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# Driving Strategic Alliance — with Best Practices

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# Driving Strategic Alignment With Best Practices

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Do you have a strategic and trusted relationship with your business partners? Does your leadership team have the right capabilities, competencies and skills to deliver on what the business needs? Discover how Fermilab uses best practice frameworks and standards such as ITSM, Enterprise Architecture and ISO to enable a strategic approach to IT management. Find out details on Fermilab's Service Strategy and Service Design roadmap and how they achieved success in their strategic alignment with the business of science.

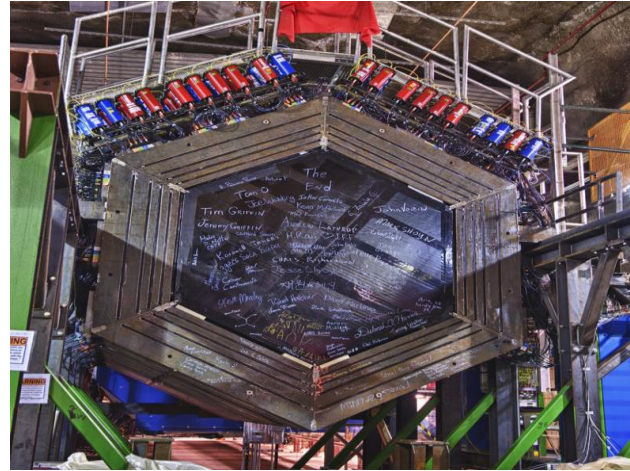
# About Fermilab

Fermilab is America's particle physics and accelerator laboratory.

Our vision is to solve the mysteries of matter, energy, space and time for the benefit of all

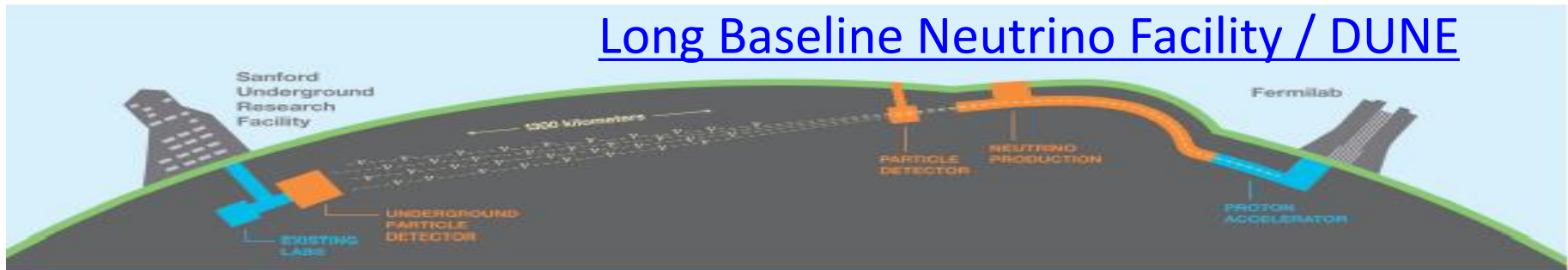


We use these machines to search for the smallest things we can find in nature, and learn more about them. The goal is to find out more about how the universe works.



We build enormous particle accelerators and gigantic particle detectors.

## Long Baseline Neutrino Facility / DUNE



# Agenda

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## Focus



The image features a large iceberg floating in the ocean. A white triangle is superimposed on the iceberg, with its base at the waterline and its apex at the top. The iceberg is divided into three horizontal sections by two white lines. The top section is above the waterline and contains the text 'Strategy & Alignment'. The middle section is below the waterline and contains the text 'Design & Transition'. The bottom section is also below the waterline and contains the text 'Operations'. A small ship is visible on the water's surface near the base of the iceberg.

