The two main actions to achieve Business Agility

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Why do you need to have Business Agility?

Because Digital Transformation is here

80% of CEOs globally expect their organizations to face the challenges of **Digital Transformation**

90% of the top priorities of business leaders can only be achieved with the **Support of Technology**

How is **Digital Transformation**
Impacting your organization?

───────── Having a Mobile App

───────── Cool Digital Presence

───────── Having a canvas board with post-its moving around in one or two rooms

Digital Transformation is a
lot more than just ...

———— AI

———— DL

———— ML

———— Industrial Automation

———— What we still don't know
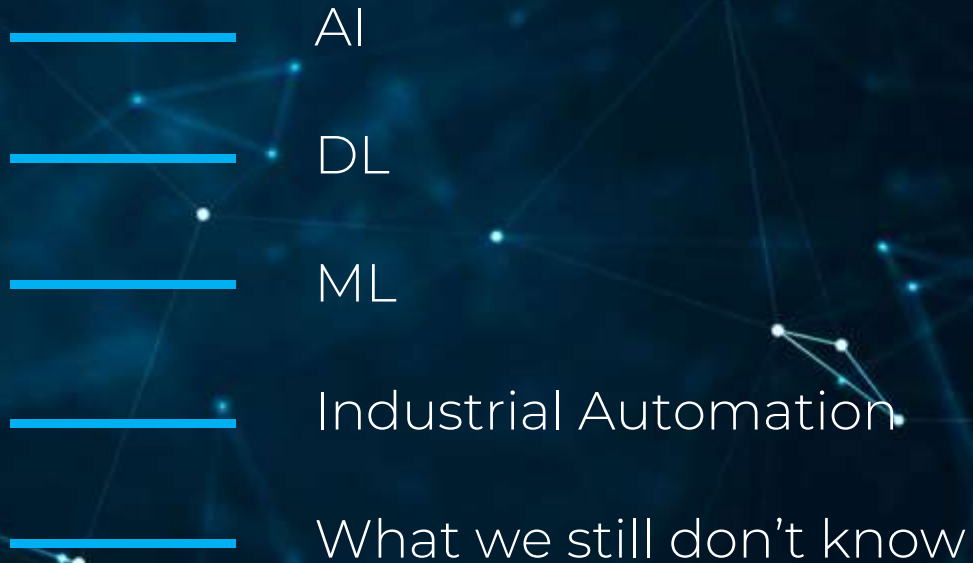
Because of the current disruptive trend as the result of **Digital Transformation,** the life span of an average **Fortune 500** is shrinking from **61 years to 18**.

At this rate, **75 % of the Fortune 500** companies today will be gone by **2027**

So now, the key measure for staying alive has nothing to do with revenue, acquisitions or celebrity endorsements

It has to do with speed and frequency of innovation delivery to market

It has to do with
Business Agility

What means **Business Agility** ?

Business Agility: Respond rapidly and flexibly to market changes - internally and externally

For a company to be ready to thrive in this continuously fast changing world, it must pursue **Business Agility**.

What happens when **Business Agility** is adopted?

Business Agility direct impact on achieved goals and competitiveness;

Business Agility adopters realized tangible far-reaching impacts, such as product delivery time and increased revenue and profits;

Adopters of **Business Agility** also saw cultural and organizational skills toward improved collaboration between business and IT, and alignment around common objectives, achievements and profits.

