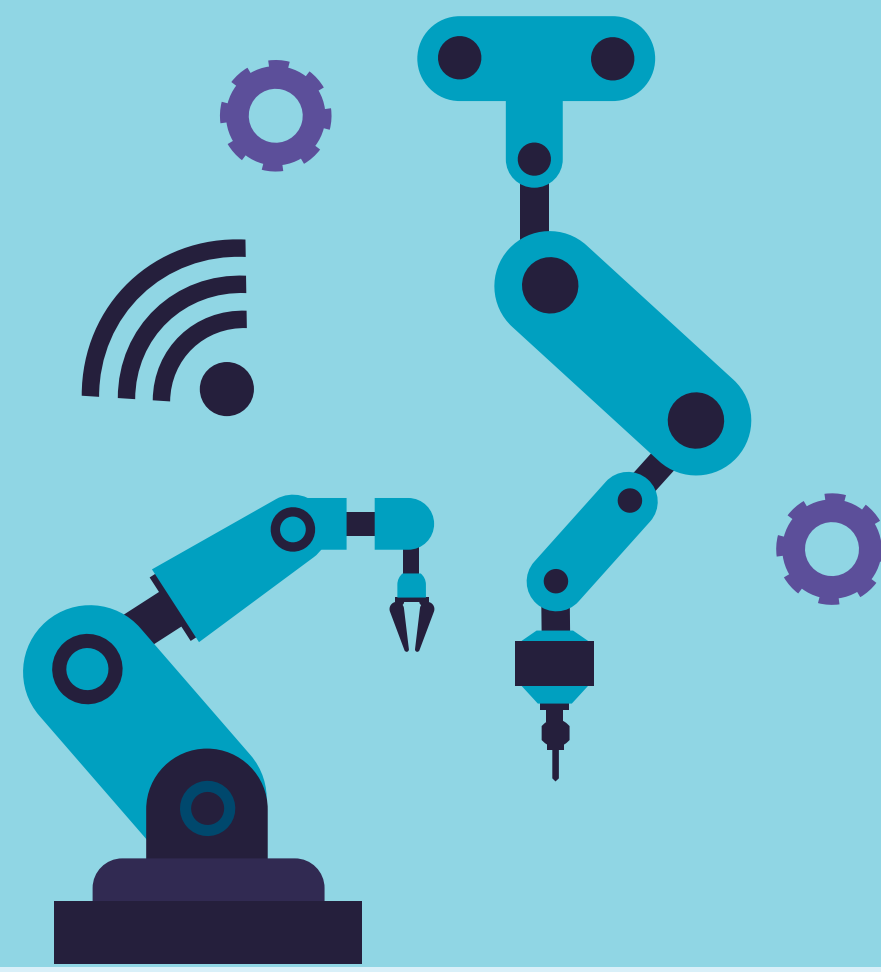


1. Focus is the name of the game

When it comes to your digital transformation journey:

- Set a clear pipeline of innovation
- Make sure that digital teams are “chasing” the right opportunities - the ones that will bring value to your company



2. Keep it simple

Global digital transformations can no longer be complex organisms with multiple entities, dozens of work streams & hundreds of projects running in parallel

Future is more about agility, fluidity & clear accountability to business stakeholders

Tip! Remove unnecessary complexities to match the level of market dynamism

3. Forget about legacy versus digital business

Digital transformation begins with integration & coordination between the core legacy entities & the digital business

Try to focus on true innovation around the core business & generate growth for that core market verticals



4. Prioritize better & faster

Unrealistic projects and ‘boil-the-ocean’ programs need to be killed before entering the innovation pipeline. They create complexity, burn cash resources & do not meet the impact requirements



- You need to focus on:
- Customer pain points
 - True differentiation
 - Willingness-to-pay
 - Pricing power