Strategy & Alignment

Design & Transition

Operations

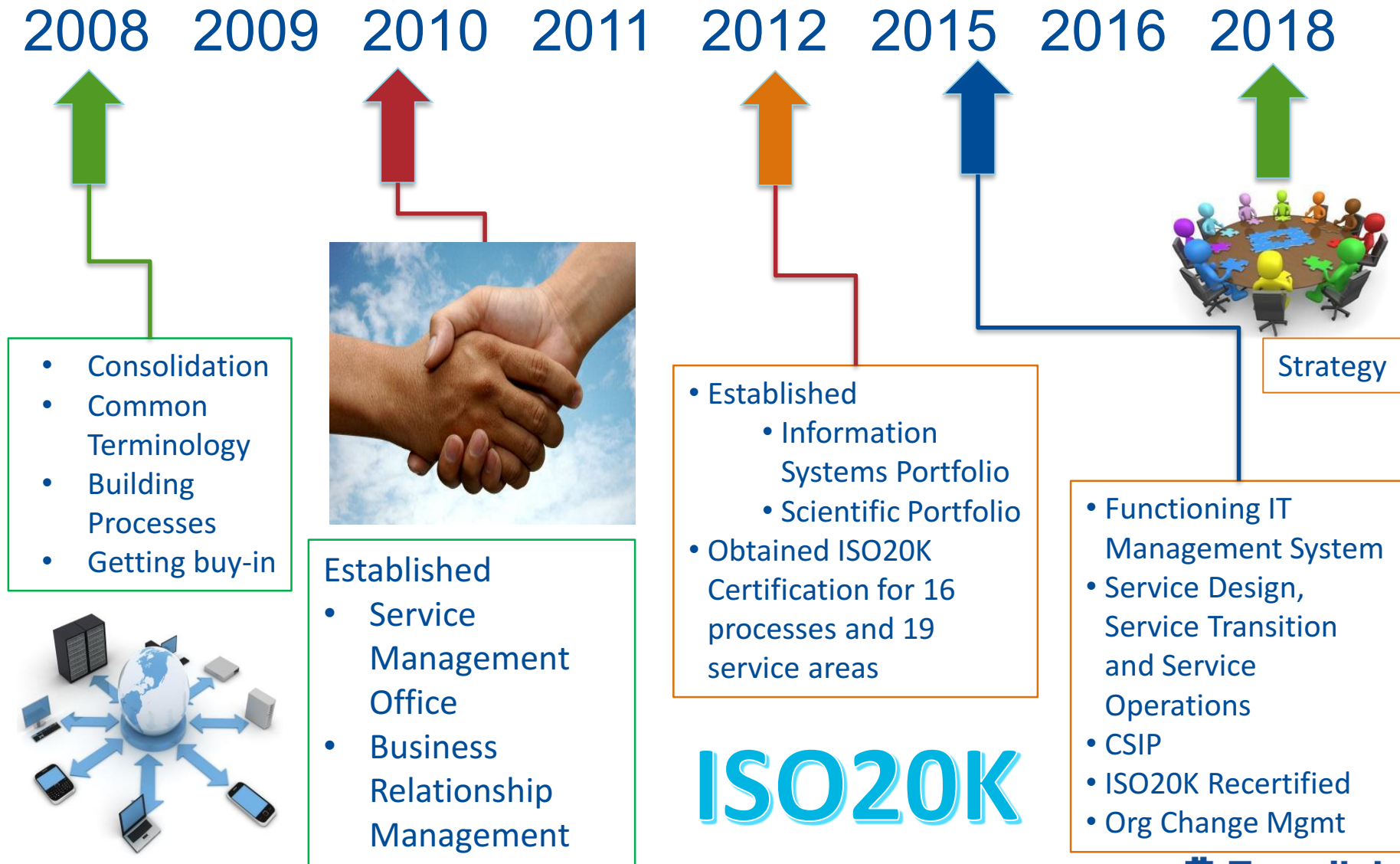
# Fermilab's Service Management Journey

Why ITSM?





# Fermilab's ITSM Journey



# North Star



*Sky imagery from the Dark Energy Survey*

Start with End in Mind



Science ~ Business ~ IT



# Progression Analogy

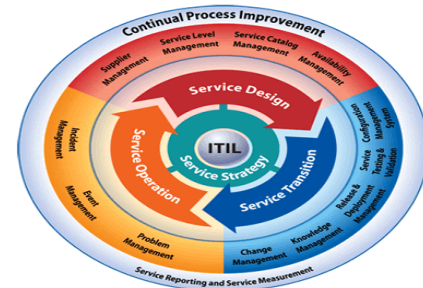
1. Consistency
2. Control
3. Depth
4. Spin
5. Power



