Are You Ready for Digital Disruption?

10 lessons in Digital Transformation

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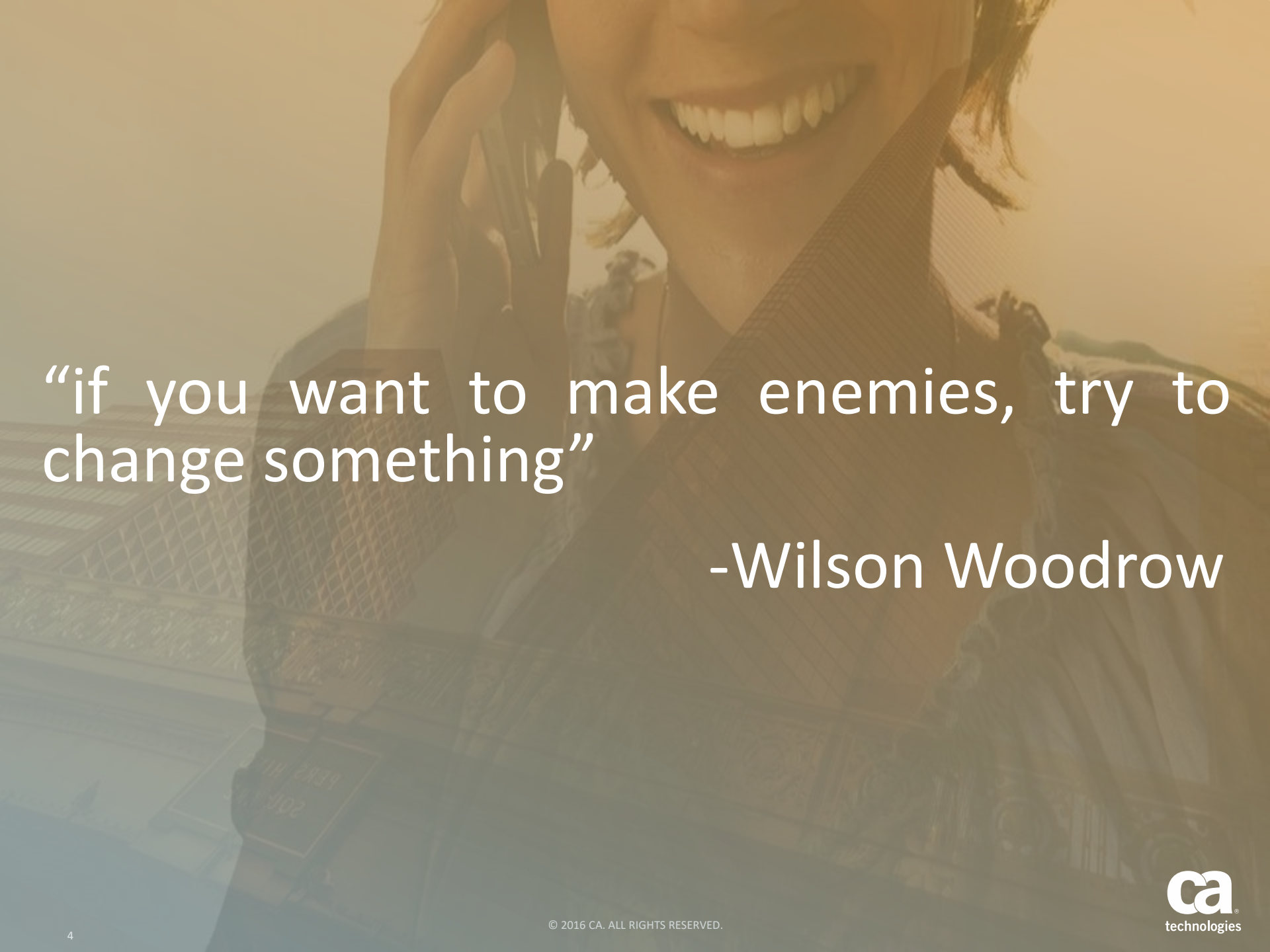
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"Electric light did not come from the continuous improvement of the candle."

- Oren Harari

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"If I had asked people what they wanted, they would have said faster horses"

-Henry Ford

"if you want to make enemies, try to change something"

-Wilson Woodrow

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Lessons from the Digital Disrupters

What do these top performing organizations have in common?

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Lesson 1: Understand the powerful role of software and apps.

Digital Disrupters are 3.5 times more likely than mainstream companies to strongly agree with the statement "We need to become more of an app-centric, software-driven business" (60% vs 17%).

