



The Digital Business Scenario: Driving Change and Transformation

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Gartner®

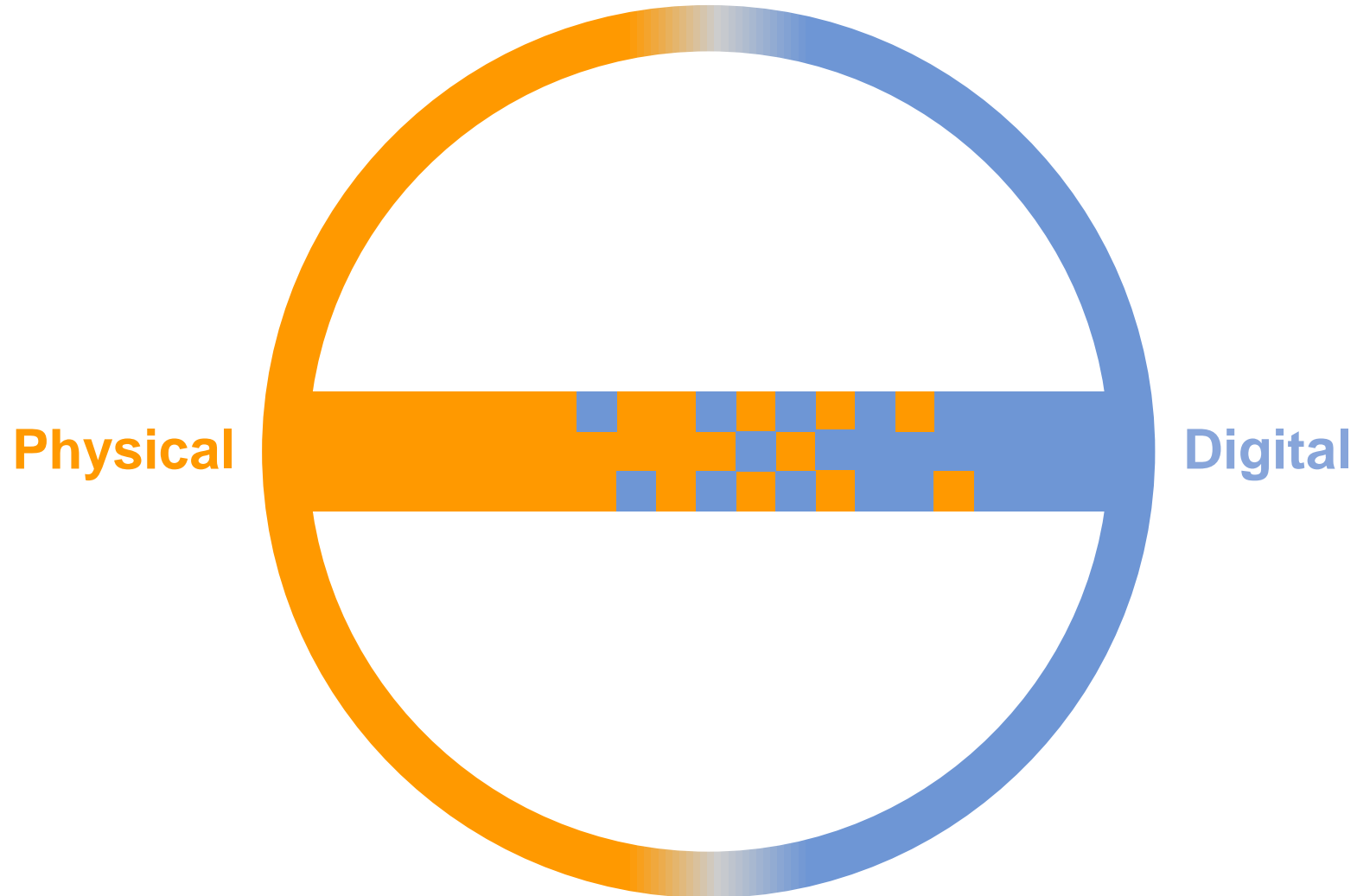
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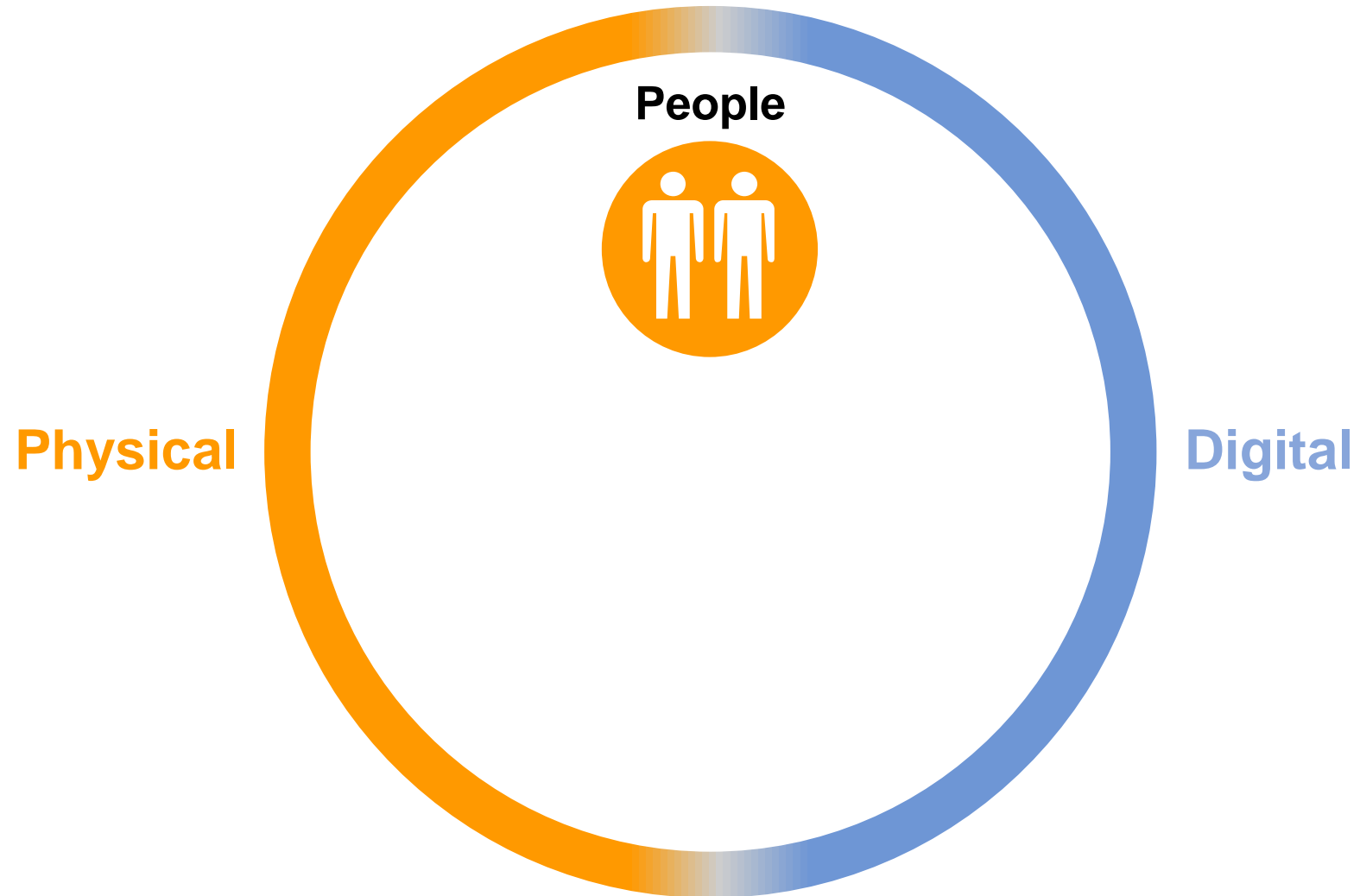
TWENTY FOUR