Tennis Stroke



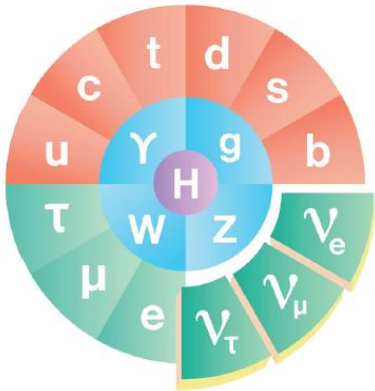
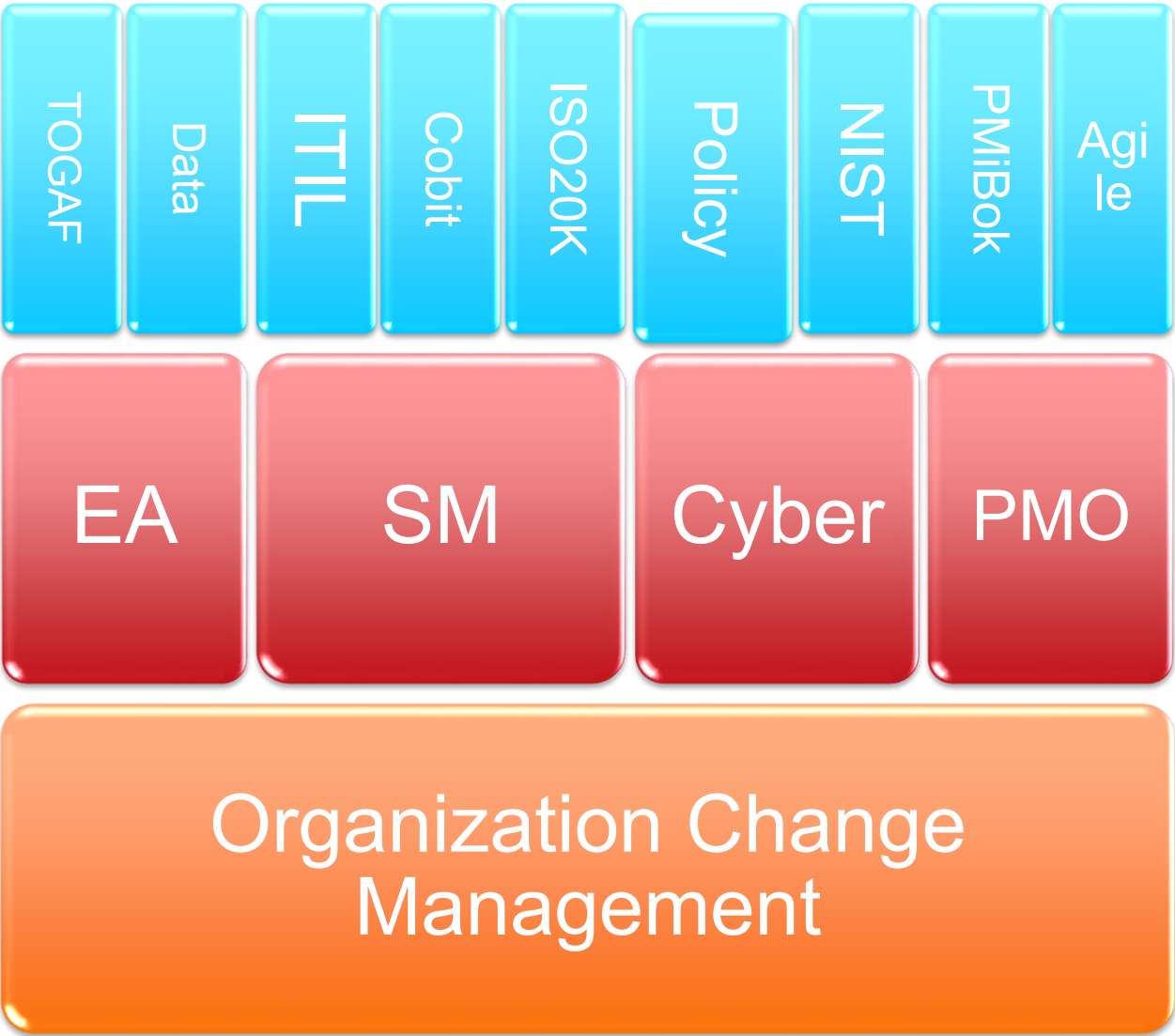
1. Operations
2. Transition
3. Design
4. Strategy
5. Continuous Improvement



Service Management



# Fundamental Building Blocks



## FUNDAMENTAL

Neutrinos are fundamental particles, which means that—like quarks and photons and electrons—they cannot be broken down into any smaller bits.

# Developing the Fundamentals

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We work hard to ensure that our computing workforce are aware of the fundamentals and we have a few requirements that help us to ensure this.

- Investment in staff training is key
- ITIL v3 ½ day training for service owners/providers
- ITIL v3 foundation certification for process owners and service owners if they are interested
- Monthly service owner training
- Regular check points with computing management to ensure we are aligned with the fundamentals
- Integrate fundamentals in how we do business, with strong management support

# Strategy Mechanics

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- Development and maintenance of a **Strategic Plan**
- Computing Operating Model
- Development of **Financial Cost Model** to understand the true cost of providing Computing services
- Expanded use our **Demand Management** and Portfolio Management processes and tools to capture, evaluate and prioritize all demands or requests
- Strategic partners through our **Business Relationship Management** process
- Manage **Organization Change** for all IT projects
- Implementation and management of **Enterprise Architecture**
- Robust **Cyber Security** program

# Strategic Plan

## Computing Mission

- Deliver timely, innovative computing solutions and services that enable Fermilab to achieve its scientific mission; efficiently execute the business of the laboratory and provides a modern user experience.

