



DIGITAL TRANSFORMATION

DTI Digital Transformation Inspection

Analysis and Advice for Digital Transformation – Version 3.2

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● **IGDCR purpose:**

- Be THE leading institute for global enterprise transformation
- Elevating awareness and invents
- Delivering architectures and models
- Ensuring progressive transfers and relevance
- Shape coopetition (co-operation / competition) to a fair and sustainable transformation within all levels of digital engagement in governments, society and enterprises
- Fit appropriate people and networks to fast turn-over

● **IGDCR commitment:**

- Give relevance to everyone in an increasing digital economy

● **IGDCR values:**

- Act with respect, always approachable, open minded and accountable

Digital Transformation Inspection

Scoping

Process standardization

Process automation

Data Analytics & BI

Creation of disruptive Business Models



Together with you, we analyze your current business situation and identify optimization potentials with the goal of jointly outlining and enabling disruptive / innovative business models.



Digital
Transformation
Inspection

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& BI

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disruptive
Business
Models

Only a few companies are taking advantage of the new opportunities offered by digitization and facing up to the associated challenges; instead, they are focusing on adapting and expanding their offering to include digitally enhanced products or services.

Fundamental to a targeted transformation process is the objective assessment of the status quo - in other words, putting the cards on the table and objectively disclosing one's own strengths and weaknesses as well as the digital maturity level of the individual company areas transparently to all stakeholders.

- How does the digital transformation affect the core areas of the company?
- Where does the digital transformation stand in the company and does this correspond to expectations?
- How can an objective and company-wide assessment be made?
- What fields of action emerge and how can these be prioritized?

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Open Book Discussion - no hiding - direct mirroring

- Determination of the initial situation of the company incl. self-assessment: Where does the "digitalization shoe pinch" (business model, infrastructure, team)?
- How does the client come to this appraisal and what is the goal of the **Digital Transformation Inspection** (rough scope definition)?
- Classification of the company into a digitalization type after the initial info about the company by the consulting team
- Joint discussion of the preparatory measures
- Determination of the scope and granularity of the data analysis for the **Digital Transformation Inspection**
- Final arrangement of commercial and contractual points

Analysis of your business and IT processes based on the status quo and the defined scope

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- Standardization concept
- Level of standardization
- Process visualization
- Standard processes/packages
- Process outsourcing
- Model Companies / SaaS
- Business Networks
- Process Monitoring



Analysis of your business and IT processes based on the status quo and the defined scope

- Automation concept
- Automation level
- Process visualization
- Standard processes
- Process design
- Agile process management
- Workflow Automation
- BPM/Workflow Tools
- Business networks
- Initiatives (among others GAIA-X)



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Automated and standardized processing of corporate data and the generation of important values and information - Data Analytics & BI



Analysis of your company data, taking into account the business model, the (IT) infrastructure and the team, whether and which data enable transformation approaches.

