



TESSIAANT

CONSULTING REIMAGINED

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Embedding Technology for Business Growth



How to embed technology, digital and data into organisations by defining the strategy and role of technology, digital and data; how to build the right operating model, teams and capability, and successfully deliver culture and transformational levels of change

I hear this too often...!

"I don't know how to engage with IT, who to talk to and how"

"We have to cut costs on the project as its delayed, let's reduce testing time and take out the change management"

"Every time something goes wrong they point the finger at IT!"

"My business sponsor keeps moving the goalposts"

"Everything is always late with IT projects"

"I've met this supplier and its definitely what we need, can you go and get it for me, in red with big bells on it - by next month"

"Business teams seem to think that because it has a plug on it, it must be an IT issue"

"I don't really understand what IT are saying"

"I don't really understand why we need such a big IT team, what do they all do?"

"Do business users have any idea about what we do and how important it is?"

"They always want it delivered tomorrow, they have no idea how complex it is"

"IT don't understand the commercial pressures I'm under"

"I bought this system in my department, without IT, sorry, but it doesn't integrate with our other systems, can you help?"

"Why don't they take responsibility for their data quality, why do they think it's our job?"

"Why don't IT sort the data out in the business?"



“

Great things in business are never done by
one person. They're done by a team of
people

STEVE JOBS

What needs to happen?

Organisations need Technology, Data and Digital to be fully **embedded** to be successful

Technology leaders and teams can **make or break** an organisation today

We need to break the cycle, redefine the ROLE and the BRAND of IT,

Today I'm going to give you some hints and tips to help break the cycle and redefine your role and brand within your organisation

You are a huge enabler to growth in your organisation...!



“

Even if you are on the right track, you'll get run over if
you just sit there”

—

WILL RODGERS

How do we change?



Strategy

- Understand the business strategy
- Understand your strengths and challenges
- Define Technology, Digital and Data
- Be clear how you ENABLE the business strategy
- Be clear how you ENABLE business unit goals
- Listen to your peers and leaders in the business
- Communicate your alignment and strategy



Culture and Brand

- Create the right environment for teams to flourish
- Diversity of thinking, commercial and cultural alignment
- Empathetic to business opportunities / challenges
- Align your KPI's to stay on track
- Define your brand
- Plan the change

How do we change?



Capabilities

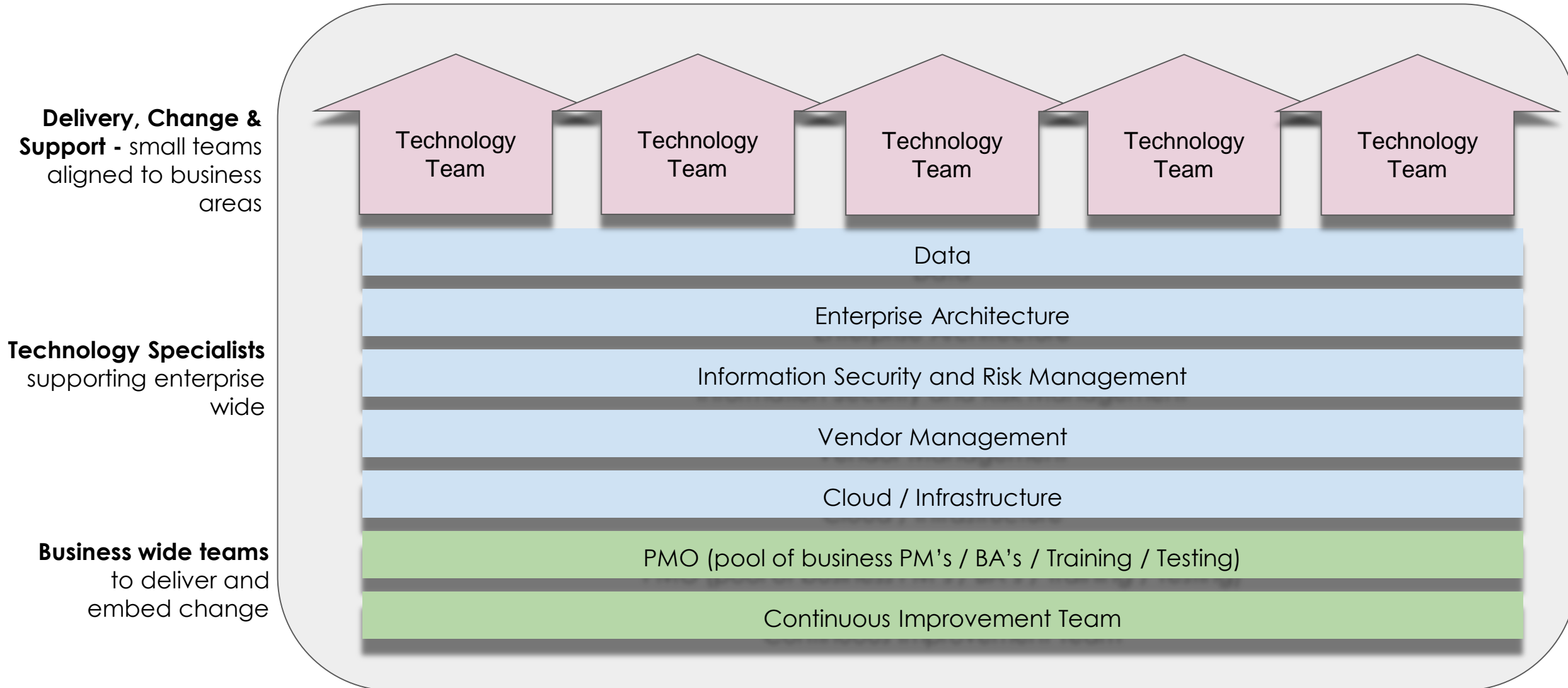
- Commercial and outcome focus
- Change Management skills
- Joined up Delivery
- Agility and Flexibility
- Blended roles
- Leadership



Operating Model

- Do have an operating model?
- Who is it set up for?
- Clear engagement
- Accountable business partners
- Clear decision makers
- Clear accountability
- Flexible change process

Example Target Operating Model



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The world is changing very fast. Big will not beat small anymore. It will be the fast beating the slow”

—

RUPERT MURDOCH



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