## Computing Vision

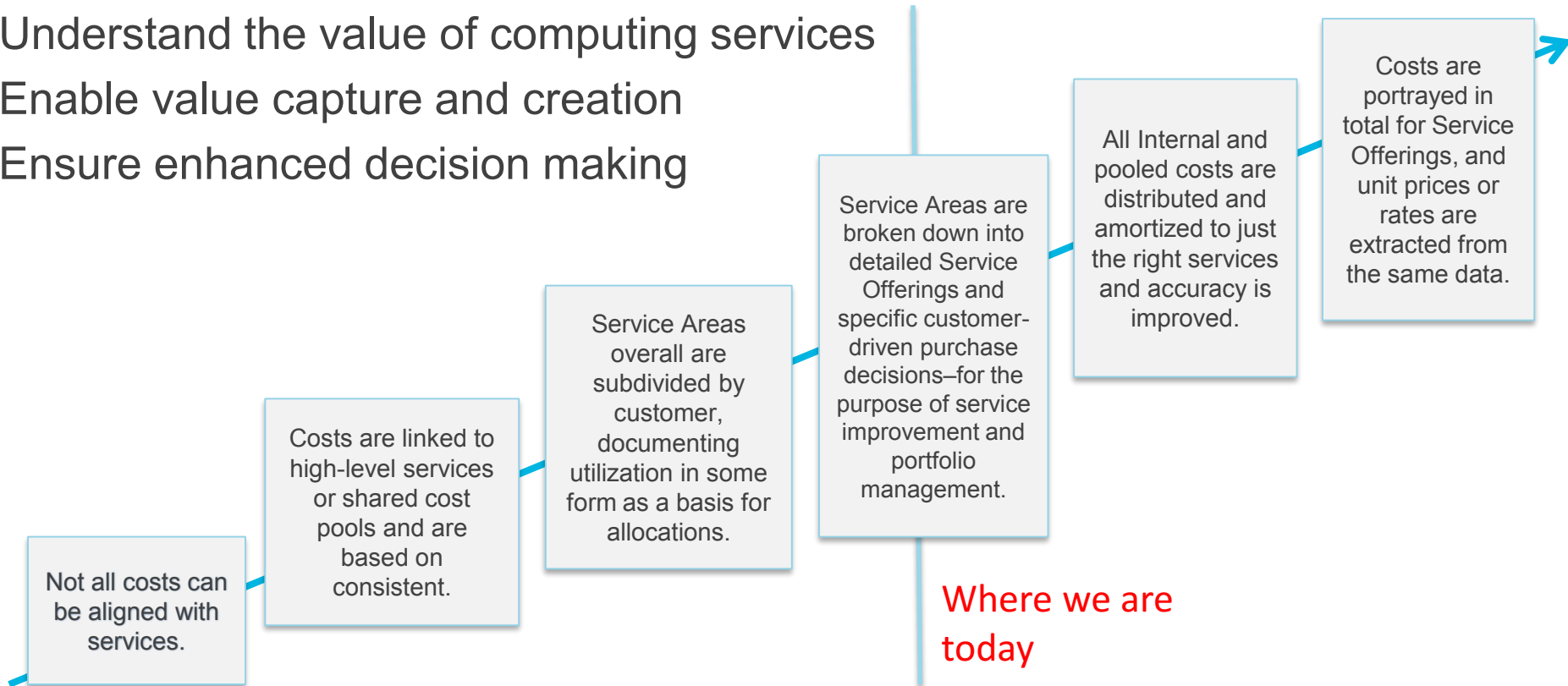
- Provide secure and reliable access to information and services, any time, any place, on any device, in full collaboration with our scientific community



Vision ~ Guidance ~ Alignment

# Financial Management - Service Costing – Maturity model

Understand the value of computing services  
Enable value capture and creation  
Ensure enhanced decision making



0	I	II	III	IV	V
Traditional Budgeting	Transparency	Fair allocations	Demand management	Accuracy	Rates



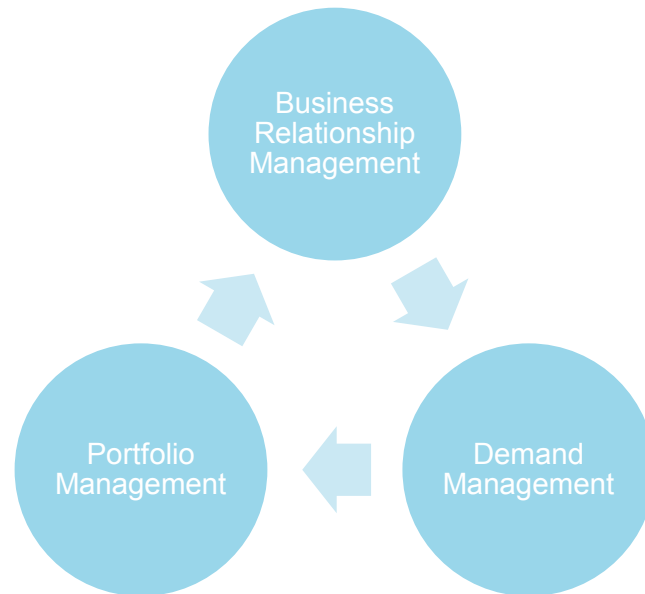
# Customer Alignment

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**Business Relationship Management** identifies the needs of customers and ensures that appropriate services are developed to meet those needs.

**Demand Management** seeks to understand, anticipate and influence customer demand for services.

**Portfolio Management** ensures that service providers have the right mix of services to meet required business outcomes at an appropriate level of investment.