Digital Transformation Inspection

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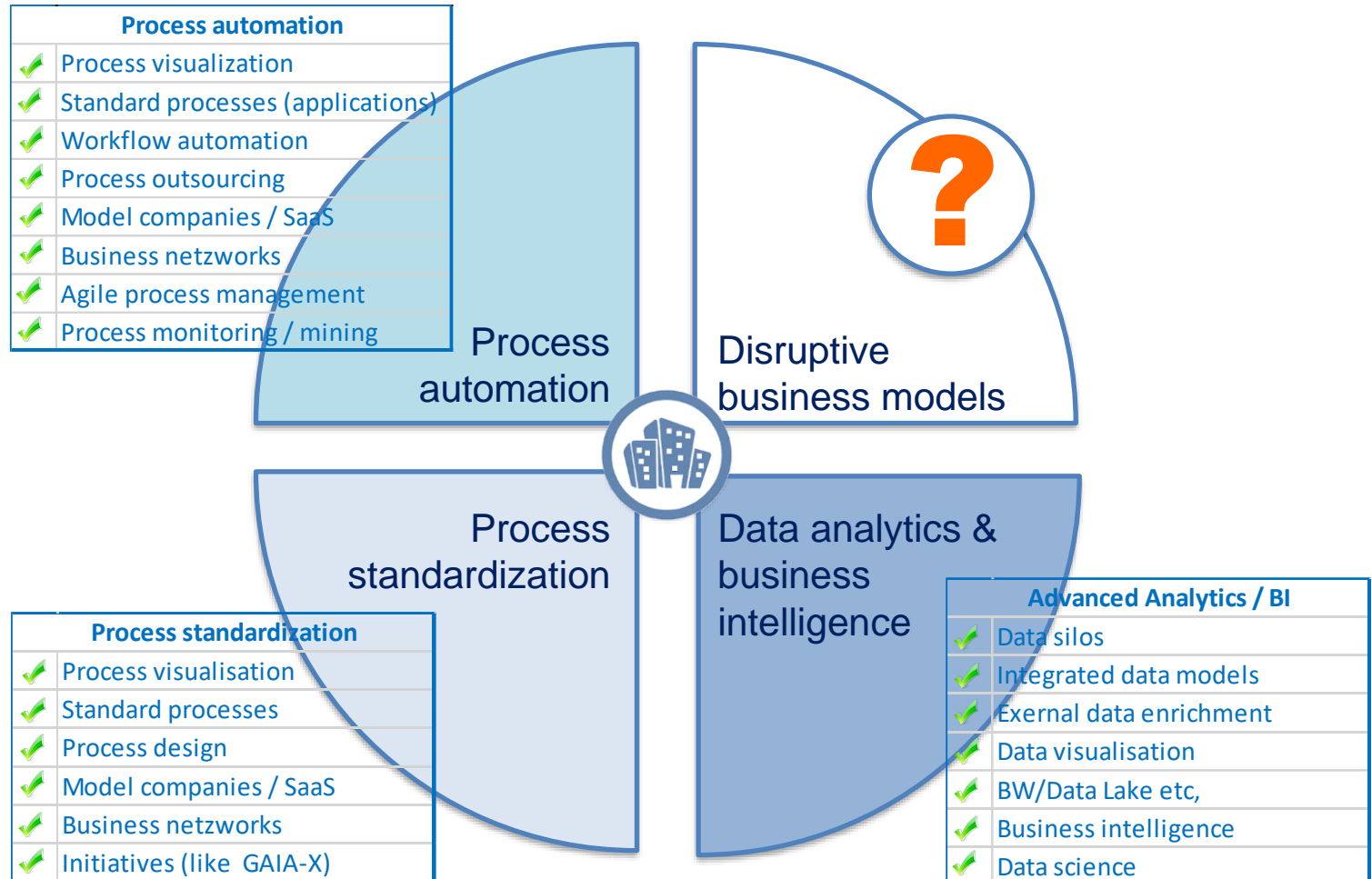
Creation of disruptive Business Models

- Data Silos
- Integrated data models
- Ext. data enrichment
- Data visualization
- BW/Data Lake etc.
- Business Intelligence
- Data science



Outline new disruptive business models based on the analysis of the current company situation in order to implement disruptive / innovative business models and develop transformation approaches.

- Digital Transformation Inspection
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- **Creation of disruptive Business Models**



Summary of the analyses and workshop results in a holistic final report including a concluding management workshop

Digital Transformation Inspection

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Analyses

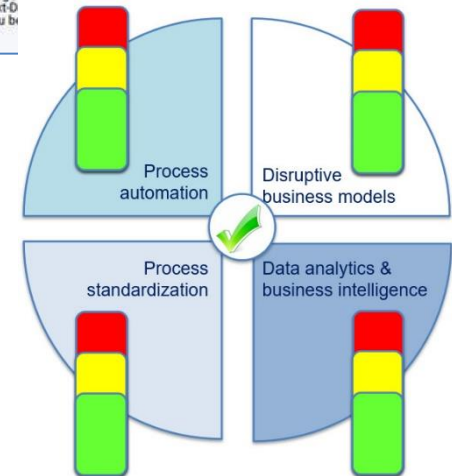
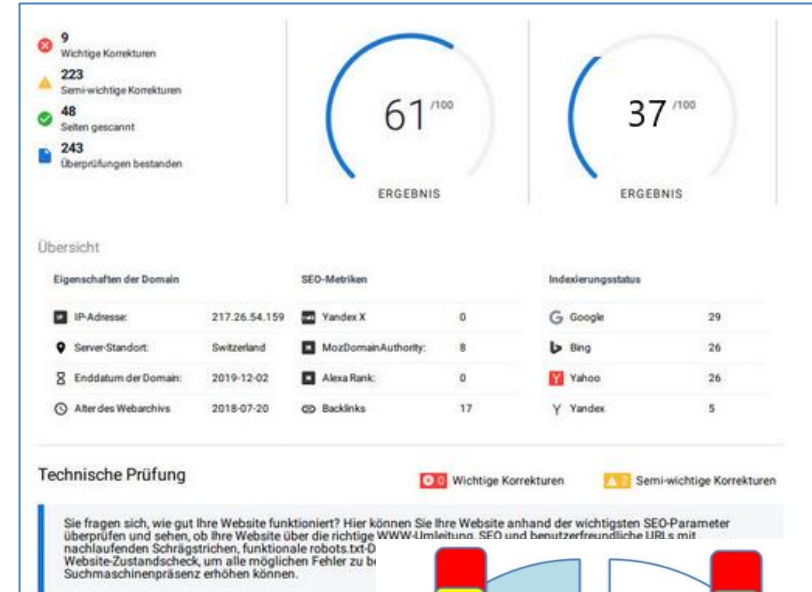
- ✓ Individual analyses according to scope
- ✓ Comprehensive SWOT analysis
- ✓ Results of the management workshops
- ✓ Summary analysis
- ✓ Must Have - Good To Have

