

# Introducing "**Agfall**" (aj-fall)

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Accelerate the Research, Development, and Launch  
of New Products and Services in Life Sciences



# Waterfall Methodology

## Unique Benefits

### The IDEAL Path

1. Long-term planning of phases, stages, milestones, deliverables, and events
2. Clarity of interdependence among cross-functional teams across workstreams
3. Excellent for leadership and management for high-level decision-making: **See the forest**
4. Exceptional methodology for driving broad coordination across the teams

# Agile Methodology

## Unique Benefits

### The REAL Journey

1. Short-term prioritization of deliverables in adaptation to changing circumstances
2. Frequent stakeholder feedback to improve the quality of ongoing deliverables' execution
3. Indispensable for owners and contributors for daily execution decisions: **See the trees**
4. The proven approach for empowering teams, raising communication and collaboration

# Agile + Waterfall = Agfall

## The IDEAL Path + The REAL Journey

- Long-term planning of phases, stages, milestones, deliverables, and events
- Clarity of interdependence among cross-functional teams across workstreams
- Excellent for executives and managers for high-level decision-making: **See the forest**
- Exceptional methodology for driving broad coordination across the teams
- Short-term prioritization of deliverables in adaptation to changing circumstances
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- The proven approach for empowering teams, raising communication and collaboration

# Agfall = Agile + Waterfall

- Programs in life science research, development, and commercialization require that **outcomes are considered ahead of time**, else pure agile approach of frequent refactoring can lead to a reduction in the quality of desired outcomes.
- In an Agfall project, you break program workstreams into activities and deliverables during the planning phase and then proceed with team sprints and check-ins to collaboratively complete deliverables on priority.
- In Agfall, the planning of required deliverables is robust, like any other waterfall project. Yet, the **selection and execution approach for deliverables is continually fine-tuned based on changing circumstances, feedback, and team priorities**.
- Agfall methodology merges the benefits of both, retaining the clarity and tracking system of the Waterfall method while embracing the adaptability and flexibility of Agile methodology.

**Plan with Waterfall. Execute with Agile. Speed up the whole process with Agfall.**

# What must get done?

## Waterfall

- In a decade (launch)
- In 5 years (pivotal)
- In 3 years (POC)
- In 1 year (IND)
- In 6 months (preclinical)

## Agile

Next quarter

Next month

Next week

Tomorrow

Today



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FEEDBACK