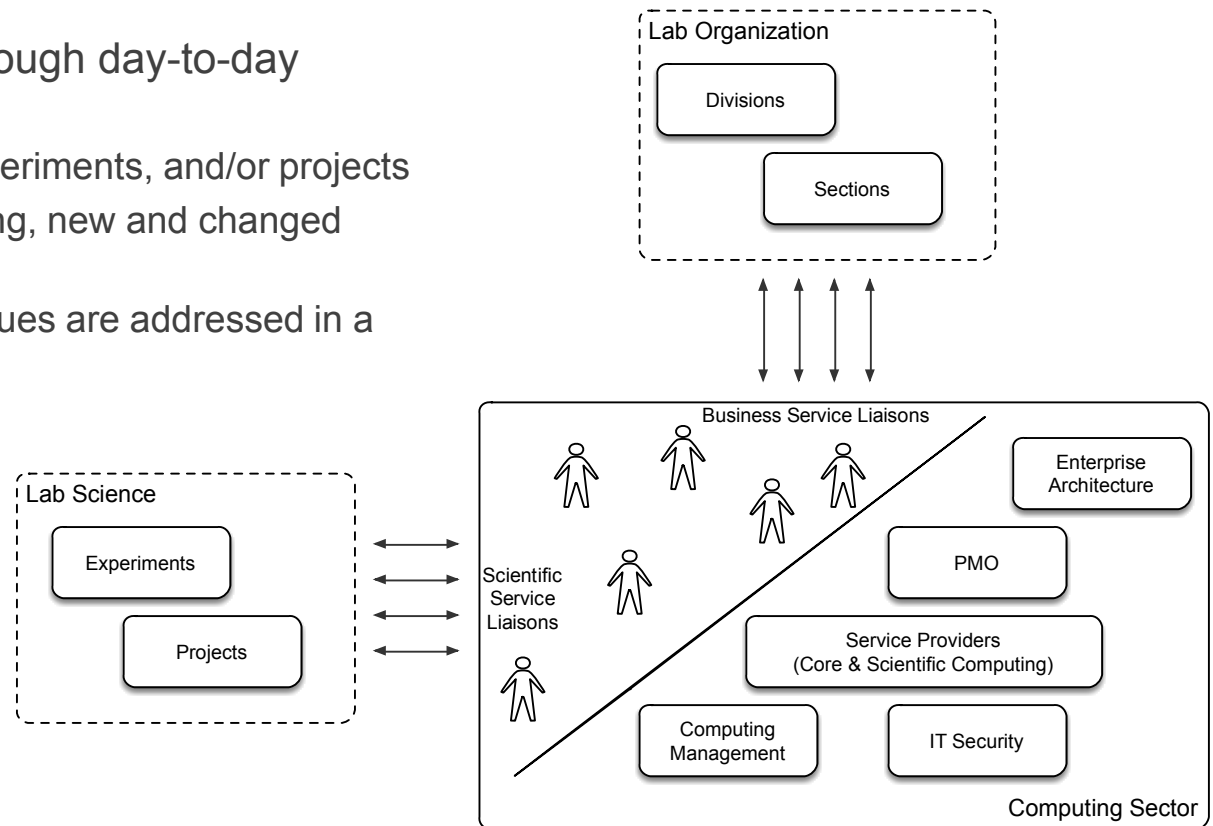
# Business Relationship Management

Active and effective liaisons are key to success

- Business liaisons have IT management experience as well as business area knowledge and expertise
- Scientific liaisons are scientists that reside in Computing and are embedded within experiments and projects

Advise and assist customers through day-to-day interactions with Computing

- Advocate for divisions, experiments, and/or projects
- Communicate about existing, new and changed services and programs
- Pay attention to ensure issues are addressed in a timely manner



