

Linking Digital Transformation to Business Outcomes

Digital technology has changed the way organizations operate. When businesses must either embrace digital transformation or be left behind, do you have a plan?

The Digital Outlook FOR 2020

Worldwide IoT market will reach **30 BILLION** connected endpoints

70% of all high-tech revenue will be directly related to cross-industry adoption of an integrated digital economy

80-85% OF COMPANIES ARE DISAPPOINTED WITH DIGITAL OUTCOMES

Gartner
ON MISSED EXPECTATIONS FOR ERP

25% OF DIGITAL TRANSFORMATIONS ARE LATE, OVER BUDGET, OR ABANDONED

& 55-60% ARE COMPROMISED OR DO NOT MEET EXPECTATIONS

Causes of Digital Disappointment:

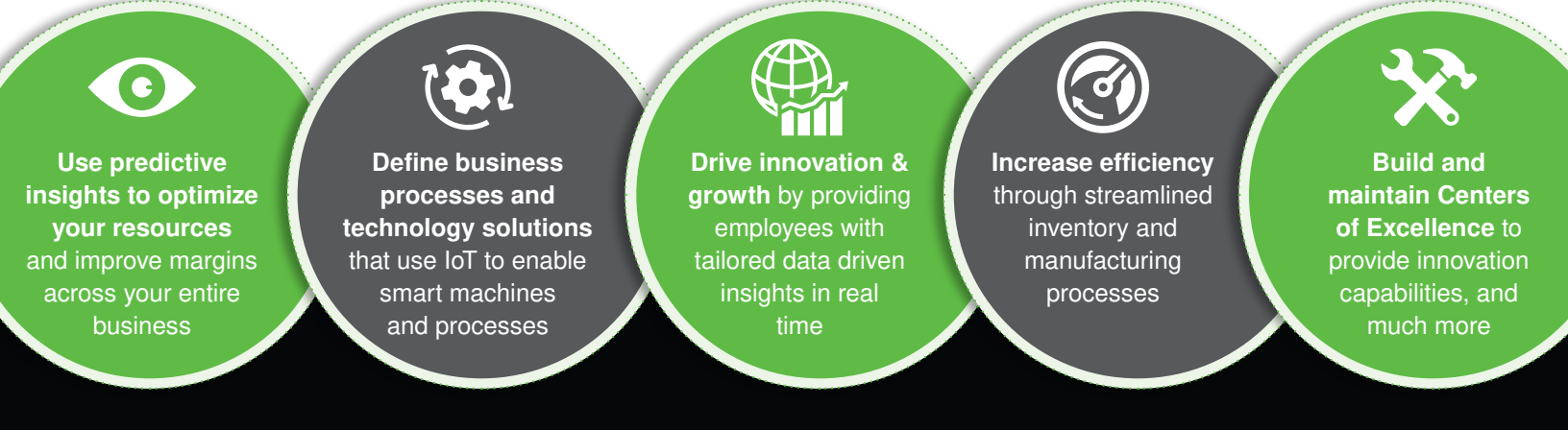
- INSUFFICIENT STRATEGIC VISION**
- Lack of purpose or vision
 - Lack of strategy
 - Uninspiring program leadership
 - No link between ERP & strategy
 - Focus on vendor/technology procurement
 - End goal is minimally disruptive go-live

- IMPLEMENTATION CHALLENGES**
- No or weak integration capabilities
 - No success metrics
 - Indifferent & unengaged workforce
 - Unprepared for success

- ORGANIZATIONAL RESISTANCE**
- Cultural resistance to change/new ideas
 - Rigid hierarchy & unwilling to accept new ideas from outside
 - Lack of collaboration between business units/functions
 - Internal politics
 - Fear of failure

Innovation & Experience DRIVE DIGITAL SUCCESS

An experienced consulting group can help you:

