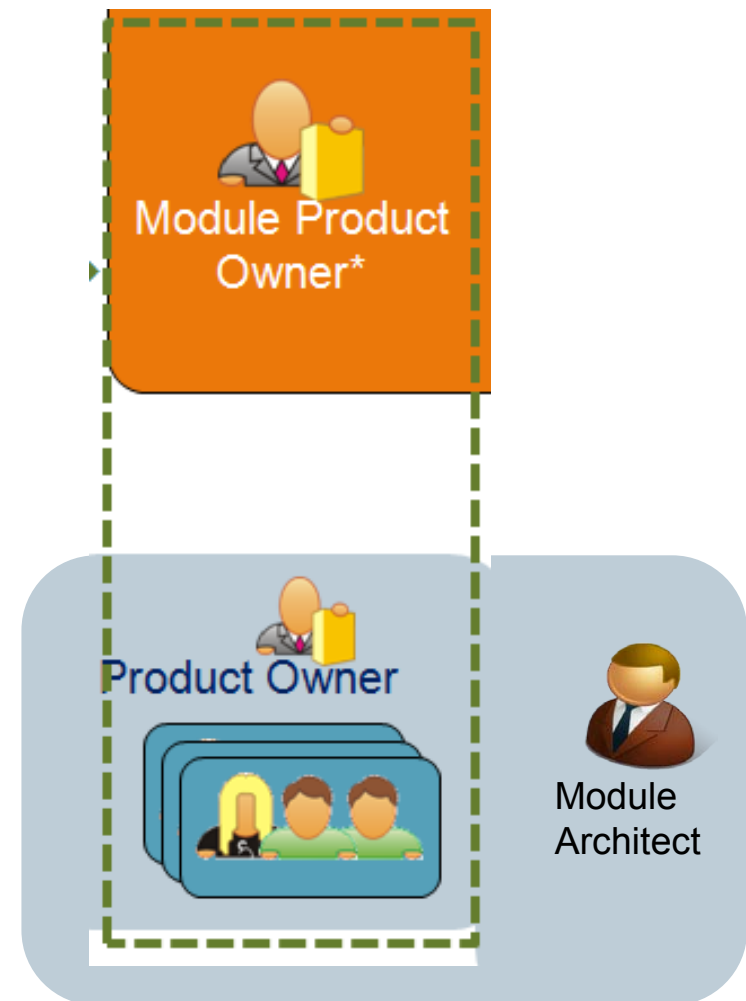


# Product Owner team communication

## Within the Module – model 2

Module Product Owner in HQ, a local Product Owner and a module architect, a few teams – all offsite on the same site.

- Module PO prioritizes with local PO
- Intense communication M-PO and local PO by virtual sync meetings and visits
- Backlog grooming with teams mainly by local PO
- Local PO participates in the sprint reviews with each team and accepts the results