Digital Business

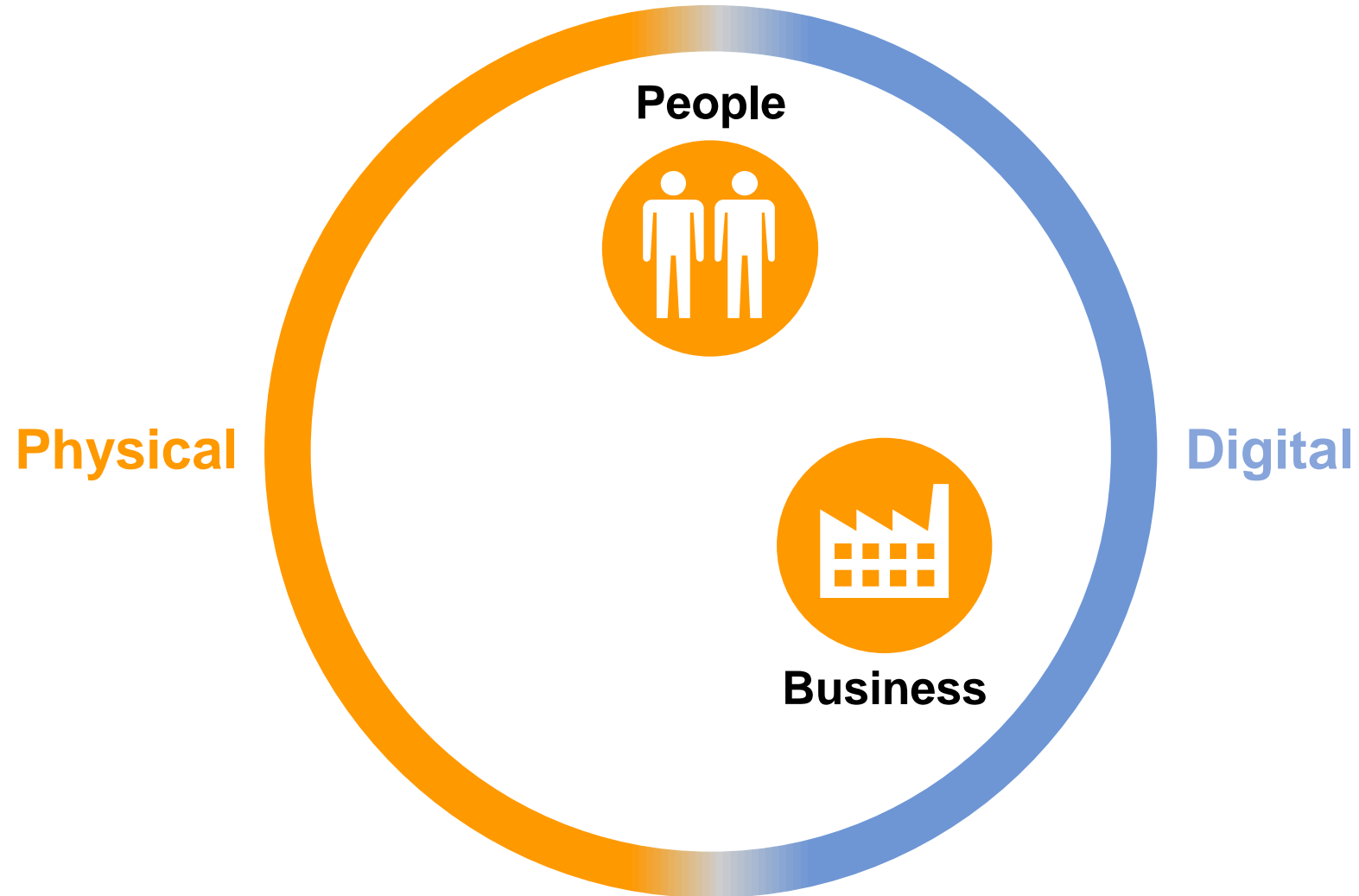
The creation of **new business designs**
by blurring the digital and physical worlds

Blurring the Digital and Physical Worlds













eBusiness



Digital Business



The Journey Onward — to Digital Business

		Pre-Web			Post-Nexus	
		Analog	Web	E-business	D-marketing	D-business
Focus		Traditional Business	Static Web Presence	Traditional Business Goes Online	Going to the Customers	Blurring Physical and Digital
Entities		 People	  People Business	  People Business	  People Business	
Technologies		ERP CRM	CRM Web	EDI BI Portals	Mobile Big data Social	Sensors 3D printing Smart machines