# Demand and Portfolio Management

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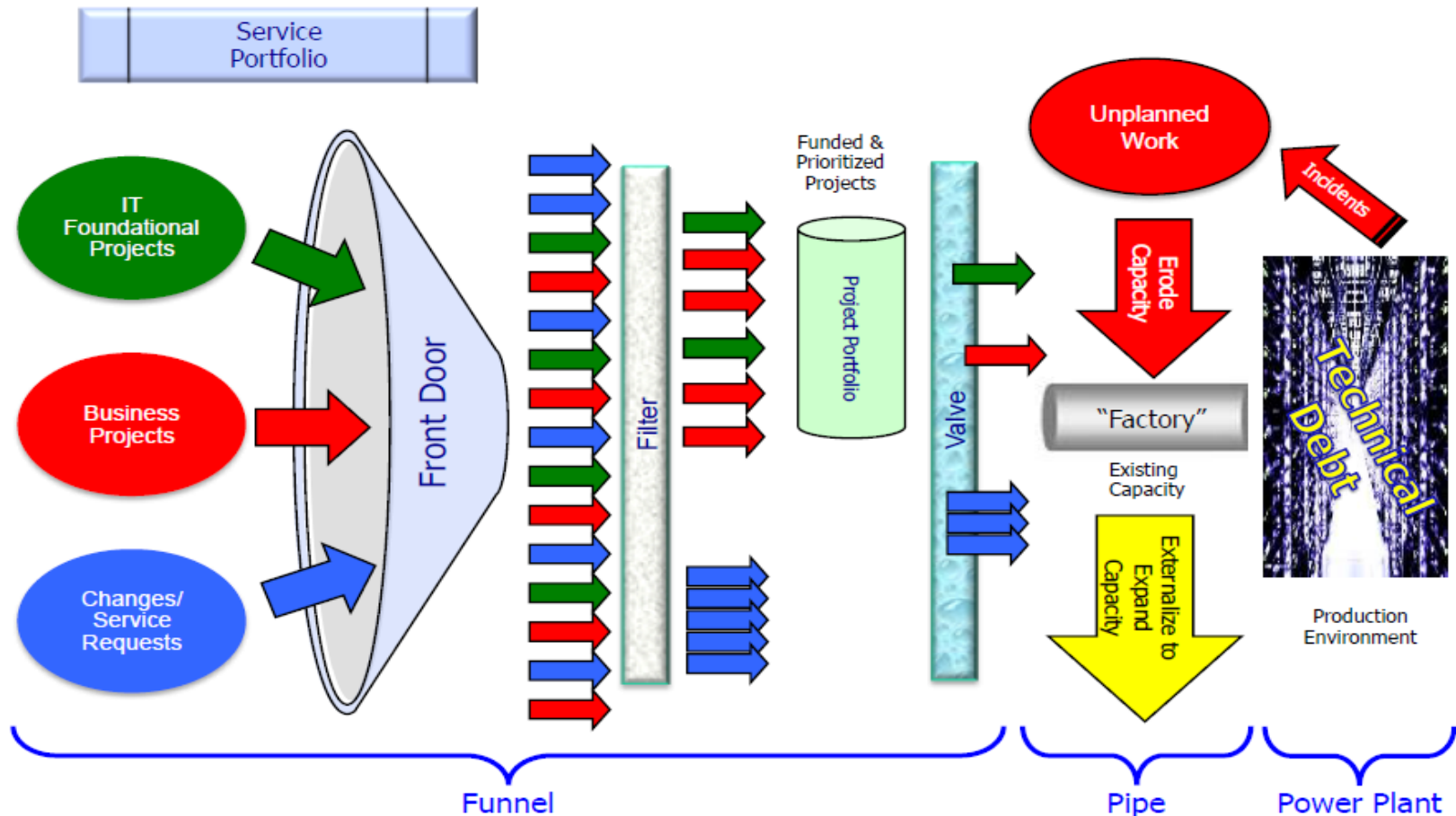
## Implementing Demand Management

- Processes and tools to capture, evaluate and prioritize all demands or requests
- Business Relationship/Portfolio Manager
  - Provide the primary and strategic engagement with customers
  - Identify, categorize and shape (i.e., “flesh out”) all demand
  - Route demand requests to the right portfolio or IT fulfillment team

## Revitalized Portfolio Management

- Expanded definition of “portfolio” to include projects, releases and operations
- Expanding scope of IT Executive Council to be directly accountable for portfolio decisions (rather than simply consulted)
- Expanding monetary scope of Information Systems portfolio
- Integrated Portfolio Management review and approval processes with Enterprise Architecture and Information Security