Transformation

- ✓ Suggestions for change from the analysis discussions
- ✓ Suggestions for improving transformation capabilities
- ✓ Suggestions of disruptive transformation approaches

Next Steps

- ✓ Concrete proposals for next steps in digital transformation





The Digital Transformation Inspection is offered in different packages for a fixed price. Here is an overview of the packages:

Package size is based on the scope and complexity of the analysis to be performed.

The following DTI packages are offered:

The following standard prices are set for the packages

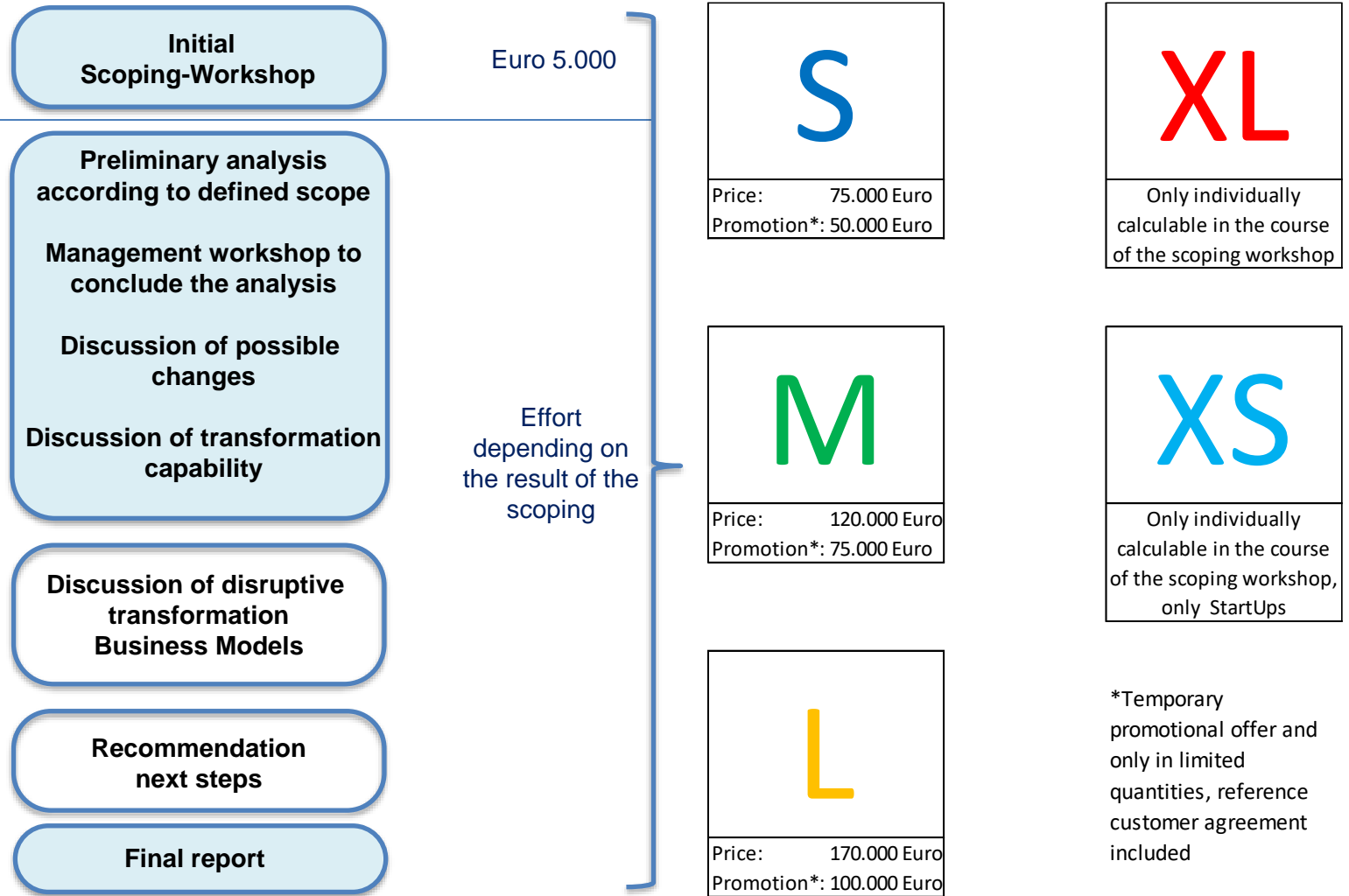
- | | |
|---|---|
| <ul style="list-style-type: none">▪ Package S (Small) for companies up to a maximum of 500 million euros in sales and up to 1,000 FTEs. | <ul style="list-style-type: none">▪ Package S: Euro 75.000▪ Special price Euro 50.000 |
| <ul style="list-style-type: none">▪ Package M (Medium) for companies up to a maximum of 2 billion euros in sales and up to 5,000 FTEs | <ul style="list-style-type: none">▪ Package M: Euro 120.000▪ Special price Euro 75.000 |
| <ul style="list-style-type: none">▪ Package L (Large) for companies with up to 5 billion euros in sales and up to 10,000 FTEs | <ul style="list-style-type: none">▪ Package L: Euro 170.000▪ Special price Euro 100.000 |
| <ul style="list-style-type: none">▪ Package XL (Very Large) for companies with more than 5 billion euros in sales and more than 10,000 FTEs | <ul style="list-style-type: none">▪ Package XL: individual agreement |
| <ul style="list-style-type: none">▪ Package XS (Start Up) for companies in their first start-up phase with less than 1 million in sales and a maximum of 100 FTEs | <ul style="list-style-type: none">▪ Package XS: individual agreement |