They are 3.8 times more likely to strongly agree with the statement "In addition to our core business, we are also now a software company" (53% vs 14%).

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Lesson 2: Focus on modern software development and delivery methods.

Digital Disrupters are 2.5 times more likely to have agile development techniques and methodologies in place (77% to 31%) and to have broadly implemented DevOps (70% to 28%).

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Lesson 3: Exploit APIs for internal speed and efficiency.

Digital Disrupters are twice as likely than mainstream companies to have taken a managed approach to using APIs for:

- full-function web applications (68% vs 34%)

- mobile apps (64% vs 31%)

- back-office systems (67% vs 33%)

# Lesson 4: Manage the use of APIs to engage the developer ecosystem.

Digital Disrupters are 2.6 times more likely than mainstream companies to have taken a managed approach to using APIs to integrate third-party services into their own apps (68% vs 26%).

They are 2.8 times more likely to enable external developer access to their systems and data via APIs (66% vs 24%).

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4G/LTE…Enabling the Application Economy

3G/4G LTE

Voice

Data
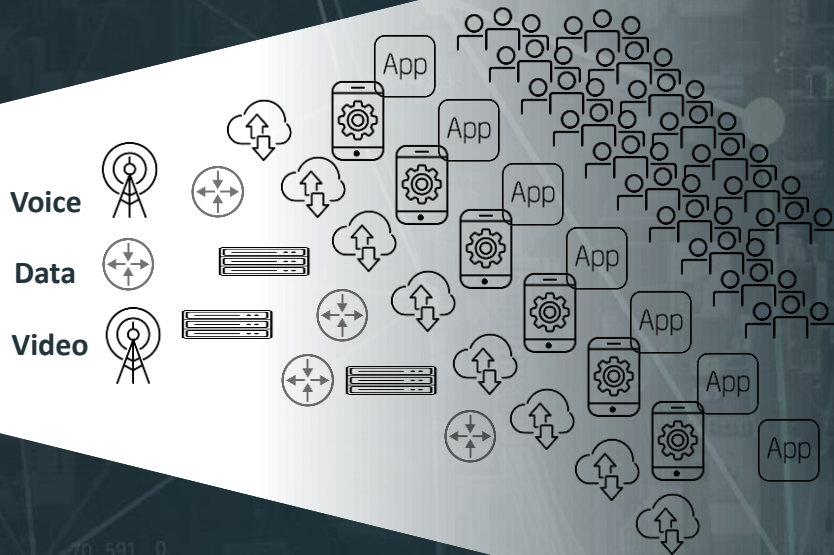
Video

For the customer

- Video streaming, TV Broadcast
  - Video calls, clips
  - Enhanced Gaming,
- Chat , location services

For the Business

- High speed Teleworking
- Sales force automation
  - Video conferencing
- Real time financial info

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Lesson 5: Focus on smarter management of IT investments to maximize ROI.

Digital Disrupters are three times more likely than mainstream companies to strongly agree that "we must get smarter at assessing and prioritizing investments to maximize ROI" (67% vs 22%)

They are twice as likely to have put portfolio management in place to prioritize and track IT programs (89% vs 45%).

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Lesson 6: Emphasize emerging digital channels to the customer.

Digital Disrupters are almost three times as likely as mainstream companies to acknowledge the criticalness of new digital channels:

- Mobile technology (64% vs 23%)
- Social networks (48% vs 17%)
- Wearable technology (35% vs 12%)
- Internet of Things (51% vs 18%)

Lesson 7: Explore new avenues to keep the value flowing.

Digital Disrupters are 2.5 times more willing than mainstream companies to experiment and fail quickly (57% vs 23%).

They are 3.5 times more likely to strongly agree with the need to shift from fixed product cycles to continuous innovation (66% vs 19%)

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Lesson 8: Use digital to drive core business efficiency and effectiveness.

Digital Disrupters are more likely than mainstream companies to have an ongoing digital initiative for business operations and delivery (58% vs 37%) or for workforce efficiency and effectiveness (58% vs 38%).