Top 10 Strategic Technology Trends for 2015

Merging the Real World and the Virtual World

1

Computing Everywhere

2

The Internet of Things

3

3D Printing

Intelligence Everywhere

4

Advanced, Pervasive and Invisible Analytics

5

Context-Rich Systems

6

Smart Machines

The New IT Reality Emerges

7

Cloud/Client Computing

8

Software-Defined Applications and Infrastructure

9

Web-Scale IT


10

Risk-Based Security and Self-protection

Business Process

Business Model

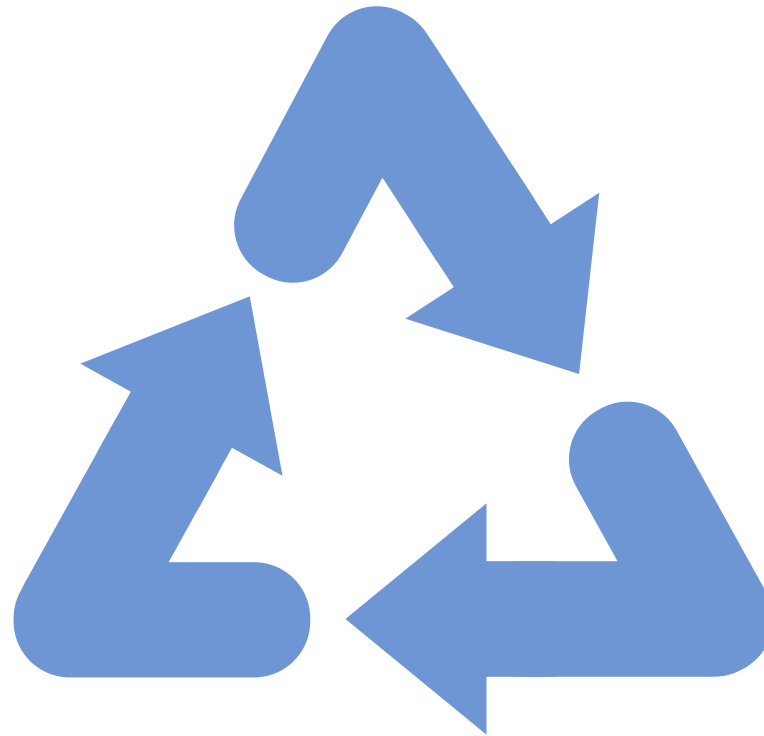
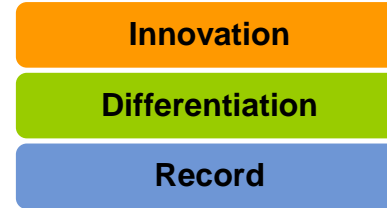
Business Moment