Currently, a temporary promotional offer is available only in limited quantities, assuming that the client agrees to a reference customer agreement.

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The content and process of the Digital Transformation Inspection is briefly summarized here:

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*Temporary promotional offer and only in limited quantities, reference customer agreement included



You can get a first impression of which package applies to you by using our DTI calculator. Which data you can enter there is briefly described here.

General information

Company size *

Group sales according to JAB (consolidated) across all individual companies

 Mio. EUR

Employees *

All employees of the company group (FTE)

 FTE

Global Footprint *

All manufacturing sites or sites with individual service provision

(no sales branches) - in the case of plants in a single country, plants with identical production and processes are not to be counted individually.

 Locations

Industry sector

Industry selection - if no suitable selection is offered, please type your industry sector in the yellow field below.

StartUp

 Yes

Include Headquarter?

If this option is selected, the associated central control processes are also analyzed in addition to the process focal points selected in the following work sheets.

 Yes

Further inputs - see work sheets "Process selection" and "IT infrastructure"

* The red fields are mandatory fields in which an entry must be made.

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Data acquisition in the DTI Calculator

Process selection

Core processes

<input type="checkbox"/>	I2M	Strategic product development process(es) - (Idea-to-Market)
<input type="checkbox"/>	Development	Operational development process for products and services
<input type="checkbox"/>	M2O	Marketing and sales process(es) - (Market-to-Order)
<input type="checkbox"/>	Supply Chain	Production process incl. inbound logistics and warehousing
<input type="checkbox"/>	Production	Production process incl. outbound logistics
<input type="checkbox"/>	O2C	Delivery and billing process - (Order-to-Cash)
<input type="checkbox"/>	Aftersales	Maintenance and service processes and spare parts supply

