

Digital. Ecosystem. Value. Assessment.

A quantifiable approach to Digital Transformation.

Little else does more to evoke confusion, ambiguity and anxiety as much as the term **Digital Transformation**. It alludes to a requirement for large scale change resulting in expiry of existing technology in favour of new technology. At FTI we believe that the most successful Digital Strategies are built on an understanding of how to leverage the best of the “old” and unite with the “new”, and it is on this basis that we work with our clients to create the **Digital Ecosystem Value Assessment**.

Did you know?*

87% of companies believe that digital transformation is a competitive opportunity

and..

55% of companies without an existing digital transformation program say the adoption timeframe is 1 year or less.

yet ..

Only **26%** of organisations are completely ready for digital business

and..

2/3 Digital Projects are failing with a cost of **\$400bn** worldwide.

The need for Digital Strategies that deliver quantifiable value is driven by one of four forces within your organisation:

Institutional Investors

Are looking to discriminate between the disrupters and the disrupted in their investment decisions.

Private Equity

Recognise the importance of digital in growing margin, market share and profitability.

Shareholders

Increasingly evaluate investments on their ability to embrace digital .

Customers

Trust organisations that understand them and how they wish to interact with them.

To achieve this, successful Digital Strategies will deliver four outcomes:

Reduce the time it takes to achieve value

Re-orientate the business towards success

Specify in terms of employee AND customer traction

Increase **Profitability** and/or **Revenue** or reduce **Operating Cost**

Each of these requires due consideration of the following four levers:

The **underlying KPIs** unique to the business.

+

The **7 elements** of the Digital Ecosystem

+

The **Digital KPIs** that can affect the business KPIs

+

How your organisation **compares to best in class** in your peer group and beyond.

Step 1

We work with you to better understand the **drivers and KPIs** that affect value in your organisation, prioritising a sub-set.



Cycle Time



Application Wastage



Customer Acquisition



Cost of Production



% Rework



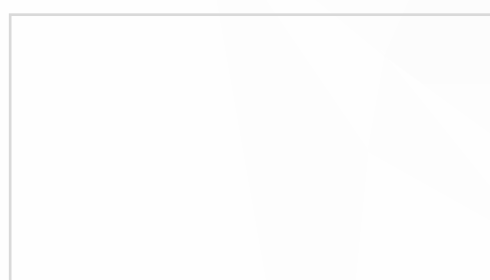
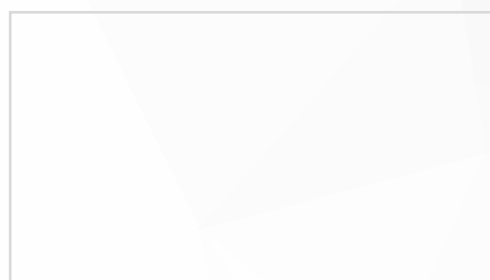
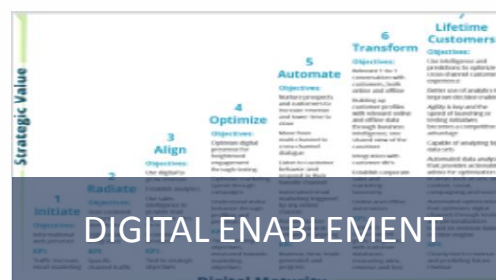
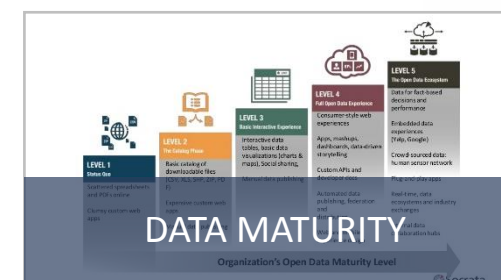
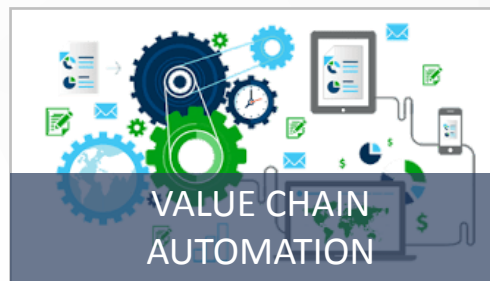
Product per Customer

Step 2

We leverage a component based approach, tailored to your needs that leverages a number of proprietary frameworks and the seven elements of the digital ecosystem.

We offer **three deployment options**

1. A strategy gap analysis.
2. DEVA by Business Unit(s).
3. DEVA by Digital Capability.



Step 3

We apply the **digital KPIs** that have most significant capacity to positively affect the domain KPIs based on our analysis.