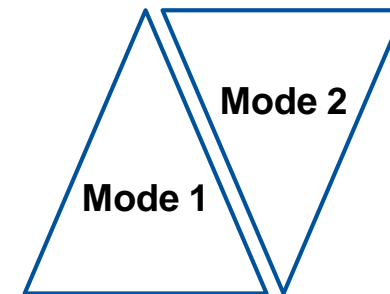
Bimodal Capability

... And Adopt New IT Management Strategies

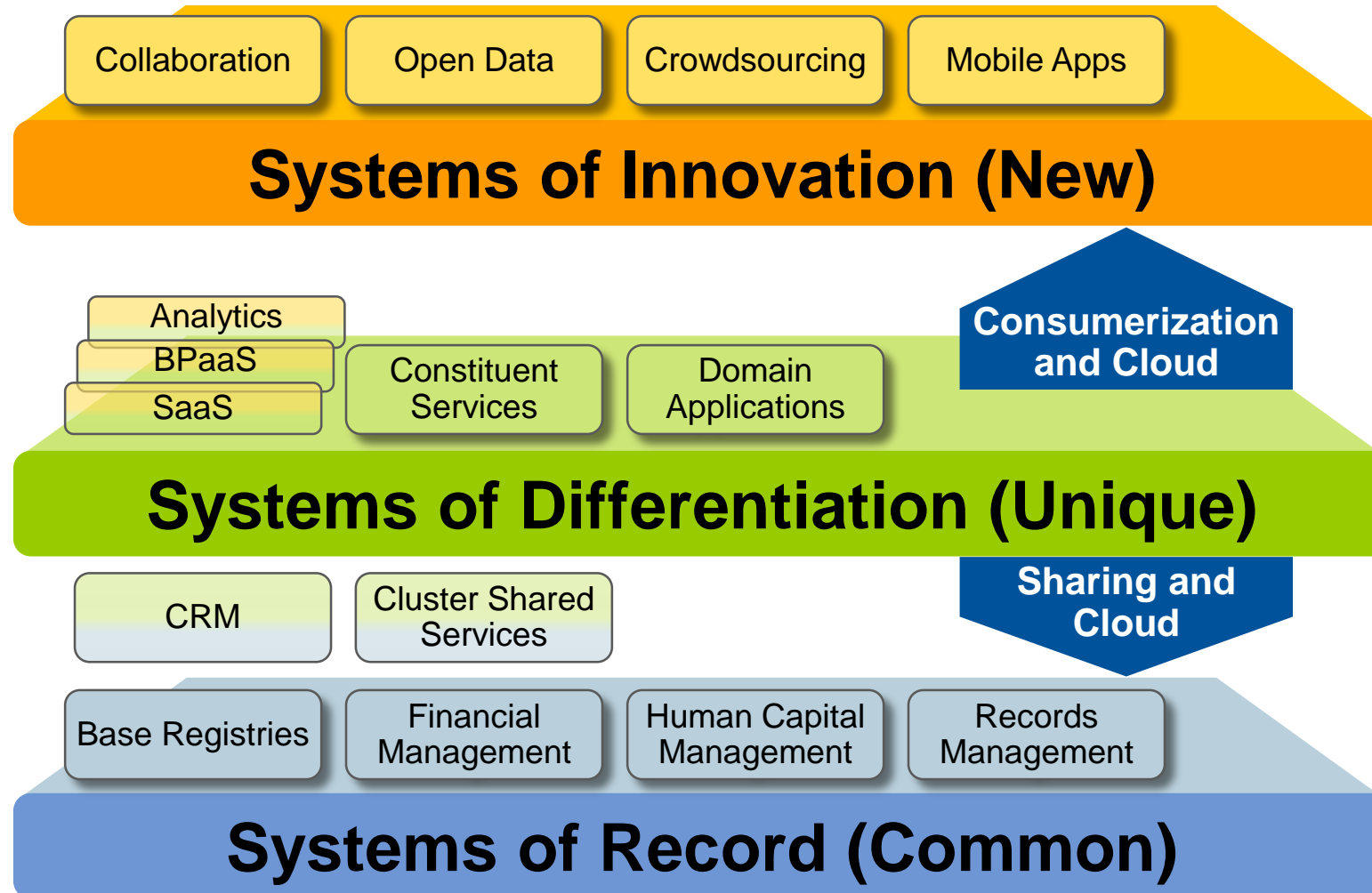
Pace-Layered Application Strategy