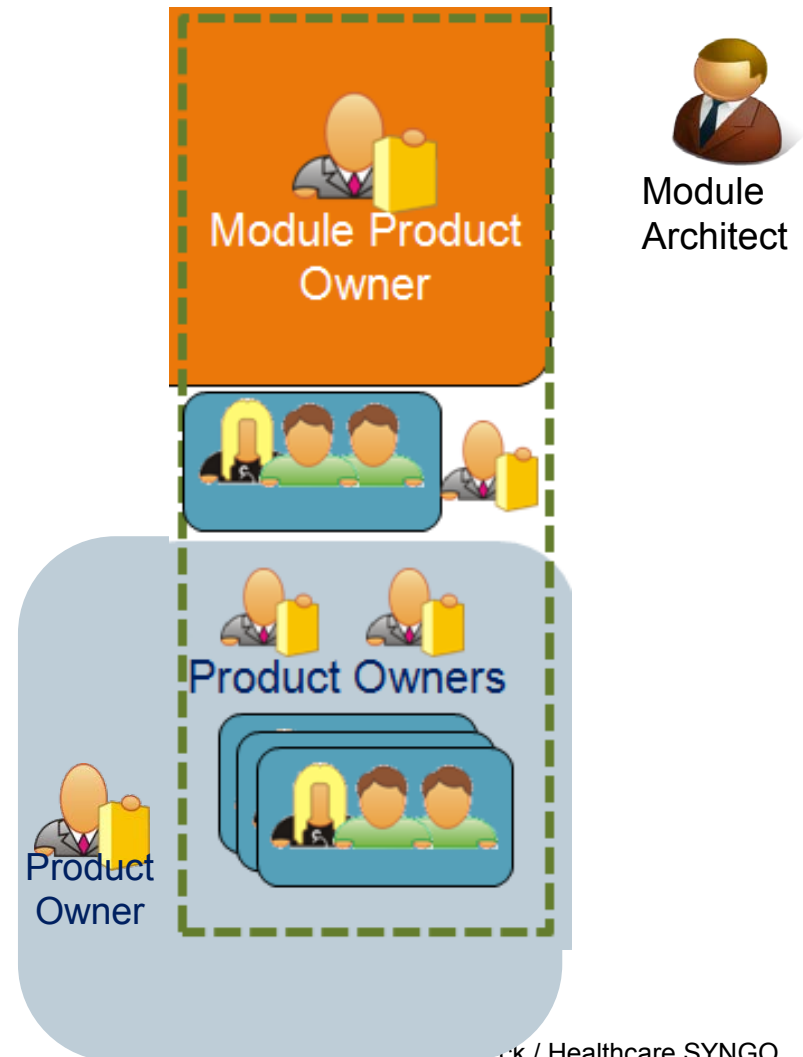


## Product Owner team communication

### Within the Module – model 3

Module Product Owner and module architect in HQ, each team with a team Product Owner - onsite and offsite teams.

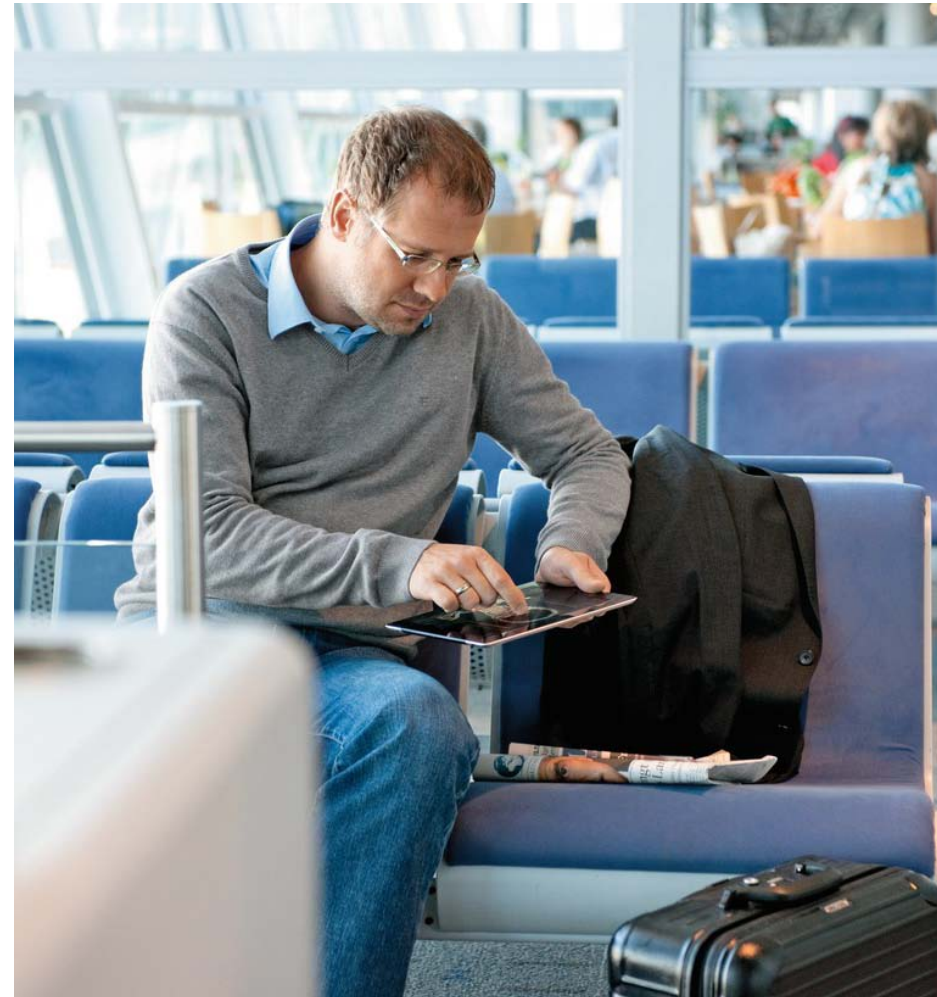
- Module PO prioritizes top level
- Top level backlog grooming with team POs, and module architect
- Weekly virtual sync meetings of module PO, module AR, team POs
- Team PO accepts the results of each sprint for his/her team
- Module PO participates in selected sprint reviews