Where does **Business Agility** have the greater impact
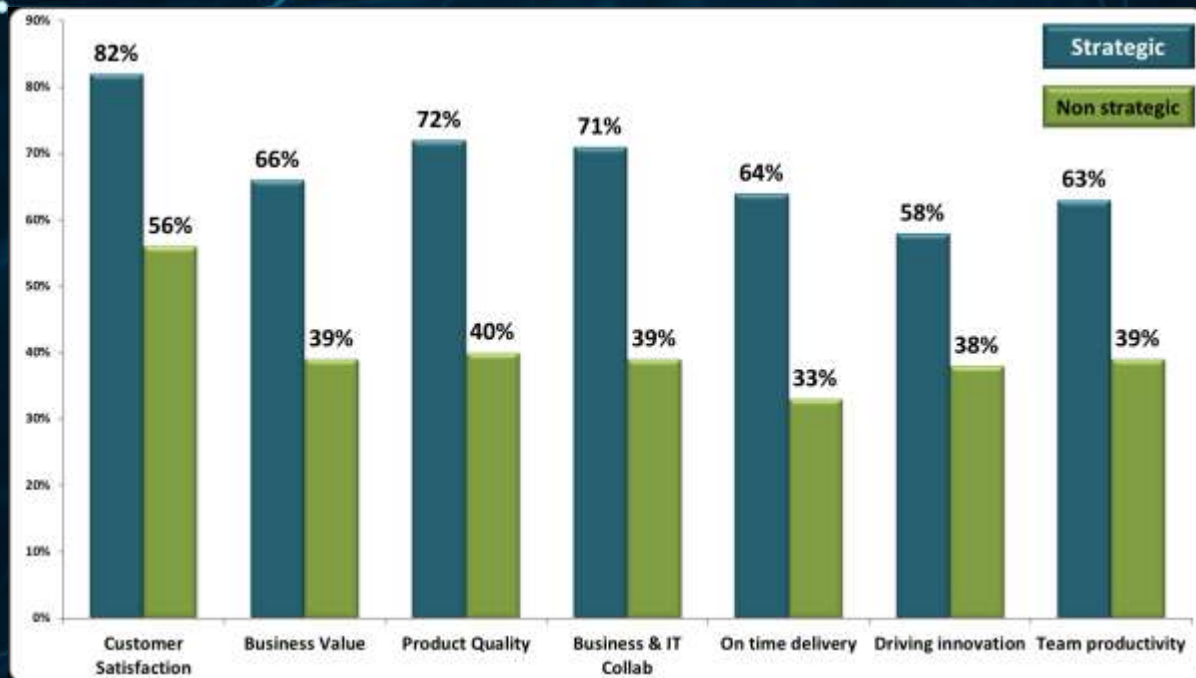
437 Midmarket Executives' interviewed in 2017 by Frost & Sullivan in the Technology, Healthcare, Government, Financial, Insurance and Telecommunications sectors

What does **Client Driven Product-centric approach** mean?

Ultimately it means solving problems for your customers

It provides the ability to engage with customers at a scale level which can be an important competitive advantage**.**

It means to becoming insightfully competitive supported by agile and accurate data sourced from the people that actually use your products.

So how does a client driven product-centric approach help?

—— To generate more value

—— To create new business models

—— To create new revenue streams

—— To create new products

—— To infuse technology into the core business of the company

Culture is one of the 5 needs for **Business Agility.**

46% of CIOs reported Culture is their biggest barrier (Gartner – 2018 CIO Survey)

What are the drivers of **Digital Culture?**

1. Making digital culture an executive priority from the example: **LEADERSHIP**

2. Build the **ENVIRONMENT** required for digital culture to be disseminated at all levels

3. Develop **EMPLOYEES' COMPETENCIES** to disseminate a digital culture

Main components of **LEADERSHIP**

1

TRANSFORMATIONAL: Creates the open discussion on the vision of digital transformation

FOCUSED ON THE CUSTOMER: Emphasizes customer needs and business objectives

INTEGRATED: It makes the narrative a central part of the discourse that the company uses when describing itself

RELEVANT TO CONTRIBUTORS: It details the narrative in a way that the collaborators fully understand

Build a supportive ENVIRONMENT

2

— COLABORATIVE: Encourages iterativity and collaboration as a central way of working

— IT AS A CONSULTANT: Transforms IT into the advisory arm for employee digital empowerment

— LINKEDIN EFFECT: Promote the necessary connections with professionals and content that accelerates

— SELF-SERVICE: Turbinating self-service so that employees gain greater digital skills on their own

Develop **EMPLOYEE'S COMPETENCIES**

3

KNOWLEDGE OF THE ENTIRE ENVIRONMENT: Demonstrates a greater understanding of the external and internal factors of the business

ADAPTATIVITY: Demonstrates openness to new iterative and collaborative forms

POLITICAL CONSCIOUSNESS: Nourishes and influences relevant networks, both internal and external

COLLABORATIVE FUSION: Collaborates effectively with employees from diverse perspectives and experiences

SYSTEMIC THINKING: Understands the internal and external relations between technology and processes

What are the two things to achieve **Business Agility?**

_____ Client Driven Product-centric approach

_____ Digital Culture

- Valuing people and their differences

- Constant change is the only absolute

- Valorization of the "Collaborative"

- Response speed is vital

Top reasons to speed up
BUSINESS AGILITY

- **78% of top performers** are using client driven product-centric delivery
  (Gartner – 2019 CIO Survey)

- By 2020, organizations that have embraced the product model will **outperform the competition** that has not
  (Gartner – 2018)

- Nearly 2 out of 3 CEOs and CFOs **anticipate business model change**
  (Gartner – 2019 CIO Survey)

- Success is driven by business **metrics**: user adoption, revenue, cost saving and innovation
  (Gartner – 2018)

- A **client driven product-oriented** company's IT department embraces culture and self-development initiatives with internal teams
  (Gartner – 2018)

CONCLUSION

The future-driven organization is able to capitalize on the potential to realize success by enabling itself to be:

— responsive

— adaptive

— dynamic

— expedient

— collaborative

Business Agility

Thank you!

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