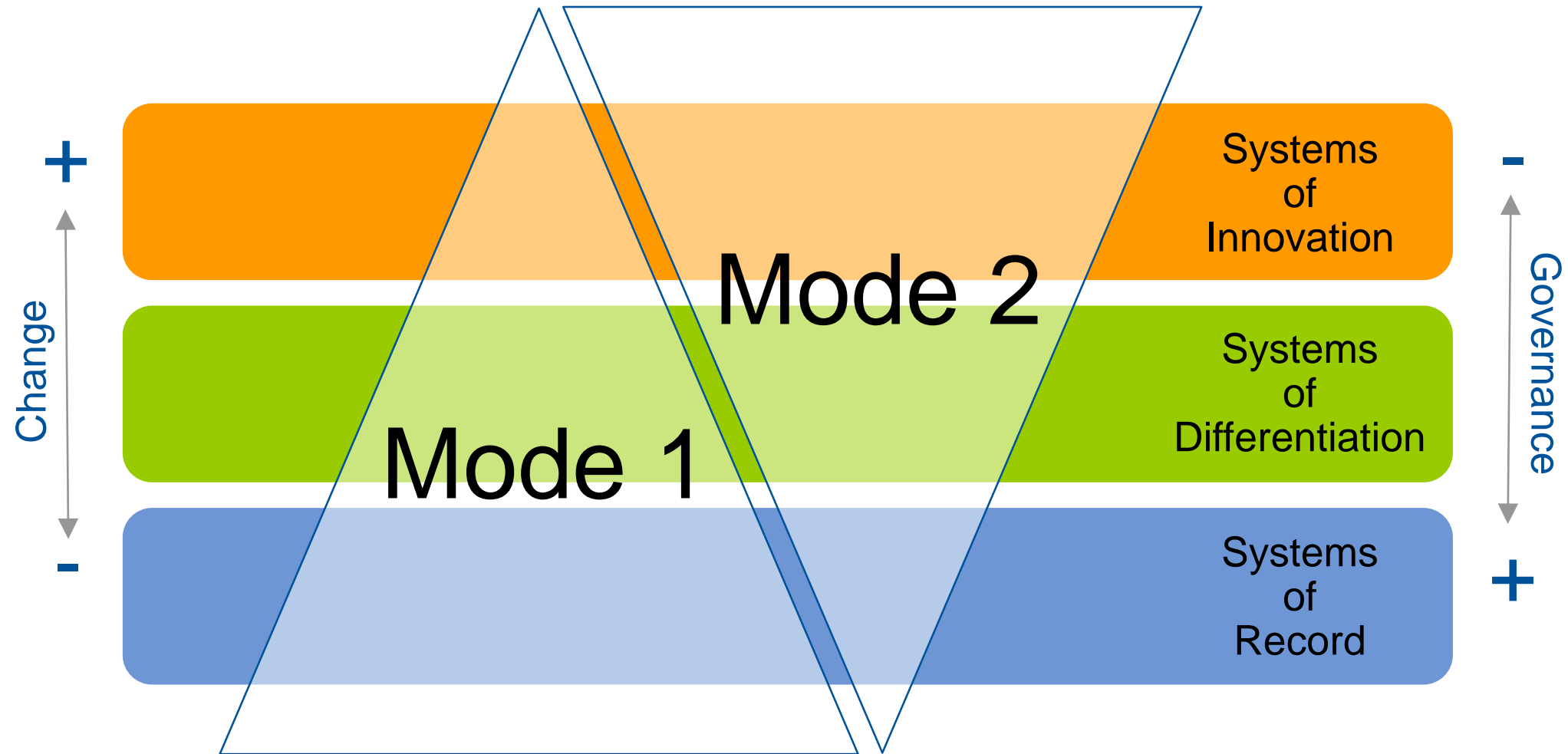
Bimodal IT



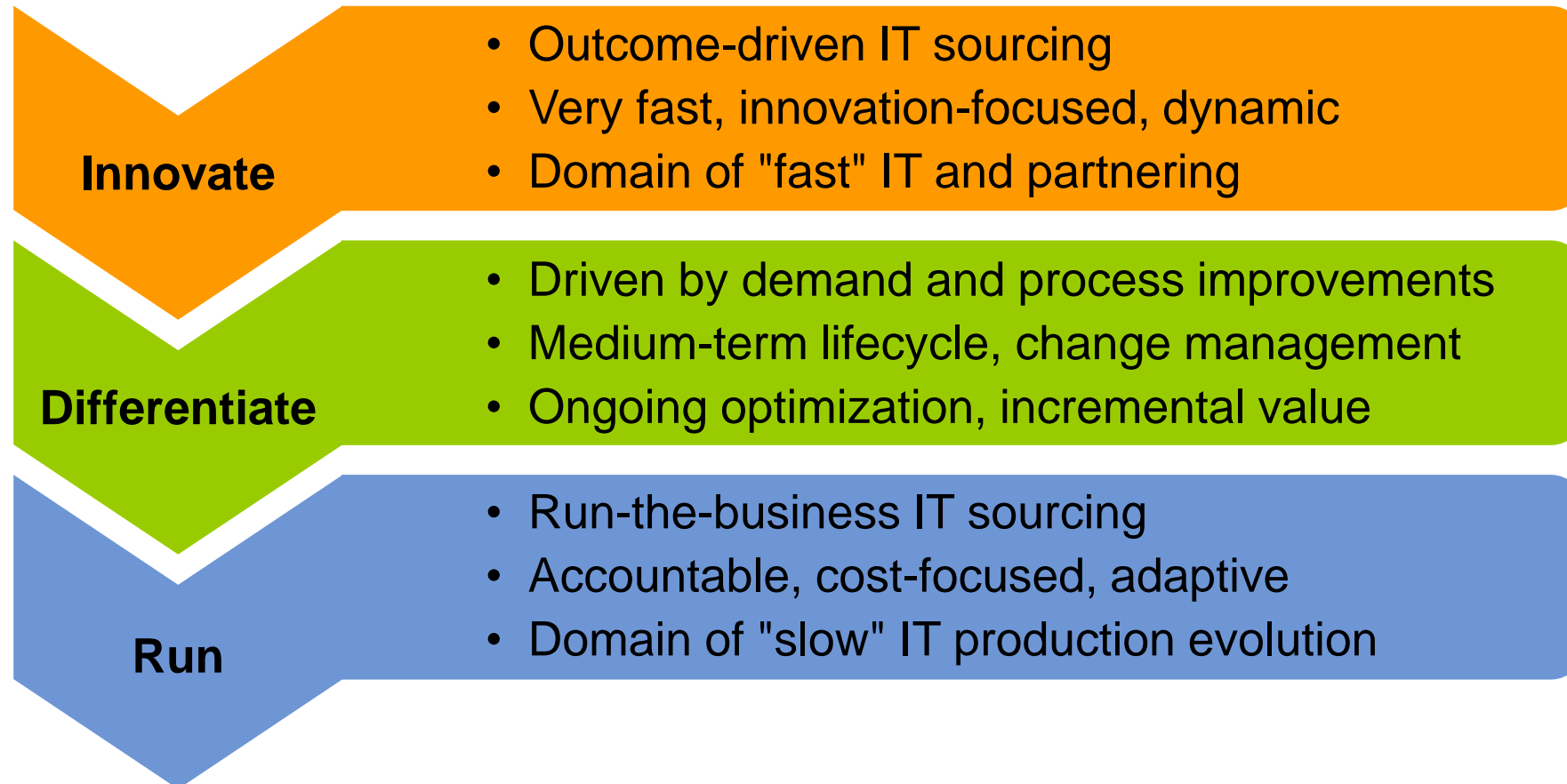
Use the Gartner Pace-Layered Approach to Redefine Your Application Portfolio



