

## CASE STUDY BUSINESS

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**Thomas De Vos**  
IT Enterprise Founder

U.K.  
REGION

15  
EMPLOYEES

Technology  
INDUSTRY

itenterprise.co.uk  
WEBSITE

Clients are amazed by the **beautiful** mind maps used to plan out projects

Mind maps are embedded in Confluence to form **user stories and sprints**

Agile project management is achieved with tools that can be edited **in real-time**

Project estimates are **realistic**, as no requirements or costs slip through the gap



## CASE STUDY BUSINESS

Learn how IT Enterprise use MindMeister to provide bespoke IT solutions.

Thomas De Vos is the founder of IT Enterprise, a UK company that helps start-ups and small to medium-sized enterprises by providing bespoke software solutions. Instead of providing an off-the-shelf option, the company strive to meet 100% of their clients' requirements.

IT Enterprise's work spans from software solution development, to software prototyping and more recently, artificial intelligence and machine learning. This diverse work poses various requirements, needing agile and reliable tools to successfully complete their projects.

### Accurately understanding the client's vision

It's vital that the initial consultation between IT Enterprise and their client enables the team to record every last detail – for this, Thomas explains they use MindMeister:

"First, using MindMeister in person or over Skype, we establish what the clients' key requirements would be. Having these requirements displayed in a visual way immediately demonstrates the complexity of the project to both us and the client. Linking different sections of the mind map allows the team to visualize interactions between different project areas, while defining the client's user story and how we will go about achieving it."

"With MindMeister, our clients will often have a eureka moment in understanding a key issue or solution to their problem."

### Client liaison simplified

The initial project planning map is then shared with the client, ensuring that the team and the client have a shared vision and understanding of what is desired. At this point, if any details have been missed or misunderstood, it provides the client with the opportunity to raise the issue ahead of the development stage. Thomas explains, that this stage always impresses their clients:

"MindMeister looks absolutely brilliant so when we send over the complete mind map to our clients, it really blows them away – often they've had something on their mind which they haven't yet been able to articulate, and they then have a eureka moment in establishing the key issue or solution."

"We input the mind map into our Confluence page so we're able to link it directly with our user story."

A challenge the IT Enterprise team had previously experienced was when additional client requirements had slipped through the gaps at the first stage, meaning these expectations weren't included in the initial project plan and estimate. However, sharing the mind map with the client for sign-off allows the team to use the map as an accurate estimating model, taking into account all requirements and ensuring there won't be any nasty surprises for either the team or their clients.

### The result: turning the client's vision into reality

To get their client's vision spot on, the IT Enterprise team take an agile approach, ensuring the project vision is accurate to start with, and then using Jira as their project management software to turn these plans into reality.

First of all, the team use Confluence to plan out the client user story and the necessary sprints. Thomas explains:

"We use Atlassian tools alongside MindMeister in a seamless way as we use the high-level requirements from MindMeister to create our user story for our sprints within Confluence. We input the mind maps into our Confluence pages directly, so we're able to link the user story directly with the data and refer back to the project plan."

These user stories are then translated directly into Jira, allowing the team to manage the project, obtaining a strong understanding of the bespoke requirements, from the initial client meeting until successful completion.