Freq of Access



Goal Conversion



Bot Efficiency



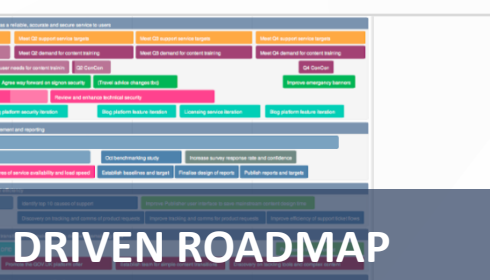
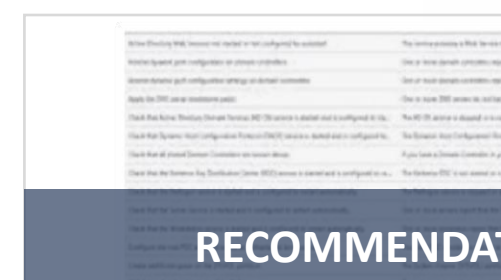
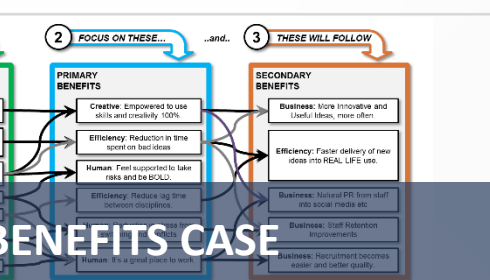
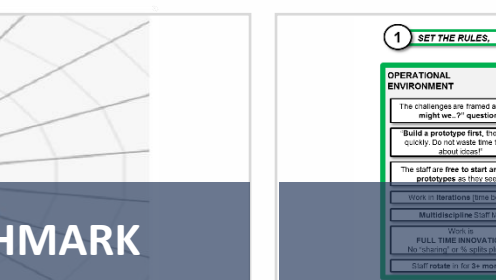
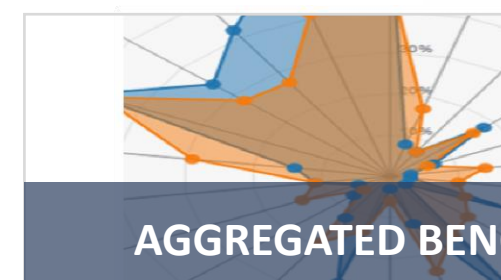
Session Time



Step 4

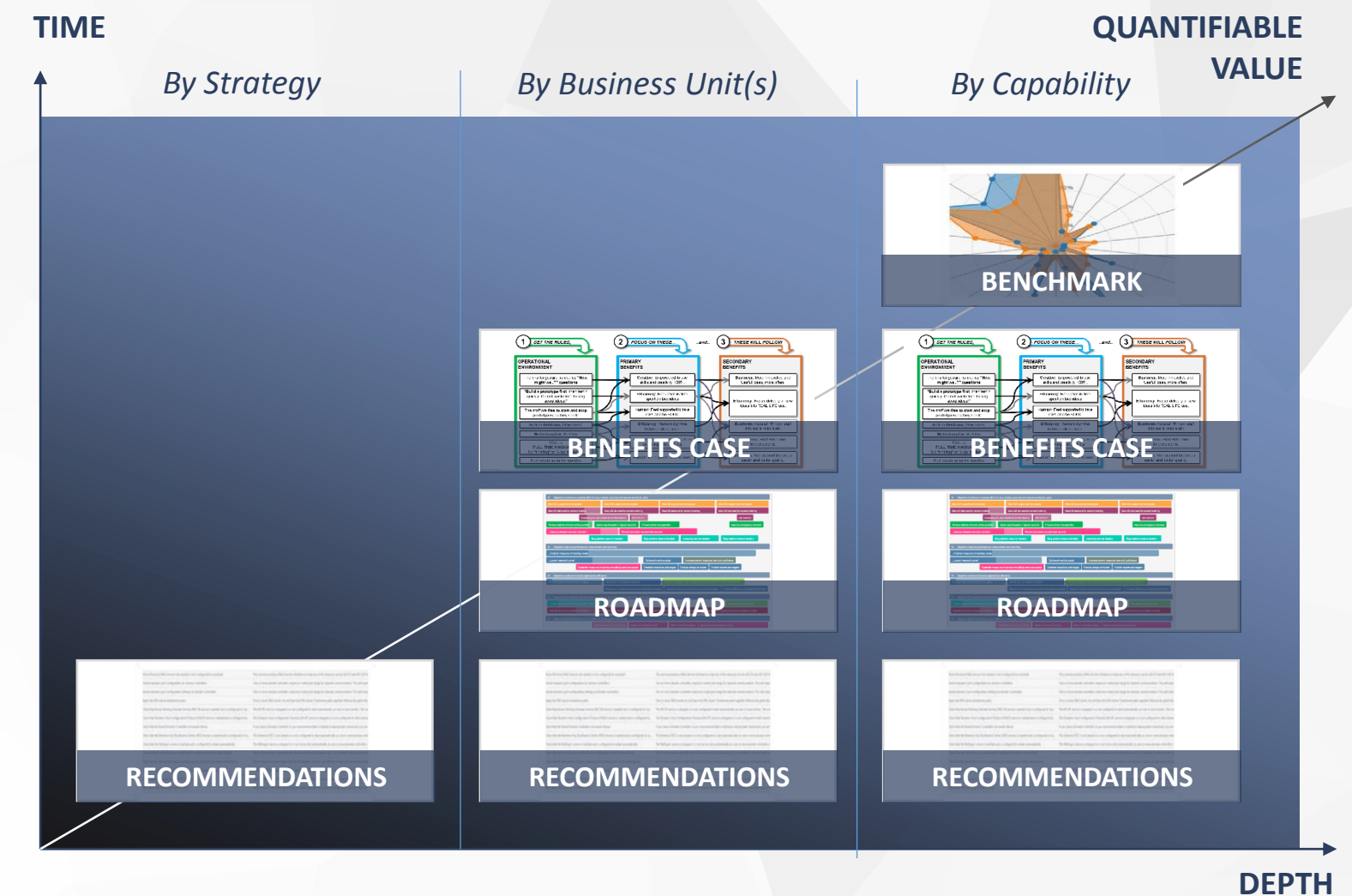
Depending on the option selected we will provide you one or more of the following:

1. An aggregated benchmark
2. A benefits case
3. A set of recommendations
4. A value driven roadmap



How can FTI support you?

We understand that your organisation may already have a Digital Strategy, or you have identified high potential business unit(s) for digitalization, or a digital capability that you would like to evaluate across the entire value chain. We work with you to select the best option for your business, based on budget, depth of analysis required and objective.



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