

Welcome to the fascinating Virtual World of Maxx Appliances/ Maxx Systems

This exercise is designed to entice you with the advantages of transforming your enterprise, firm, organization, company to an Agile Enterprise Organization. In this experience you will have the opportunity to participate in the work of the organization with a cultural of practice that is consistent with the AGILE Manifesto. You will read more about this as you go.

Don't get to worried if the first time you do the work of the organization you don't achieve energizing flow in the process. You will get a second opportunity to work in an Agile way and start to see the benefits of an Agile Enterprise Organization.

You work takes place in a hypothetical company at a future time, however this company is modeled after a real appliance company and the performance factors are those of the real company in the same situation. They are leveraging technology to exploit the advantages of the Internet of Things ("IoT"). We will see if you can succeed or even exceed their progress.

Have fun, embrace the concept of an Agile Enterprise Organization. We look forward to your comments on the experience. Thank you for participating.

Yours truly,

Lia

Dr. Lia DiBello, President.

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Attachments:

Maxx: Agile Manifesto

Agile Organization: Return on Sales Cause and Effect diagram



Maxx Company Philosophy

We believe in: Gain and share knowledge, empower people to learn from others.

We believe in: Focus on the user and all else will follow.

We believe in: Competing in a commodity market by excelling at being a differentiated product Agile Company.

We believe in: Welcoming change and encouraging stakeholder discussion and input. This makes us a better competitor.

We believe in: Being the supplier who is closely in touch with the users of our products, provides "quick to market"



Becoming Investment of Choice in Our Industry Maxx Systems: Agile Organization

NPUT

Compelling

Product Features &

Market Driven

Quick Decision

OUTPUT

Making at the

Right Levels

Enhancements

Shared Vision & Purpose

Purpose

Unique, Talented

Unique, Talented
People Enabling
Systems

Culture of Group
Achievements &
Personal Growth

External Market Success for

Maxx Systems

Enabling & Leveraging Technology

Net Income: \$20 millio

Current: 6% ROS

Internal Company Success Quick to market, reliable products >92% Repeat Purchases resulting in >60% share of market Above average returns for employees, suppliers, and investors Net Income: > \$100 million Goal: 14% ROS