## Product Owner team communication

### Travel needs

- Module Product Owners travel every sprint (4 weeks) to spend a few days with their remote teams
- Local Product owners from sites travel to HQ to stay in contact with the rest of PO team, and with other stakeholders (5 to 10 times per year)



## Distributed Product Owner team @ SYNGO



- Different customer types
- Congresses
- Local collaboration sites
- Customer Use Evaluation sites
- POs travel to special sites
- Radiology workshop
- Admin workshop



## Customer collaboration

### Challenge: Different Customer Types

All Product Owners need to have access to different types of customers, reflecting different market segments

In our case

- Big and small hospitals
- distributed hospitals with common infrastructure
- Less and more tendency to automation of workflows
- Country, culture, tradition...



# Customer collaboration

## Congresses

Product Owners need to travel to important congresses which our customers visit as well, in our case e.g. ECR in Vienna, RSNA in Chicago, Arab Health in Dubai

- Personal customer contacts
- Learn from customers
- Organize user meetings



## Customer collaboration

### Local collaboration sites

We have collaboration contracts with hospitals at the cities where our development teams are

- Hospital visits for team members
- Product Owners have a local contact
- Sometimes local contact can be used for showing intermediate state of features



## Customer collaboration

### Customer Use Evaluation sites

We do a **Customer Use Evaluation** before each product release at 15 to 20 sites around the globe

- Each Product Owner is responsible for one site as main contact for all topics
- All Product Owners get summarized feedback from Customer sites
- All Product Owners can ask selected Customer sites about their specific topics





## Customer collaboration

### Product Owners travel to special sites

Some Product Owners still need quite specific customers for their topics:

- Who is advanced enough or thinks abstract enough about future needs to talk about this particular topic?
- With whom can we talk about a topic that is still totally confidential?





## Customer collaboration

### Radiology workshop

- Once per year, 10 -15 radiologists from customers are invited to one site for 3 days
- Good mixture of customer types and countries
- All Product Owners can present and participate
- They present the features of the current release for early feedback
- They give a preview on concepts for next release:
  - a) useful feature?
  - b) useable concept?