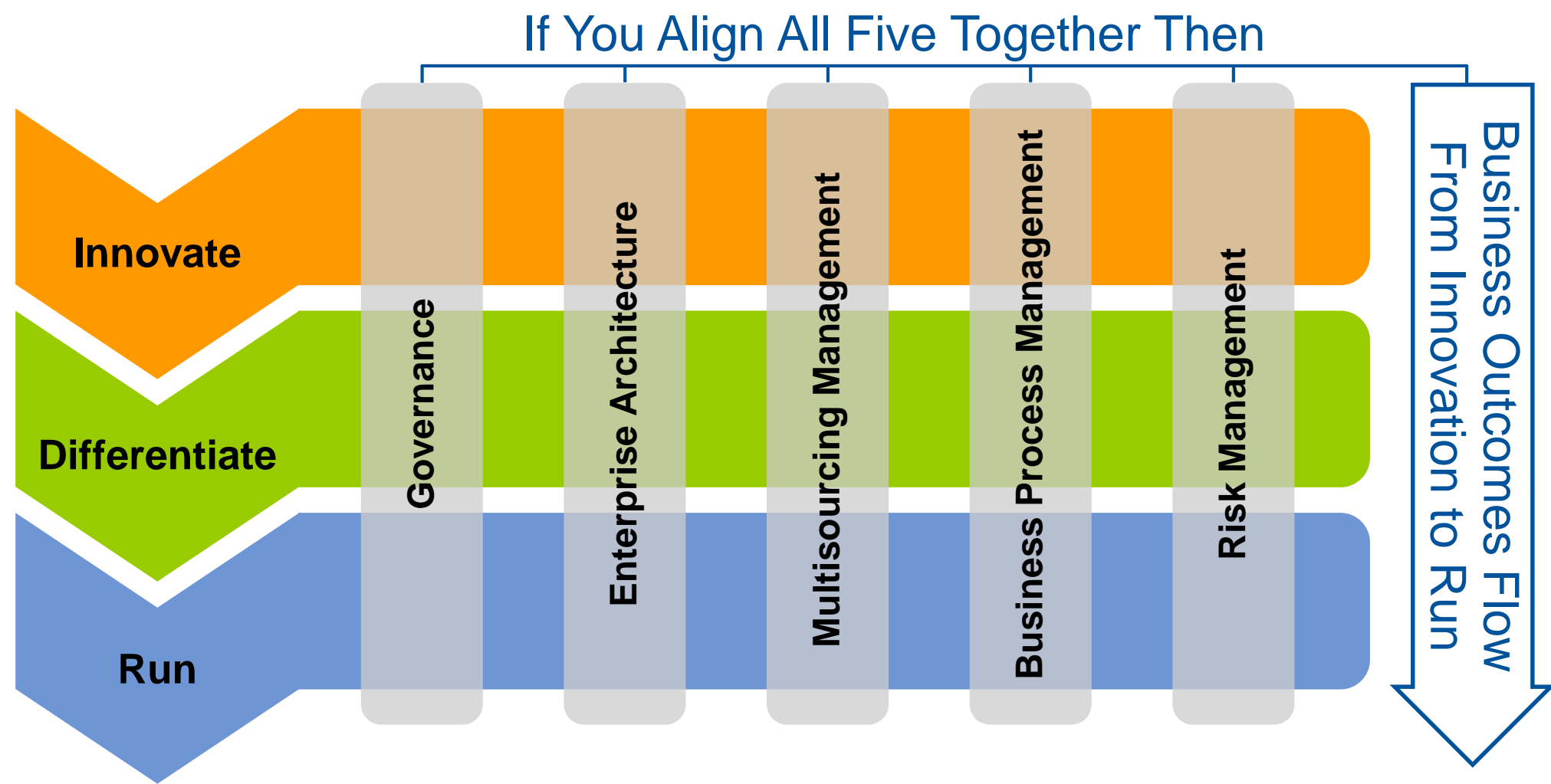
Bimodal IT Capability Manages a Pace-Layered Application Portfolio