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The 5G Vision… Application Economy, Society and Nations

5G

Lower Latency <1ms

1000x Mobile Data

Increased Throughput

10x Battery Life

Billions of connected things

- User experience continuity
  :- *Rich Application performance*
- 'Internet of everything'
  :- *Built for human & machine use*
- Mission critical services
  :- *Remote surgery, driverless cars*
- Network slicing
  :- *massively virtual private N/W*
- Innovative new applications
  :- *Augmented /virtual reality*

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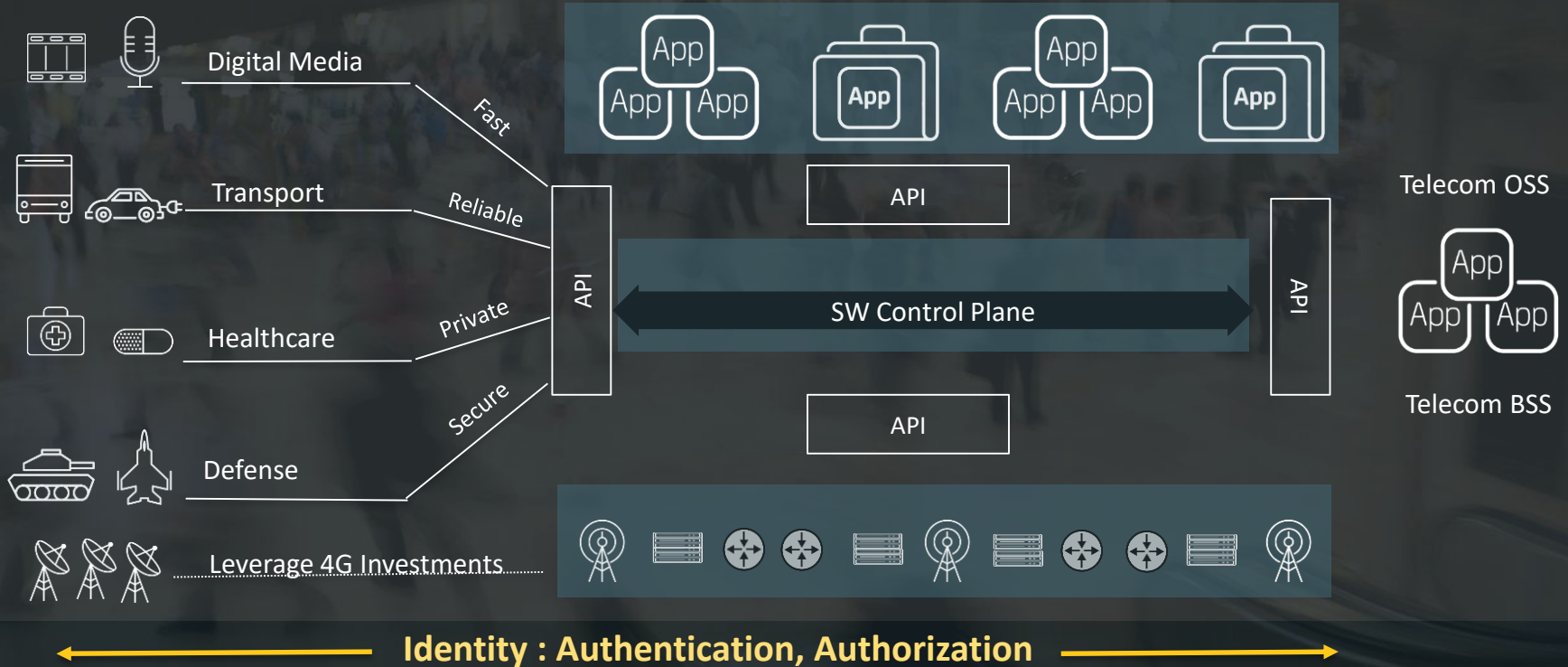# Lesson 9: Create a more coherent and collaborative approach within IT.

Digital Disrupters are 3.6 times more likely than mainstream companies to have implemented cross-functional processes within the IT organization (68% vs 19%) and to have broken down the barriers between Dev and Ops (48% vs 14%).

Lesson 10: Free up resources to fund digital investments.

Digital Disrupters are three times more likely than mainstream companies to strongly agree that IT must be streamlined to free up resources for digital investment (65% vs 22%) and that business operations should be streamlined as well (60% vs 19%)

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Networks re-written by software

Network Slicing by Demand

Digital Media — Fast

Transport — Reliable

Healthcare — Private

Defense — Secure

Leverage 4G Investments

API

App App App App App App App App App

API

SW Control Plane

API

API

Telecom OSS

App App App

Telecom BSS

Identity : Authentication, Authorization

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Digital Transformation Concerns (GDPR)

Data

The Application Economy is Here
... and the wave of digital transformation continues

Customers want
Well designed, easy-to-use, reliable and secure transactions.

Digital disrupters
Are winning market share and growing.

Traditional business models
Are threatened, fading or obsolete.

Creative disruption and destruction
Can your business be rewritten by software?

The new paradigm for success:
Build to Change

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