

## Agile Adoption for a Large Retailer

### About the Client

One of the largest music retailers in the United States, the client was seeking a method for saving time and money on IT projects.

### BUSINESS CHALLENGE

To stay competitive in the retail industry, enterprises must adapt to cautious consumer spending patterns and changing purchase channels. Keeping up with current IT trends while keeping overhead low allows retailers to stay competitive in an increasingly globalized market.

The client had been using a waterfall style development for all IT projects, resulting in projects that were over-budget and unable to deliver the business value determined during the initial design phase. The client approached ProKarma to help them transform their IT department into an efficient, innovative machine that could deliver on-budget.

### THE PROKARMA TOTAL SOLUTION

ProKarma's experienced Agile experts conducted intensive multi-day training sessions on the Agile development method.

### APPROACH

ProKarma's Agile trainers conducted a multi-day training clinic on Agile method adoption for all client stakeholders. The sessions were customized to the client's environment, focusing on the specific software and platforms used during project development. To ensure the training was relevant and effective, business issues that pertained to the client were addressed during the training session.



Industry: Retail  
ProKarma Service Domain: Agile

## TECHNOLOGY

The Agile development method is an adaptive method that centers on providing deliverables in stages, allowing for complete visibility and accounting at each stage of a project. The method allows for constantly changing conditions and requirements, testing and QA, user input during all stages, faster delivery, and lower costs.

## EXPERTISE

ProKarma's trainers are well-versed in the Agile delivery method. A team was sent onsite to conduct the training clinic.

## IMPLEMENTATION

The client mastered the Agile delivery model within six months, creating a faster, more efficient, and adaptive IT department. The client saw significant improvement in project delivery timelines and consistent delivery framework across all projects.

## ABOUT PROKARMA

ProKarma delivers integrated technology and business process outsourcing solutions for over 150 global leaders in a wide range of industries and markets. ProKarma is headquartered in Omaha, Neb., with sales and delivery centers in the U.S, India, Argentina and Peru. ProKarma was ranked as the fastest growing IT services company in America by Inc. 500.