

Hello, and welcome to this meeting of bulshitters anonymous.

BULLSHIT

Hi, my name is Ben Gracewood

And I am a bullshitter

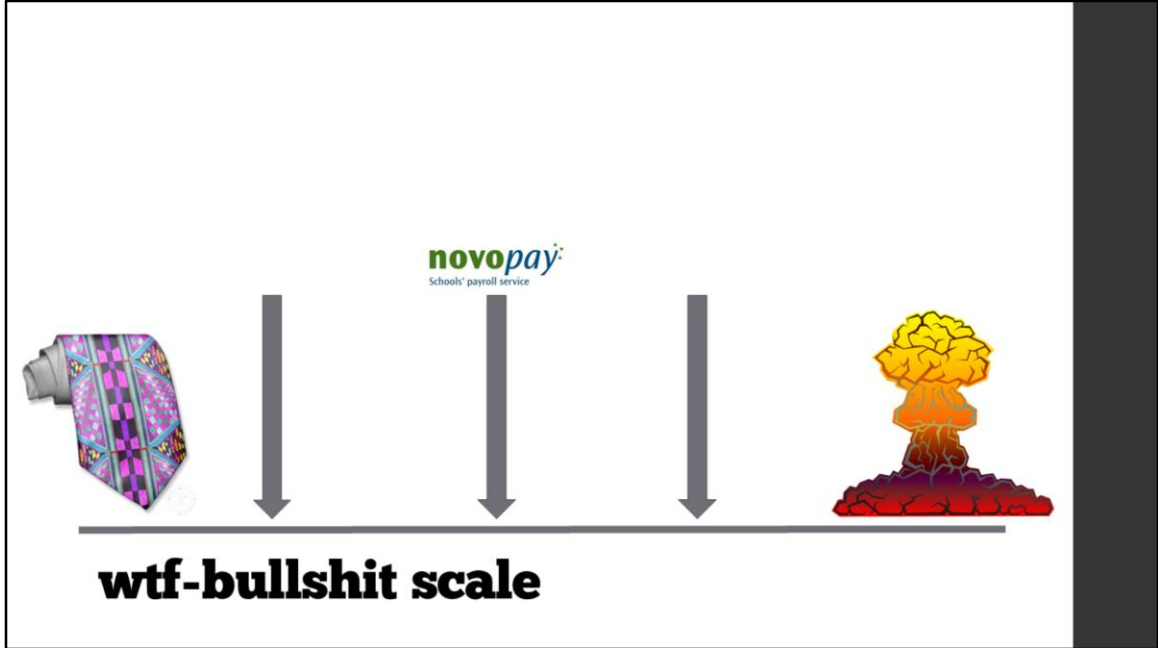
However, I have been clean for about 2 years now. It's been a really hard road to walk, but I've managed to stay clean

I've stayed clean partly with the help of our patron saint, Saint Koz. Here he is preaching.



Saint Koz is of course the patron saint of the Warrior Truth Force

The warrior truth force is dedicated to eradicating bullshit everywhere.



While I have been engaged in Big IT bullshittery, I take some solace in the fact that my own bulshittery was on the lower end of the scale.

Of course I'm talking about the wtf-bullshit scale, which ranges from "Yes that tie looks great" to genuine nuclear-scale bullshit.

USA AIR FORCE

the project has racked up US\$1.03 billion in costs since 2005, "and has not yielded any significant military capability,"

"We estimate it would require an additional \$1.1B for about a quarter of the original scope to continue and fielding would not be until 2020

SAP tends to inhabit the upper end of the scale

For example: SAP sold a \$100m "package solution" to Waste Management in 2005. They were sued in 2008 for Fraudulent Sales Processes, and settled in 2010 for \$80m

Thing thing about SAP is that they really embrace their bullshit. Despite being sued and losing, the just keep coming back, and were sued again last year for the same

fraudulent sales processes.

NOVOPAY



- Long-duration projects will rarely meet the expectations established at their inception.
- Have the courage to query or stop projects that are clearly in trouble or where their likelihood of success has been compromised.