Adaptive Sourcing Provides Agility to Bimodal and Pace-Layering Capabilities



The IT Capabilities That Deliver Outcomes for Digital Business

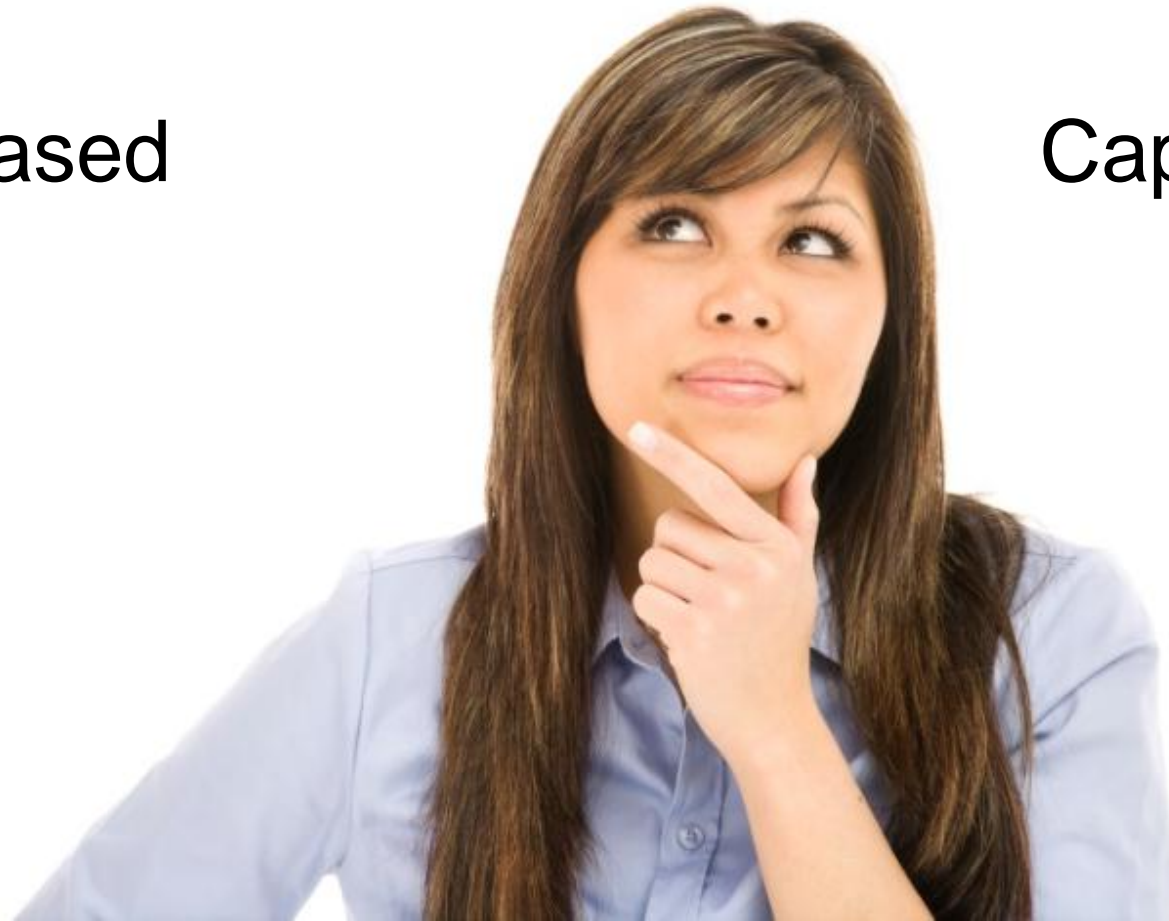


Now Is the Time to Look at Your Talent Differently ...

How Do I Know the Difference?

Skills-Based

Capability-Based



Competency Growth Stack: Key Definitions

"From Delivery to Engagement" Competency Growth Stack				
Delivery	High Performance	Leading	Collaborative	Engaged
				Instigating
				Attuned
			Educating	Educating
			Partnering	Partnering
		Driving	Driving	Driving
		Attentive	Attentive	Attentive
	Efficiency	Efficiency	Efficiency	Efficiency
	Consistency	Consistency	Consistency	Consistency
Responsiveness	Responsiveness	Responsiveness	Responsiveness	Responsiveness
Timeliness	Timeliness	Timeliness	Timeliness	Timeliness
Frugality	Frugality	Frugality	Frugality	Frugality
Definitions				
Instigating	Causing a colleague or team to take action; inspiring new business solutions through technology			
Attuned	Total awareness of business levers; reciprocal business awareness of IT capabilities			
Educating	Explaining what is possible in intelligible terms			
Partnering	Working with others to address "pull" and "push" demands			
Diving	Stimulating demand; developing capabilities in advance of need			
Attentive	Anticipatory focus on customer needs and demands			
Efficiency	Maximizing deployed resources			
Consistency	Reliably meeting a set of expectations constrained by a budget, skill requirements, and so on			
Responsiveness	Aware of demand and able to address it in SLAs			
Timeliness	Responding and delivering on time; meeting commitments			
Frugality	Balancing time, cost and quality			

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TWENTY FOUR

THE COUNTDOWN CONTINUES...