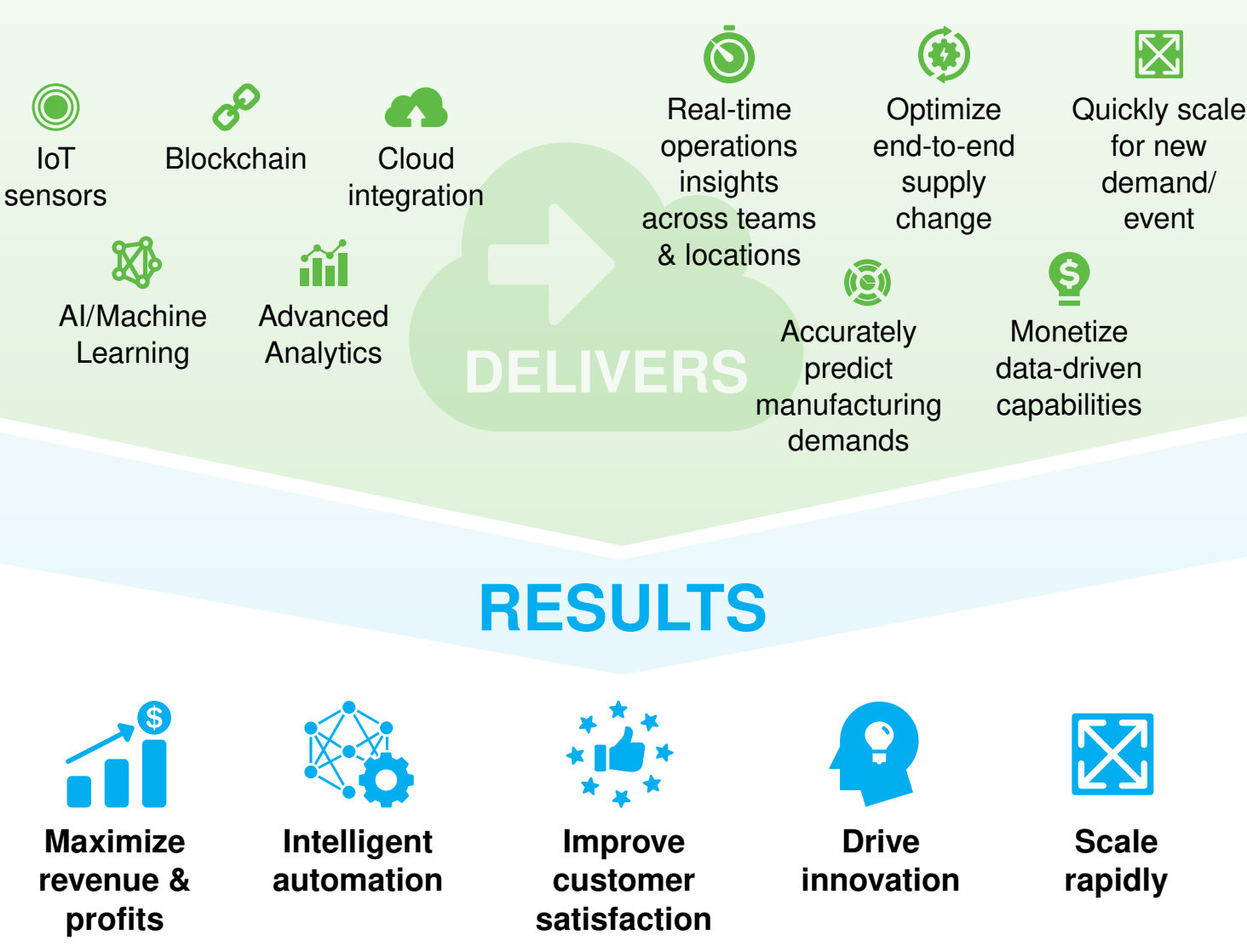


“Organizations must approach ERP initiatives as key to their digital transformation strategy.”

Gartner

Turning Digital Trends INTO BUSINESS RESULTS

Companies face volatile demand and complex supply chains. SAP S/4HANA® is designed to integrate digital technologies and deliver an Intelligent Enterprise.



Learn more about how ThoughtFocus can help optimize your business processes and technologies with a no-cost, no-obligation assessment.

ThoughtFocus is an SAP Silver Partner, and was named a Lighthouse Partner for leadership in SAP cloud solutions. We offer strategic and process guidance for digital transformations, technical integration expertise, and managed services & support. Our experience includes former CTOs, CIOs and operations experts that can help reduce your risks and transform your business with new digital processes. Gartner has recognized ThoughtFocus as an emerging leader in S/4HANA implementations.



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Sources: • https://d.dam.sap.com/m/MKzgWmy/HighTech_POV_58217_enUS.pdf • Gartner, On Time, On Budget, Fully Functional and Disappointing: Why Expectations Matter for ERP Success, October 26, 2018