









Digital transformation is a hot topic for companies across the globe. Executives in all industries are using digital developments such as analytics, mobility, social media and smart embedded devices as well as improving their use of traditional technologies such as ERP to change customer relationships, internal processes and value propositions.

What's not clear to many organizations is what digital transformation actually means. Is it just a catchy way to say moving applications, data and/or IT infrastructure to the cloud? What are the specific steps we need to take? Do we need to design new roles and jobs to help us create a framework for digital transformation, or hire a consulting service? What parts of our business strategy need to change? Is it really worth it?

Some leaders feel the very term "digital transformation" has become so widely used, so broad, that it has become unhelpful. You may not love the term. But love it or not, the business mandates behind the term – to rethink old operating models, to experiment more, to become more agile in your ability to respond to customers and rivals – aren't going anywhere.

Digital transformation is a poorly understood term. Just like innovation. People often conflate the terms digitization, digitalization, and digital transformation. These are very distinct terms, ranging from moving a paper-based process to an online process or automation, to the way we have restructured our social life around media and digital communication

Because digital transformation will look different for every organization, it can be hard to pinpoint a definition that applies to all. However, in general terms, it can be defined as the integration of digital technology into all areas of a business resulting in fundamental changes to how businesses operate and how they deliver value to stakeholders.

Beyond that, it's a cultural change that requires organizations to continually challenge the status quo, innovate, and get comfortable with failure. This sometimes means walking away from long-standing business processes that companies were built upon in favor of relatively new practices that are still being defined and come at a certain costs which do not always immediately lead to guaranteed return on investments.

It's also worth noting that today's organizations can be in different (maturity) phases towards digital transformation. If you are feeling stuck in your digital transformation work, you are not alone. One of the hardest questions in digital transformation is how to get over the initial humps from vision to execution.

#### Digital Transformation Vision & Strategy Development?

In support of organizations that are trying to figure out how to tackle Digital Transformation for their organization and industry in a practical and pragmatic way, ALLIANCYS Consulting has developed the Digital Transformation Vision and Strategy (DTVS) Framework.

This framework contains a set of Integrated services, products and solutions which are aimed at Identifying opportunities that technology can bring and translate these into an actionable vision, strategy and sustainable (incremental) roadmap. Next to this ALLIANCYS Consulting is able to support organizations with roadmap execution by providing capabilities and resources if needed.





ALLIANCYS Consulting uses an 8-lense approach towards the topic of Digital Transformation. Via these lenses we identify relevant topics and action points which an organization can use in its road map towards achieving true Digital Transformation.

#### These 8 lenses are:

- Business Model Innovation (BMI)
- Service & Product Development
- Business Process Automation & Digitization
- Data Insights & Artificial Intelligence
- Workforce Empowerment
- Business Partner Integration & Logistics
- Application and IT Infrastructure Modernization
- Organizational Culture & Change Motivation

Depending upon the overall organizational vision and strategy DTVS can integrate its findings and enrich the original set of strategic objectives to ensure that the organization can successfully harvest the benefits of Digitral Transformation.

#### The framework delivers:

Vision

A clear vision on the way Digital Transformation (DT) can deliver value for your organization. This vision is based upon the DT- maturity of your organization (where do you stand?), a comparable market study (on what your partners and competitors are achieving), and the opportunities and risks this brings to your organization

Strate

If the DT-vision is accepted, we will define a strategy that will enable your organization in its current position to achieve the DT obectives in a practical and sustainable manner

Roadmap

If the DT-strategy is accepted, we will setup the Roadmap containing all the steps needed, the relevant stakeholders involvgement and timing of the implementation

Architecture

If the Roadmap is accepted, we will sketch the current architecture and the TO BE architecture and the impact of each of the lenses (as a result of the vision and strategy) on the architecture. This can then be used to define the contents of the DT-Programme (or Project) and the changes that need to be achieved to achieve a successful transformation

#### **About ALLIANCYS Consulting**

ALLIANCYS Consulting is part of the ALLIANCYS Group. Our mission is to develop innovative solutions, products and services that support our clients in achieving sustainable change and support IT and Business Transformation.