Management processes

<input type="checkbox"/>	Leadership	Leadership culture and leadership model
<input type="checkbox"/>	Strategy & Direction	Corporate strategy and corporate management
<input type="checkbox"/>	Organizational Development	Corporate and process organization
<input type="checkbox"/>	Planning	Corporate and financial planning
<input type="checkbox"/>	Controlling	Reporting and (economic) corporate management
<input type="checkbox"/>	Coordination	Orchestration/harmonization of corporate organization and processes
<input type="checkbox"/>	Communication	Internal communication and reporting
<input type="checkbox"/>	CSR	Corporate image and sustainability of the business model - (Corporate Social Responsibility)
<input type="checkbox"/>	PMO	Project control and management - (Project Management Organization)
<input type="checkbox"/>	Culture	Corporate culture and employee management

Support processes

<input type="checkbox"/>	Human Resources	Personnel planning and management
<input type="checkbox"/>	Financial Management	Financial accounting and liquidity management
<input type="checkbox"/>	IT / ITSM	IT service and operational processes
<input type="checkbox"/>	Procurement	Operational purchasing of goods and services
<input type="checkbox"/>	Vendor Management	Strategic purchasing and supplier management
<input type="checkbox"/>	QA	Quality assurance and certification - (Quality-Assurance)
<input type="checkbox"/>	GRC	Risk management and compliance processes - (Governance-Risk-Compliance)
<input type="checkbox"/>	Security Management	Plant and IT security
<input type="checkbox"/>	BPM	Process control and management - (Business Process Management)
<input type="checkbox"/>	Innovation Management	Suggestion system and innovation management (prior to product development)
<input type="checkbox"/>	(Back) Office Management	Other administrative processes of the internal business processes



Data acquisition in the DTI Calculator

IT-Infrastructure

IT-applications

<input type="checkbox"/>	ERP	Finanz-, Einkaufs- und kaufmännische Planungs- und Berichtssysteme - (Enterprise-Resource-Planning)
<input type="checkbox"/>	PLM	Steuerungssysteme der Produktentwicklung - (Product-Lifecycle-Management)
<input checked="" type="checkbox"/>	MIS	Berichtssysteme zur Unternehmenssteuerung - (Management-Information-System)
<input checked="" type="checkbox"/>	SRM	Systeme und Plattformen der Supply-Chain - (Supplier-Relationship-Management)
<input checked="" type="checkbox"/>	CRM	Systeme zur Marketing und Vertriebssteuerung - (Customer-Relationship-Management)
<input type="checkbox"/>	GRC	Risikomanagement- und Überwachungssysteme - (Governance-Risk-Compliance)
<input type="checkbox"/>	ITSM	Systeme und Plattformen zur Steuerung und Überwachung der IT-Landschaft - (IT-Service-Management)
<input type="checkbox"/>	HR	Personalplanungs-, -steuerungs- und -managementsysteme - (Human-Resources)

IT-infrastructure (Target scenarios)

<input type="checkbox"/>	Business Networks	(Core) value creation processes are part of external IT networks and platforms.
<input type="checkbox"/>	IaaS (Public Cloud)	External providers host hardware, software, storage space and other infrastructure components.
<input type="checkbox"/>	IaaS (Privat Cloud)	
<input type="checkbox"/>	PaaS (Public Cloud)	In-house development, operation, and management of applications without having the infrastructure to develop and launch an app themselves.☒
<input type="checkbox"/>	PaaS (Private Cloud)	
<input type="checkbox"/>	SaaS	Software applications are obtained directly via the Internet, i.e., as a service
<input type="checkbox"/>	OnPremise	All components (hardware, software, infrastructure) are operated in-house

Further entries - see work sheets "General information" and "Process selection".

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You can find the EXCEL based calculator here:

https://www.igdcr.net/IGDCR_Kalkulationstool_2.0_EN.xlsx.

It can be processed by an organization's management in a very short time to obtain an initial rating for the Digital Transformation Inspection Package.

Please send the completed EXCEL chart to one of the e-mail addresses listed on the next page.

The selected package is discussed and confirmed or adjusted in the scoping workshop. The scoping workshop is offered at a fixed price of 5,000 euros.

- Additionally, for preparation of the scoping session it is necessary to provide
 - Org chart
 - Process house description (Process map level 1 – 3)
 - IT architecture overview

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