Tip! The digital future is about true innovation & executable opportunities

5. Address your internal typical organizational bottlenecks



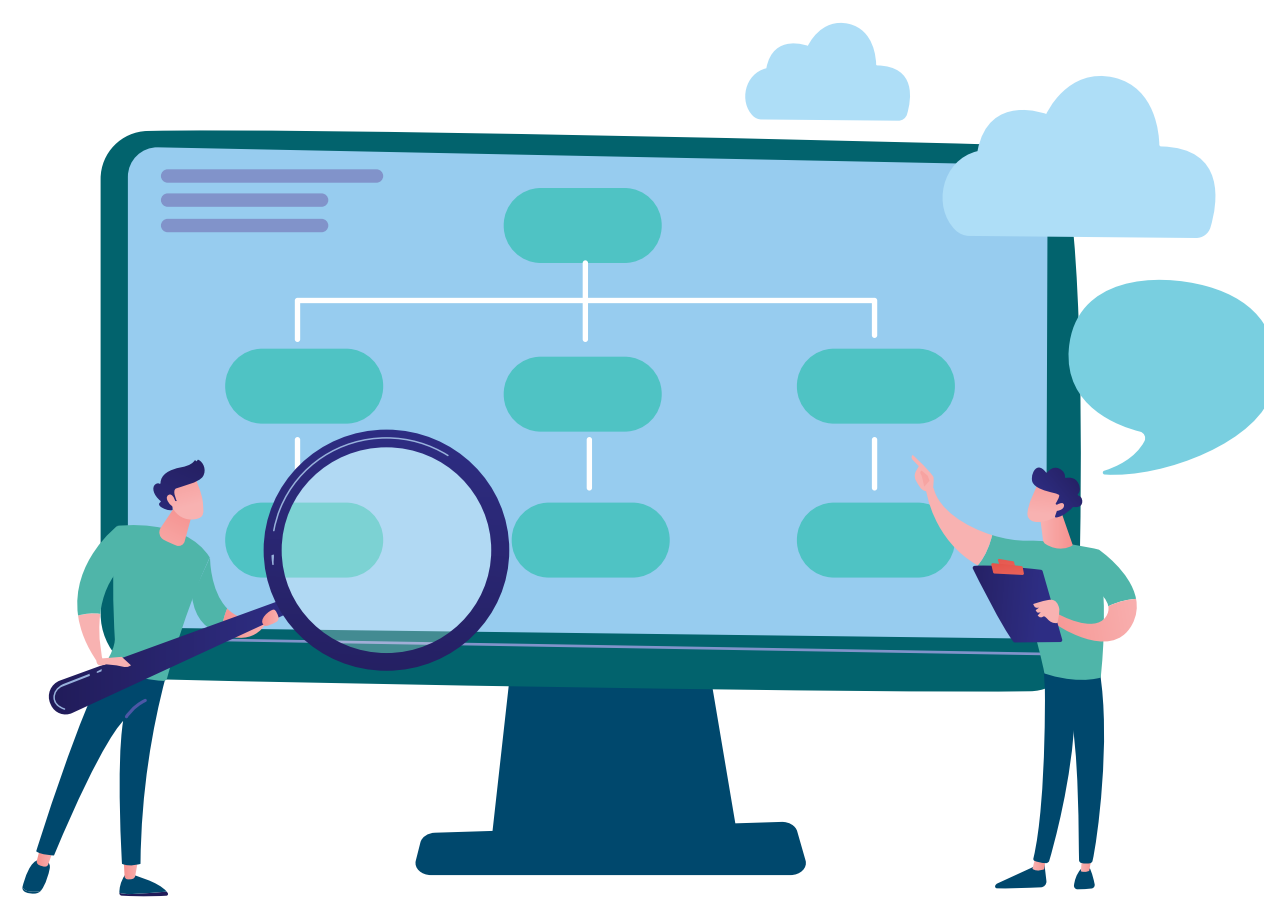
A bottleneck is a point of congestion in a production system that occurs when workloads arrive at a point more quickly than that point can handle them

- In order to focus on speed & impact, you should first:
- Build solid partnerships
 - Invest in open-innovation
 - Work with commercial partners

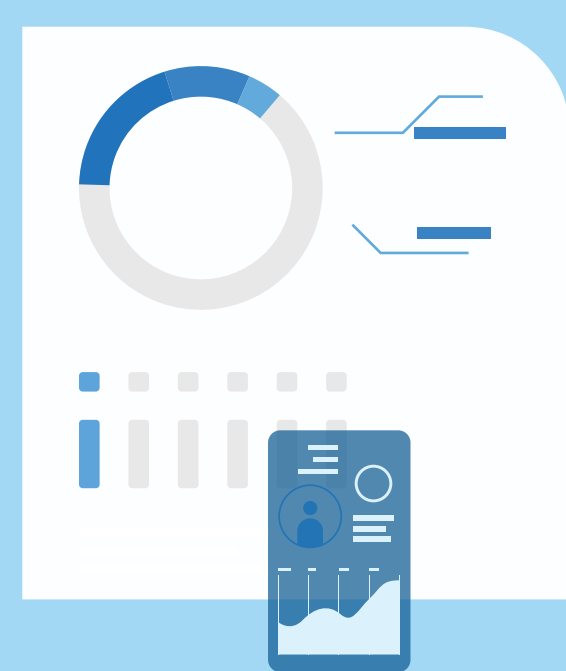
6. Digital opportunities start with new business models

True digital innovations should not be business-as-usual & should focus on the attractiveness, feasibility & viability of the opportunities

- Manage new business models as a dynamic portfolio
- Search for commonalities among business models
- Use a platform mindset approach



7. Monetize & leverage data



Questions you need to answer:

- Do you have a robust & long-term data strategy?
- Are your data projects well financed?

The core of your digital innovation pipeline should focus on data extraction, integration & mining

8. Solve your internal inefficiencies

Take a realistic look at how you are doing in the ‘New Normal’ & make sure you modify your road map accordingly

Test your internal digital capabilities:

- Digital mindset among IT & engineering teams
- Communication
- IT infrastructure
- Collaboration tools
- Bandwidth



Tip! Your ability to drive internal digital transformation is a make or break point in your overall digital transformation

Source: The Common Sense Guide to Digital Transformation, Epicor eBook

[Read more on the ebook](#)

Contact us



erp.atc.gr



epicor.sales@atc.gr



Smart Factory in Greece



EPICOR
Authorized Partner