# Pulling it All Together - Funnel and Pipe Model

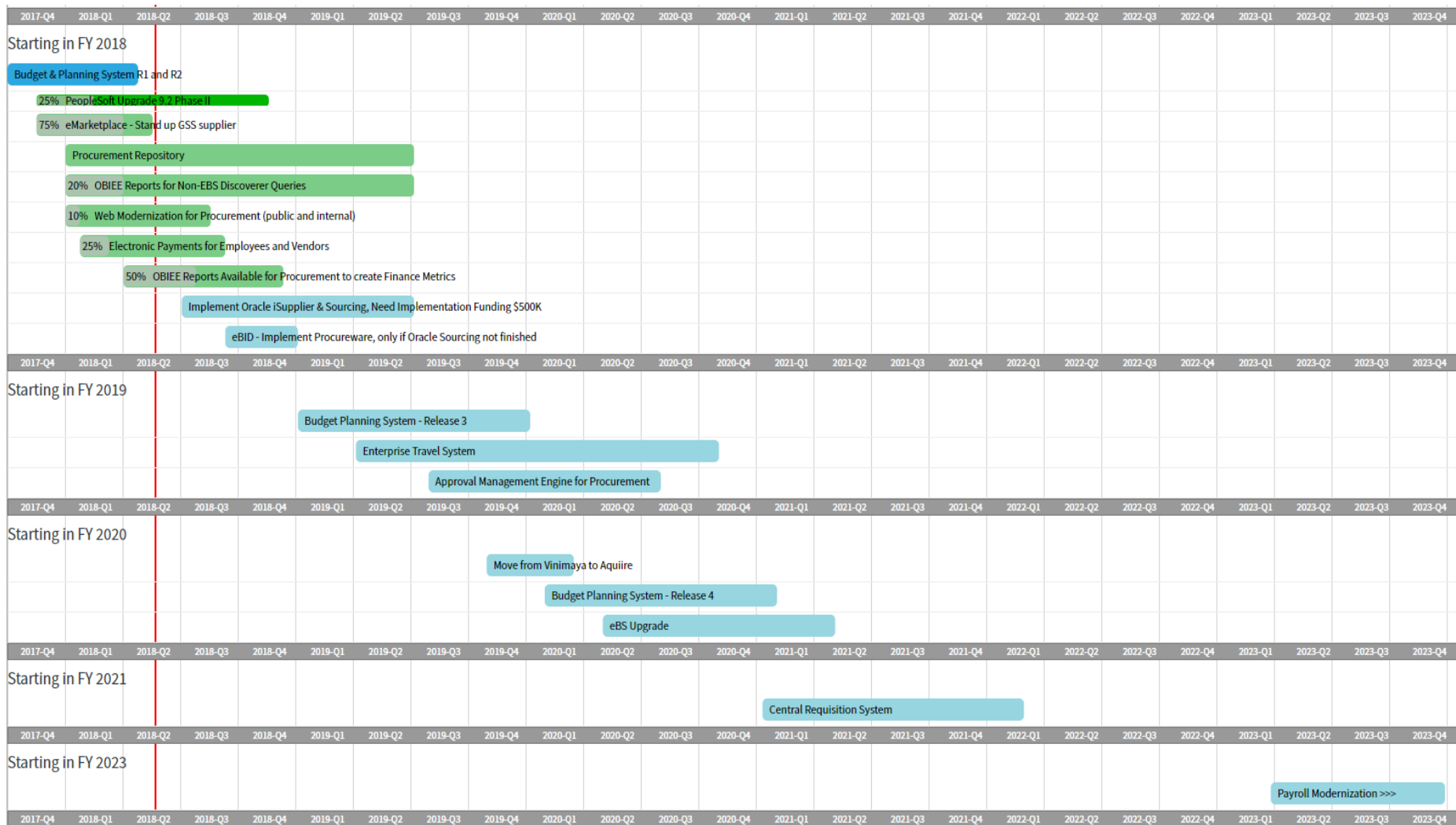


This has been a very effective tool in communicating how this will work

Figure 4

Figure 4. excerpt from MANAGING & ORGANIZING THE ITSM OPERATING MODEL "Funnel Through The Pipe Into The Power Plant" by Jack Probst, Principal Consultant, Pink Elephant

# Finance Roadmap FY18-CY23





# Organization Change Management

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- Formalized for projects in 2015
- Consistent communication is key to any change
- Moving from resistance to acceptance is more than communication
- Important to get involvement from key stakeholders
- Projects require the following:
  - Communication plan
  - Identify key stakeholders/change agents
  - Project talking points
  - Customer talking points
  - If needed, project website for communicating specifics, posters and other campaigns to get ready for the upcoming change(s)



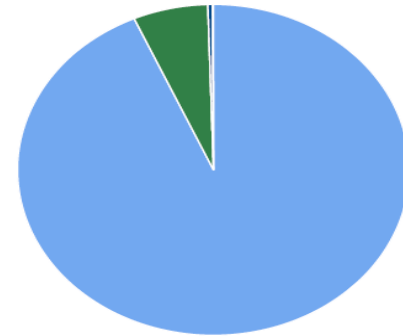
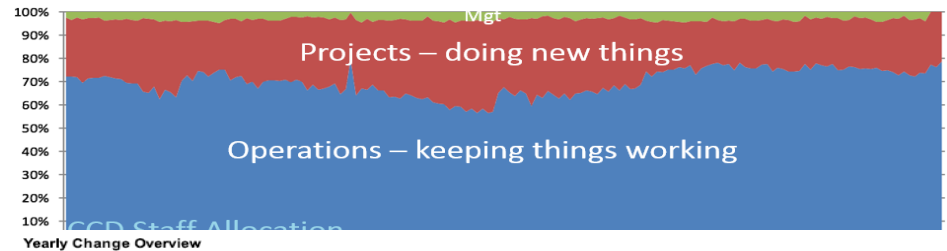
# Service Design

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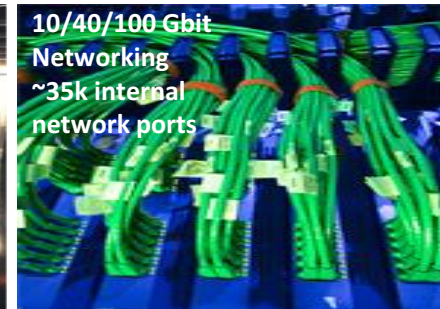
- Created a culture focused on Services
- Service 'Blueprint'
- Improved quality and consistency of service
  - Leverage existing people, process, technology, procedures
- Easier implementation of new or changed services
- Improved service alignment with business
  - Include business functional requirements in the design
- Improved IT governance more effective Service Management and IT processes.
  - Process are adaptable. As you design a service, there is likely something we can carry forward and continually make improvements.
- We use service areas to group related services and offerings, from the provider perspective. This lets us consolidate metrics and KPIs down to a reasonable number, and to report on related services together.
- Over time, reduced total cost of ownership