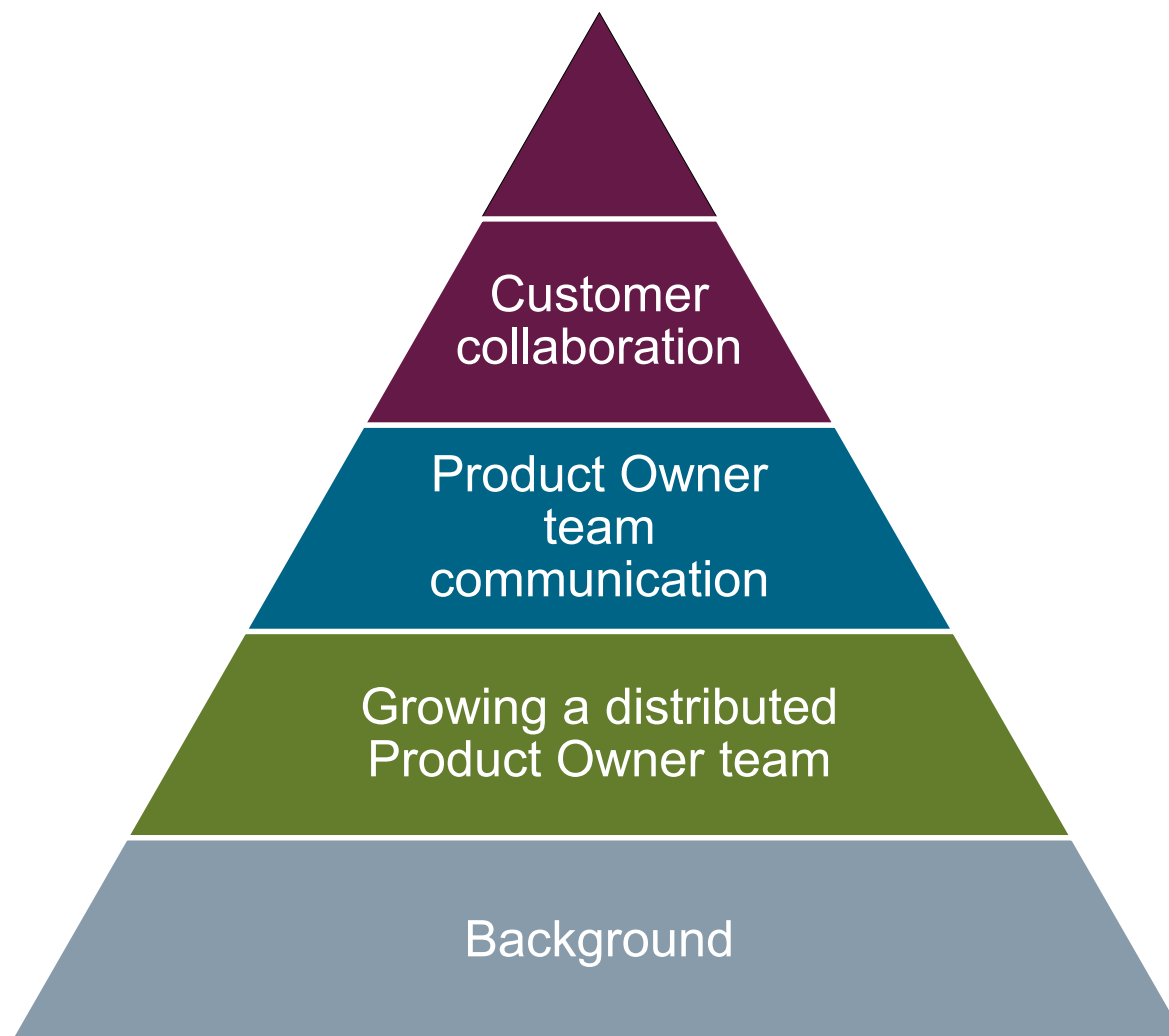
## Customer collaboration

### Admin workshop

- Once per year, 10 IT admins and clinical admins from customers are invited to one site for 3 days
- Selection criteria: long term installed site and intense usage of admin tools and features
- Mainly for Product Owners from the admin related module, others can participate
- Excellent feedback from users
- The Module PO gives the admins virtual money to spend on different future features and wishes => they learn how we prioritize



## Conclusion?



## Conclusion?



### Yes, we can!

Yes, it is possible and has lots of advantages to distribute the Product Owner team with the collocated Scrum teams to the sites.

### However, it requires

- A lot of travel for the POs in the headquarters as well as the POs at supplier sites
- Careful, background and skill oriented selection of persons for the PO role
- Investment into closing the knowledge gaps and improving skills





## Speaker Bio



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