Discuss Novopay review content

signs you may be a bullshitter

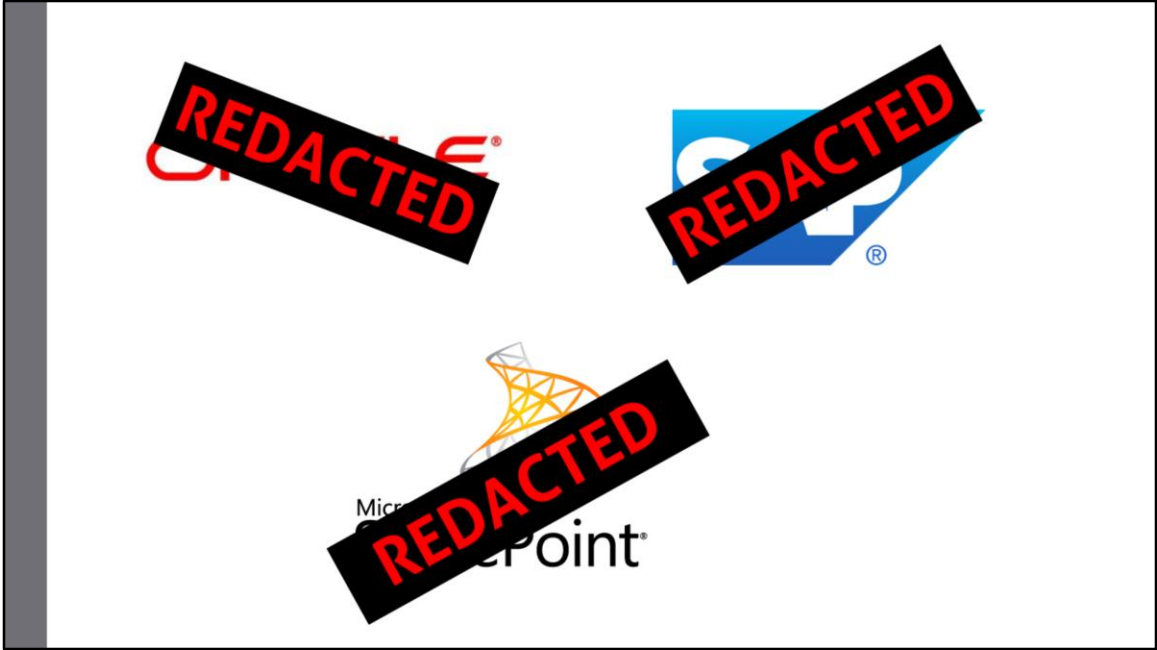
Do you need help? Are you a bullshitter? Are you ready to join the wtf?

Are you working on an IT project with a budget of more than \$10 million dollars?

, " Jim Johnson, chairman of Standish Group International, surveyed more than **8,000** software-application projects over the past few years.

"If an ERP project costs more than \$10m, your chances of coming in on time and on budget are statistically zero"

"You also have a 50/50 chance of its being canceled before it's completed after you've spent 200% of your budget."



Other signs you may be a bullshitter include these logos



wtf-bullshit fact
It's All Fucked

Because we're working with scammers and liars

The incentives are all wrong: the objective of the game has become to maximize budgets in order to cover the unknowable.

The industry is rife with ass-covering and bullshit

wtf-bullshit fact
IT Vendors are assholes

Don't be afraid to say it

ESPECIALLY product vendors



wtf-bullshit fact
We're a laughing stock

I assume that a large portion of this room is involved in the software industry to some degree

Internally we have an us and them view of our industry:

we're the good guys.

Big IT are the baddies

But to Joe Public, INCIS, Novopay, and Corrections are all "them". We are them.

**let's
fix
this**

I know we're not all working on government projects, but I want to suggest some things that each and every one of us can do to help fix this.

Call Big IT on its bullshit

- The truth will set them free

Part of fixing the problem is shining a light on it

Packaged Software isn't

Continuous history of failure

Diverts investment offshore – even the best project

It's easy to get involved in government. Select committees, FOI requests, calling your MP, etc.

IANAL

I Am Not A Lawyer

New Zealand Defamation Act 1992 Part 2: Defences

- Section 8: Truth
- Sections 9-12: Honest opinion

So on that note...

Tips for calling Big IT on bullshit follow

It is my opinion that

SLP are

SCAMMERS

All large IT Projects

SUCK

that is the truth

THE ULTIMATE INSULT CREATOR

You know what? You're nothing but a...

← CHOOSE ONE →	← CHOOSE ONE →	← CHOOSE ONE →
LAZY	DOUCHE	PILOT
STUPID	ASS	CANOE
INSECURE	TURD	CAPTAIN
IDIOTIC	RECTUM	PIRATE
SLIMY	BUTT	HAMMER
SLUTTY	COCK	KNOB
SMELLY	SHIT	BOX
POMPOUS	CROTCH	JOCKEY
COMMUNIST	BITCH	NAZI
DICKNOSE	TURD	WAFFLE
PIE-EATING	PRICK	GOBLIN
RACIST	SLUT	BLOSSUM
ELITIST	TAINT	BISCUIT
WHITE TRASH	FUCK	CLOWN
DRUG-LOVING	DICK	SOCKET
BUTTERFACE	BONER	MONSTER
STONE DEAF	SHART	HOUND
UGLY	NUT	DRAGON
CREEPY	SPHINCTER	BALLOON

WORD SWAP VA

**Consultants from company x are
drug-loving nut
goblins**

**Tell the truth and
then run.**

- Proverb

As a last resort

Are you part of the problem?

- Doing your best work inside bad companies or projects is not a solution
- Agitate or leave

Not only are you wasting your talents, you are supporting the existing model that is clearly failing.

“If the decisions you make about where to invest your blood, sweat and tears are not consistent with the person you aspire to be, you’ll never become that person”

Clayton Christensen

Don't support big IT projects

- The Government is us
- Accept uncertainty
- Demand transparency
- Support incremental development
- Support custom, local software

We are the government. It is not some magical external apparatus. It exists to serve us.

The reason IRD has allocated \$1.5bn of budget is because we demand certainty in budgets

Govt IT instead of open source?

Give your expert advice and support. Adopt an MP



but

There's always the but.

But big IT companies have processes and can weather the vagaries better

But this project is too complex to break down into small chunks

That's more bullshit.

We know the current approach doesn't work. We know we can do better.

SAY NO TO BULLSHIT

The thing about “but” is it’s just more bullshit.

Call to arms.