# CIO Story – The Value of IT

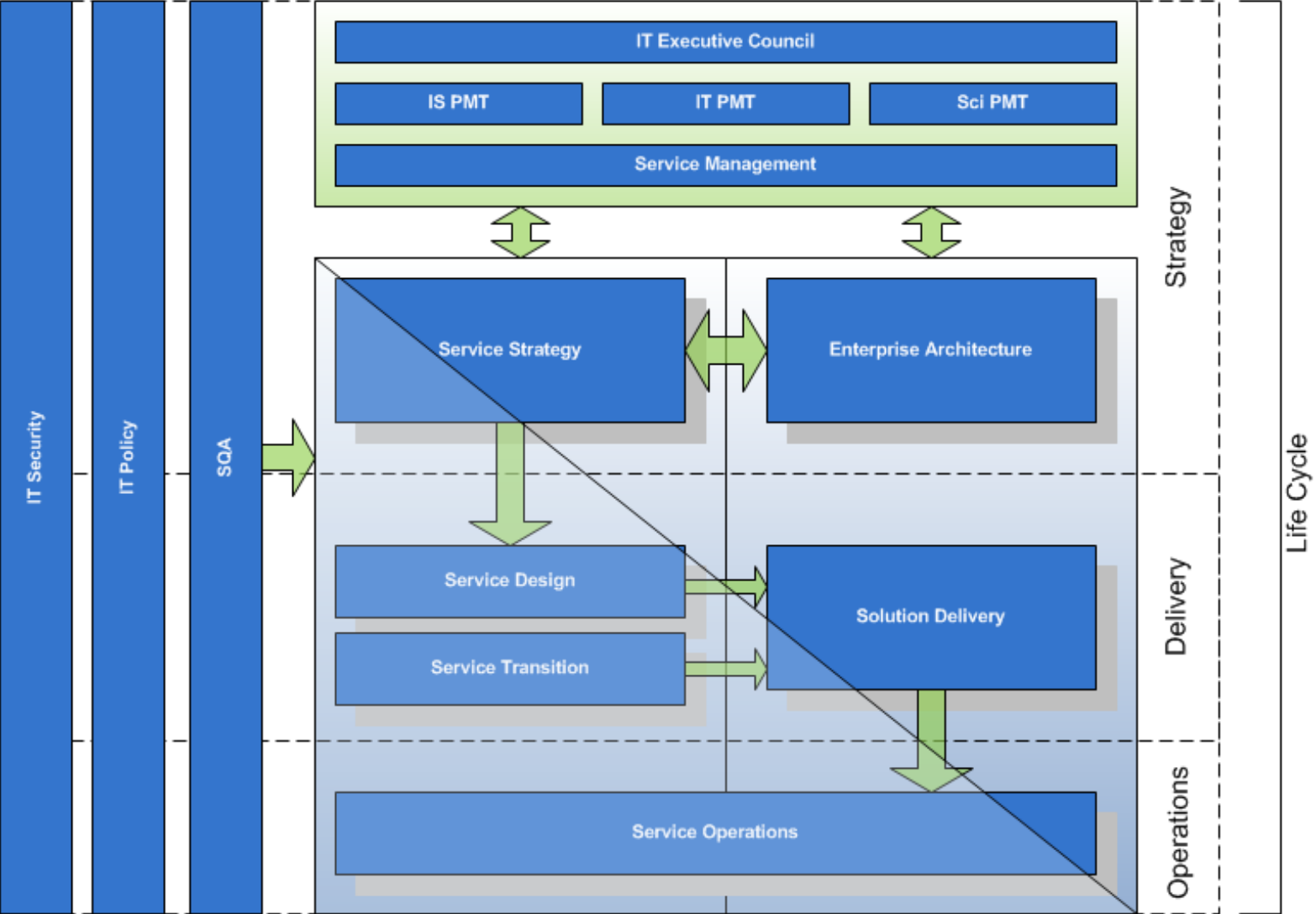
- IT focus is on strategic partnerships, executing and delivering results.
- Better planning and classification of work has increased our ability to execute large projects from 5% to 30% of our budget
- Standard processes make it easy for people to manage their services.
- Improved quality of services and less downtime due to changes.
- We have 49 Service Areas, 272 offerings; 117 of these are ISO certified.
- We are doing more with less. Supplier management has helped us to absorb the financial shortfalls of reduced and flat/flat budgets.



Successful = 1,240 (93.37%)    Successful with Issues = 82 (6.17%)    Backed Out = 5 (0.38%)  
Unsuccessful = 1 (0.08%)



# Computing Operating Model



## Next on Fermilab Journey

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- Deliver agreed projects from the roadmaps
- Continue building Organization Change Management
- Fully implement Demand Management for all business areas and service teams
- Service Costing to the next maturity step
- Full ISO20K recertification is “No Op”— where we don’t do anything but our normal work to prepare for the auditors.
- Improved training and tools for service providers



# Results

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- Agility to respond to the changing needs of the experiments and projects
- Continue to provide the premier computing centers and tools for experiments (CMS, DUNE, NOvA, etc.)
- Transform the enterprise to make information more accessible
- Broader benefits
  - High Energy Physics community with HEP Cloud
  - Machine Learning
  - Quantum Computing
- Lower stress level – staff knows what is expected of them and when and how to navigate the landscape
- Strategic Partnerships with the business and science

## Key Takeaway

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- Fundamentals allow Strategy to lead
- Organization Change Management is here to stay
- Strategic Alignment takes commitment
- The North Star – Strategic Partnerships



Science ~ Business ~ IT

# Always leave with the Bison

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# Questions?

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*Thanks to my Service Management team and Computing management for the support we have for the program.*