

Workshop

# KICKSTART IOT BUSINESS TRANSFORMATION

Starting your IoT business transformation and implementing new capabilities



2 Days



Delivery: Classroom and Online



Product Code: KBT-IOT



CEO &amp; Directors



Business Manager



Change Agents &amp; Business Transformation Experts



Technologists &amp; Digital Experts



Organization Development Experts

## DESCRIPTION

Business is changing faster than ever requiring constant innovation. Today business leaders are looking at how IoT (Internet of Things) can create impact for their customers and profits for the business. But where do we start? Exactly what impact should we be attempting? What aspects of the business do we need to involve? Should we start with technologies and architectures or start somewhere else?

This is why we created Kickstart for IoT, a variation of our Kickstart Transformation program in partnership with **IoT ONE**, a leading IoT research and consulting firm. Kickstart IoT is a proven 9 step curated process and transformation toolbox designed to Kickstart your team towards successful business transformation focused on IoT strategies and technologies. During our workshops you will analyze and innovate on your existing business model, design new IoT driven capabilities, and create a transformation roadmap. Our business coaches will guide you through the process delivering results on Day 1.

## WHY KICKSTART?

Only 47% of Executives\* feel confident that they can realize sustainable value from transformation. Transformation attempts often fail for 5 reasons: failure to understand the complexity of the operating model, inability to innovate (not just services, but also the business model itself), missing the cultural connection, failure to take a "business value first" approach to technology and finally inability to execute.

Our Kickstart workshops addresses these very obstacles to organization change. Your teams will create a shared understanding of your operating and business models as well as the challenges, both internal and external, your team faces. Your teams discover challenges among business functional silos. Teams then solve the challenges designing new business capabilities. Finally, your team creates a detailed roadmap for execution putting their insights into practice. \*KPMG Global Transformation Study, 2016

## TAKE AWAYS

This interactive workshop aligns your teams, links customer demand to innovation, and searches for growth opportunities leveraging the IoT. We get you started implementing new IoT based business capabilities and make them actionable. Along the way we invite IoT experts to provide research and insight to help us zero in on the most promising initiatives and approaches tailored to your specific business situation. If you need more help, we can connect you with a team of global IoT innovators and practitioners who can provide ongoing guidance and insight.



## CONTENT OVERVIEW

### ANALYZE YOUR BUSINESS MODEL

Dive Deep into the current-state business model and explore what may be missing or could be modified.

### EXPLORE TRANSFORMATION DRIVERS

Explore all the influencing factors that challenge your business from both inside and out. What does this mean for your business moving forward?

### IDENTIFY & DESIGN NEW BUSINESS CAPABILITIES

Explore and prioritize new outcome focused capabilities and business model innovations in the IoT space. IoT industry experts join us to provide cutting edge research to help us focus on approaches most likely to provide rapid and significant impact to the business.

### SHOW VALUE

Quantify the value of new capabilities for customers, users and internal operations.

### INFRASTRUCTURE (optional)

Draft a blueprint for new infrastructure required to execute the new business capabilities.

### TRANSFORMATION ROADMAP

Decide what is needed to achieve these new capabilities in your business model and build a detailed roadmap so you can start executing right away.

### INVOLVEMENT

Identify and involve other stakeholders and cross-functional teams needed to execute the next steps

### DO IT AGAIN

Initiate iterative Kickstart Circles to continue the process.

## METHODS AND PHILOSOPHY

We don't tell you how to transform – we equip you with the processes, toolsets and insights to do it on your own. We focus your team on three steps: orientation, creation, and implementation, in a collaborative, dialogic approach. We help you unleash the full potential of your team's awareness, wisdom, and creativity to initiate the path forward.

*„...the value and inspiration from the workshop is spot on with what we need as an organization/company...“*

(Mark H., Director Digital Transformation Consulting)

## ABOUT US

We are experts and pioneers from IT and business. We leverage cutting edge principles in Business, Leadership, Organizational Culture & Design, combined with veteran knowledge of IT and business technology. We believe that digitalization offers huge potential if people in organizations gain new competencies, break cultural patterns and establish a new leadership paradigm.

Our team has delivered workshops in more than 50 countries, working with 14.000 business people and technologists worldwide.

## HOW CAN WE IMPACT YOUR TRANSFORMATION?

Contact us easily under

 [www.linkedin.com/company/triangility](https://www.linkedin.com/company/triangility)

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 [Website contact form](#)