As such we use our RACE-framework to design solution blueprints, to capture complex business problems and find optimal solution scenarios that service our clients needs. Next to designing solutions, we orchestrate and manage change and support other consulting organizations with architectural and solutioning expertise & capabilities.

We have a combined experience of over 60 years in consulting and our clients include (multinational) government organizations, NGO's, commercial business and SME's in multiple types of industries. If you would like to find out more, join us online (www.alliancys.com), link with us at LinkedIn or connect via email (info@alliancys.com)



## Transformation Lenses

New Digital Technologies like Cloud Enablement, the Internet of Things (IoT) or Personalized Content Delivery (to name a few) enable organizations to redesign existing products and services in a way which was not possible before. By digitizing services, the regional marketplace can expand and new customers can be found

Service & Product R&D

Market Surveys

Strategy Development

Batteries of Change

IT Landscape Strategy

Business model innovation (BMI) is the development of new, unique concepts as a result of emerging technologies, supporting an organization's viability, including its mission, and the processes for bringing those concepts to fruition. The primary goal of BMI is to realize new revenue sources by improving product value and service delivery to customers.

transformation, you know that people are at

customer needs will change. An organization

Cloud enablement is the process of analyzing

an organization's existing IT-landscape, then

architecting, deploying and operating a

infrastructure, software (e.g. introducing

micro services) and resources to either a

migrating servers, operating system, databases, business applications and more to

public, private or hybrid cloud environment.

A cloud enablement initiative can encompass

portion of or its entire in-house IT

can only function sustainably if it can adapt

the center of the digital transformation.

Technology will continue to evolve and

to these changes in an agile manner.

Once you understand the difference

between digitization and digital

**Business Model** Innovation (BMI)



Service & Product Development



Vision

**Business Process** Automation & Digitization



Process innovation happens when an organization solves an existing problem or performs an existing business process in a radically different way that generates something highly beneficial to those who perform the process, those who rely on the process or both. This implies redesigining or automating manual processes using BPM technologies

**BPD & Digitization** 

**KPI Frameworks** 

Business Intelligence & AI

Organizational Culture & Change Motivation



Architecture

Digital Transformation Framework

Intelligence

Data Insights &

Artificial



Simply put, data is a collection of information that is organized and synthesized through analytics or artificial intelligence, which is then used to gain a deeper understanding, or insight, into your business. Insights allow you to better understand your business and optimize it based on data analysis.

Technological disruption, digitization and automation are forcing businesses to transform how they work. In this environment, leaders must drive a culture of innovation to bring the workforce through transformation with a focus on employee engagement, career mobility and upskilling.

**Supply Chain Management** 

ERP & EAI\*

**HR Strategy Development** 

Roadmap



Application-& IT Infra Modernization



**Business Partner Integration & Logistics** 



Workforce **Empowerment** 

Digital transformation is heralding the next era in supply chain management, in which suppliers and customers come together in entirely new ways, blurring the lines between the digital and physical worlds and erasing traditional organizational boundaries.

\*) ERP=Enterprise Resource Planning. EAI=Integration

Examples of ALLIANCYS Business Services and Solutions

Examples of ALLIANCYS IT Services and Solutions

the cloud.



