“SolutionsIQ engaged directly with our development team to deliver software using Agile practices, rather than just telling them how to do it. This accelerated our ability to deliver critical functionality to our customers and to successfully integrate Agile into our development organization.”

— Thomas Haug, Vice President of Engineering

Electronic Evidence Discovery, Inc. (EED”) is a leader in litigation hosting technology and electronic discovery services. For more than a decade, EED has reduced the cost and time required for eDiscovery in over a thousand high-risk cases. With headquarters in Kirkland, WA, and regional operations in Chicago, New York, Washington DC, and London, EED serves 60% of the Fortune 500 and 45% of the NLJ 250.

**Challenge**

Electronic discovery (eDiscovery) is a highly competitive, rapidly changing technology-enabled services industry. With 28% growth forecasted for the market and more than 80 companies offering these services, the industry is expected to consolidate over the next three years. In the face of stiff competition, eDiscovery pioneer EED determined that incorporation of Agile and Scrum practices could help them drive a world-class research and development team to innovate faster and stay ahead.

“We knew Agile was the right way to go to both drive new sales and better serve our existing customers,” explained Thomas Haug, EED vice president of engineering. “We are in an economic war and want to win—without doing so over the burned out bodies of the development organization. Agile methods respect the professional and personal well-being of team members.”

**Solution**

Haug had a background in Agile when he joined EED, and he began working with the development team to integrate Agile practices. Wanting to step up the rate of adoption, Haug turned to SolutionsIQ for help.

“We were fully committed to integrating Agile development methodology,” explained Haug, “but with 1.5 million lines of code—some of it dating back to 1999—it was a pretty big challenge. What we had going for us was a strong team with a desire to change.”
EED engaged with SolutionsIQ for Agile coaching and software development services. This enabled EED to successfully deliver critical functionality that was currently delayed in the pipeline, while also increasing the development team’s competency in Agile methodology. Components of the engagement included:

**Complete onsite feature team**
- Seeded with two strong EED developers
- 10 days of professional Scrum coaching

**Practice focus**
- Pairing sessions using shared development environment
- Self organizing, empowered teams
- Regular iterations of prioritized development based on user stories
- Integration of story-based acceptance testing, test-driven development, and automation

“SolutionsIQ engaged directly with our development team to deliver software using Agile practices, rather than just telling them how to do it. This accelerated our ability to deliver critical functionality to our customers and to successfully integrate Agile into our development organization,” said Haug.

**Results**

Using a seamless combination of Agile software developers and Agile consulting coaches, SolutionsIQ delivered working software and helped build an agile, adaptable team.

“In the six months since the project began, SolutionsIQ has worked with our team to deliver the core features that were of the highest value to our customers and salespeople,” said Haug. “SolutionsIQ has helped us use development resources more efficiently and effectively. We hope to accomplish the same with the other half of our development team in the next phase of the project.”

Key benefits included:
- On-time delivery of critical software
- Higher-quality features/functionality
- Increased customer satisfaction
- Increased job satisfaction for development team

---

**About SolutionsIQ**

SolutionsIQ offers a full spectrum of services to develop software and fulfill technical talent needs, while improving your Agile knowledge and capabilities. Clients include AT&T (Cingular), Amazon, Corbis, Expedia, Federal Home Loan Bank, Infospace, Key Bank, Nike, Nordstrom, Regence Blue Shield, Safeco, US Bank, and Washington State University. A Microsoft Gold Certified Partner, SolutionsIQ is also a member of the Java Community Process, Scrum Alliance, Software Association of Oregon, and Washington Technology Industry Association. Learn more at [www.SolutionsIQ.com](http://www.SolutionsIQ.com).