#### How it works Vision Strategy Roadmap Architecture Opportunity Lens Intake Vision Roadmap **Change Plan** Strategy Scan Valuation 6 Step What we do During the Intake Phase On the basis of the We will apply the Strategy development is We will together The roadmap is a high-On the basis of the we get to know your Intake Phase results we different lenses towards develop a vision on the process of level strategic overview strategy and roadmap organization and your will execute an in depth both the executed what Digital researching and of the Digital we will define a ambitions better. This market study to provide market study and your Transformation can do identifying strategic Transformation concrete change plan provides us with insight you with information on organizational intake. for your organization options, selecting the initiative. The Roadmap which allows for This provides us with an The vision formulates on your maturity in what your industry most promising and acts as a single scoping, timelines, regards to Digital peers are doing in overview of attainable objectives deciding how resources reference point to resource calculation. Transformation and and related KPI's and duration and efforts regards to Digital opportunities which will be allocated across ensure everyone on a identify potential Transformation and might be relevant to will be the basis for the the organisation to team shares the same and risks challenges and changes how your organization your organization. change plan. achieve objectives understanding of the might benefit from their formulated in the vision goals driving an experiences. initiative. Delivery An overview of the DT Opportunity Report 8 Lenses DT Inventory, An overall vision for An overview of A detailled roadmap A concrete project status of Digital which indicates relevant which provides an your organization for (derived from the plan in the form of a potential change What you will get Transformation opportunities for your overview of concrete Digital Transformation, strategies applicable for chosen strategy) Project Brief or PID initatives in your organization to consider actions per domain thereby keeping in mind your organization including (if applicable) (Prince2), or detailed organization and the needed to achieve the industry you are in, steps and timelines for in the project level of DT capability **Digital Transformation** the status of Digital the affected 8 lenses template in use at maturity in reference to for your organization Transformation in your your organization the maturity needed organization and the boundaries (time, resources, budget, ROI) which are defined by your organization



# **Examples of our Services**

	Definition			Definition		Definition
Visioning	Visioning is the process in which ALUANCYS support organization in defining and capturing the desired	BPD & Digitization		(Re) Designing Processes to be more agile and performant. These	Supply Chain Management	Supply Chain Management is about integrating (supplying) business partners and customers in one
Strategy Development	future state of the organization.  Strategy Development supports organizations in identifying borders of their vision (resources, finances, capabilities) and agree upon the settings of these borders in determing a way forward in achieving strategic objectives.	Often needs	Often needs	processes can then be a utomated using BPM-, WFM- or DCM-environments. Depending upon needs ALLIANCYS can collect requirements for these systems and support the client in selecting the right environment for the objectives and support the implementation of these environments into the wider IT Application and/or Infrastructure		integrated (automated) flow and to optimize the process of creation to delivery where possible. Digital Transformation allows organization to seamlessly integrate data and processes between themselves and others. ALLIANCYS supports organization in identyfing integration points and automate these where possible.
Batteries of Change	Batteries of Change is an evidence- based method for implementing change in organisations. By fuelling six crucial batteries, your organisation will be fully equipped to embrace change processes on every level.	▼ ERP & EAI*		landscape.  Next to the selection of BPM/WFM-	KPI Frameworks	To measure progress, KPIs need to be defined and measured.
		ports	Supports	or DCM related environments, ALLIANCYS has extensive experience in implementing (or upgrading) ERP environments and setting up the integration (EA)) environments needed to connect these multiple systems.	Feeds	ALLIANCYS supports in setting the requirements (KPI referencing) and implementing structures to measure and report on them.
Service & Product R&D	ALLIANCYS supports organizations in the identification and development	dns			Business Intelligence & Al	BI and Artificial Intelligence (AI) play
	of new (digital) services and products.	IT Landscape Strategy		ALLIANCYS has defined multiple IT Landscape strategies (Applications & Infrastructure) in support of organizational strategic objectives and/or technology changes (e.g. Introduction of SOA, Cloud and/or microservices). These strategies enable organization to define a controlled change approach in modernizing their application landscape, phasing out legacy applications or moving their infrastructure to the cloud.		an important part. ALLIANCYS supports organizations in selecting the proper tools and enriching data (from unstructured to structured) to allow it to be used for Business Intelligence (BI) purposes or for use in AI systems for deeper insights in business operations
Market Surveys	To better understand what competitors are doing, or to understand the position of services and solution in the bigger marketplace,. ALLIANCYS executes market studies to single out the best services or product in relationship to organizational objectives.	Cloud Enablement				
					Change Execution Framework	
HR Strategy Development 360TPA	ALLIANCYS supports organization in HR Strategy development by supporting tools and methods to optimize the HR Landscape (Roles, Capa bilities and Resources).					