

A row of five incandescent light bulbs is shown against a dark, textured background. The bulbs are arranged horizontally. The third bulb from the left is illuminated, casting a warm, yellow glow. The other four bulbs are unlit and appear dark. The background has a subtle, repeating pattern of light bulbs, suggesting a larger array of ideas or concepts.

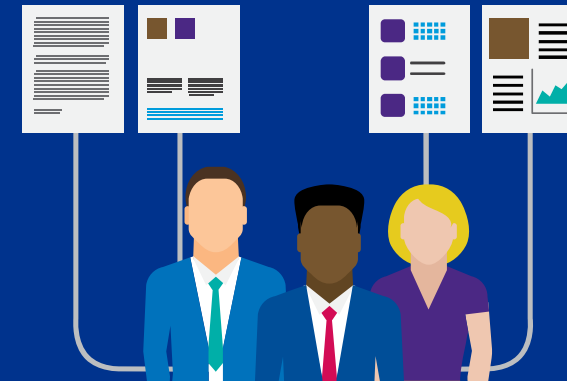
Digital Disruption Thrive or Survive

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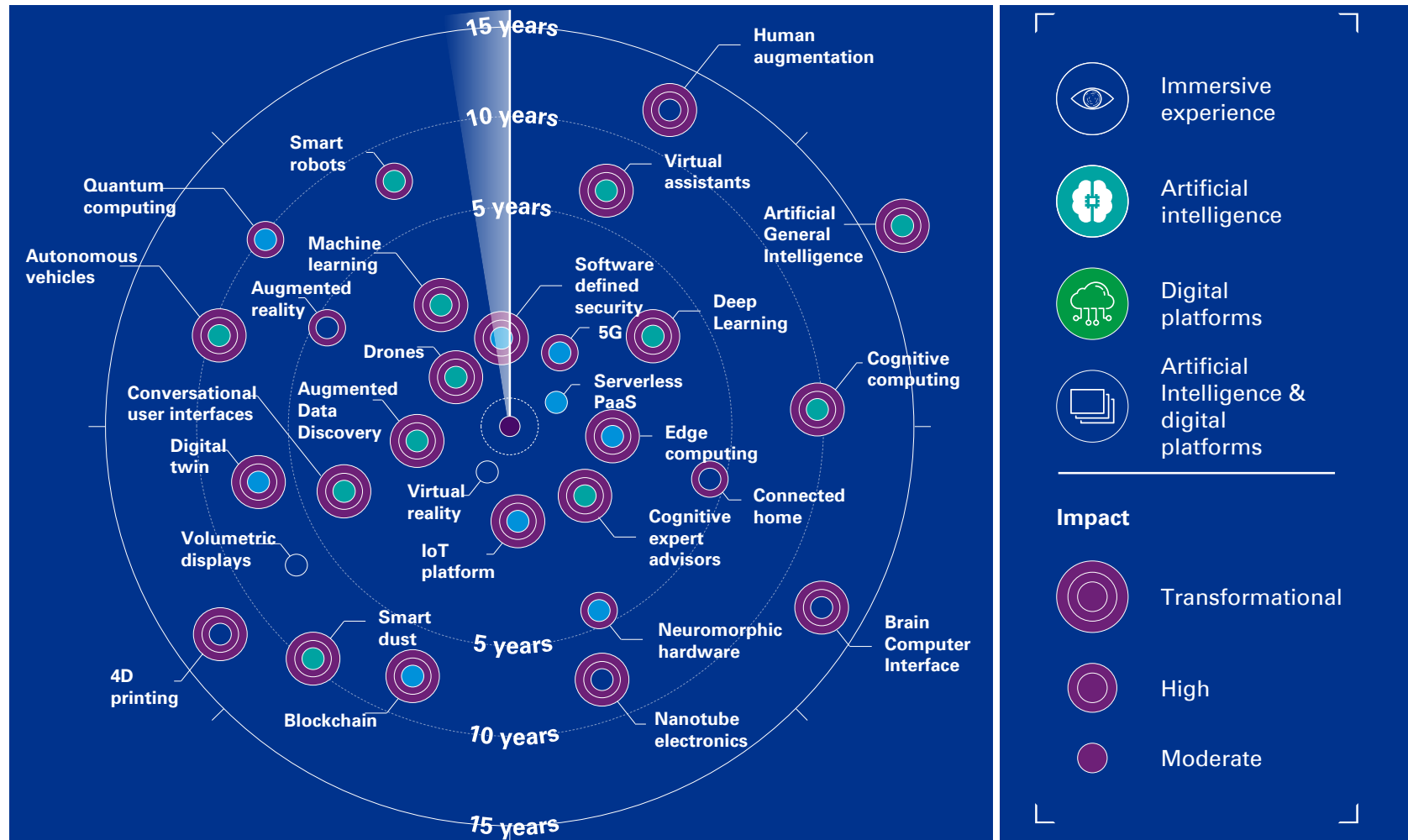
August 10, 2018

To disrupt is to exist

- ✓ **72%** of CEOs say that rather than waiting to be disrupted by competitors, their organization is actively disrupting the sector in which they operate
- ✓ **60%** see technology disruption as more of an opportunity than a threat
- ✓ **61%** of organizations that are effective at using digital technologies see higher revenue growth than their competition
- ✓ **26%** higher profitability than competitors observed by digitally savvy enterprises
- ✓ **61%** are concerned about integrating cognitive processes and artificial intelligence



Digital disruption is the new normal that directly impacts...



- Technology disruption is not an event
- In last 2-3 years, “Future Stars” have become “Table Stakes”
- Disruptive technologies will continue to emerge over time
- Each technology will have its own lifecycle with respect to adoption and maturity
- Time to define new roles and build new capabilities

IT organization that is facing its own disruption



Changing itself to modulate to a new way of thinking

The most in-demand occupations or specialties did not exist 10 or even five years ago, and the pace of change is set to accelerate by 2020.

SHORTER ROLE SHELF LIFE



65% of children entering primary school today will ultimately end up working in completely **new job types that don't yet exist**

Half-life of technical skills is approximately 2 years

Millennials rate "learning and development opportunities" as the number-one driver of a "good job"

NEED TO KEEP UP THE TALENT



Only 19% of companies have traditional functional career models
48% of tech executives are concerned about a **skills shortage**

Emergence of **hybrid jobs** that combine technical skills with domain and systems expertise

OPERATING MODEL CHANGE



IT function's typical operating model--plan, build, run, is obsolete

Everything as a Service is the next managed service

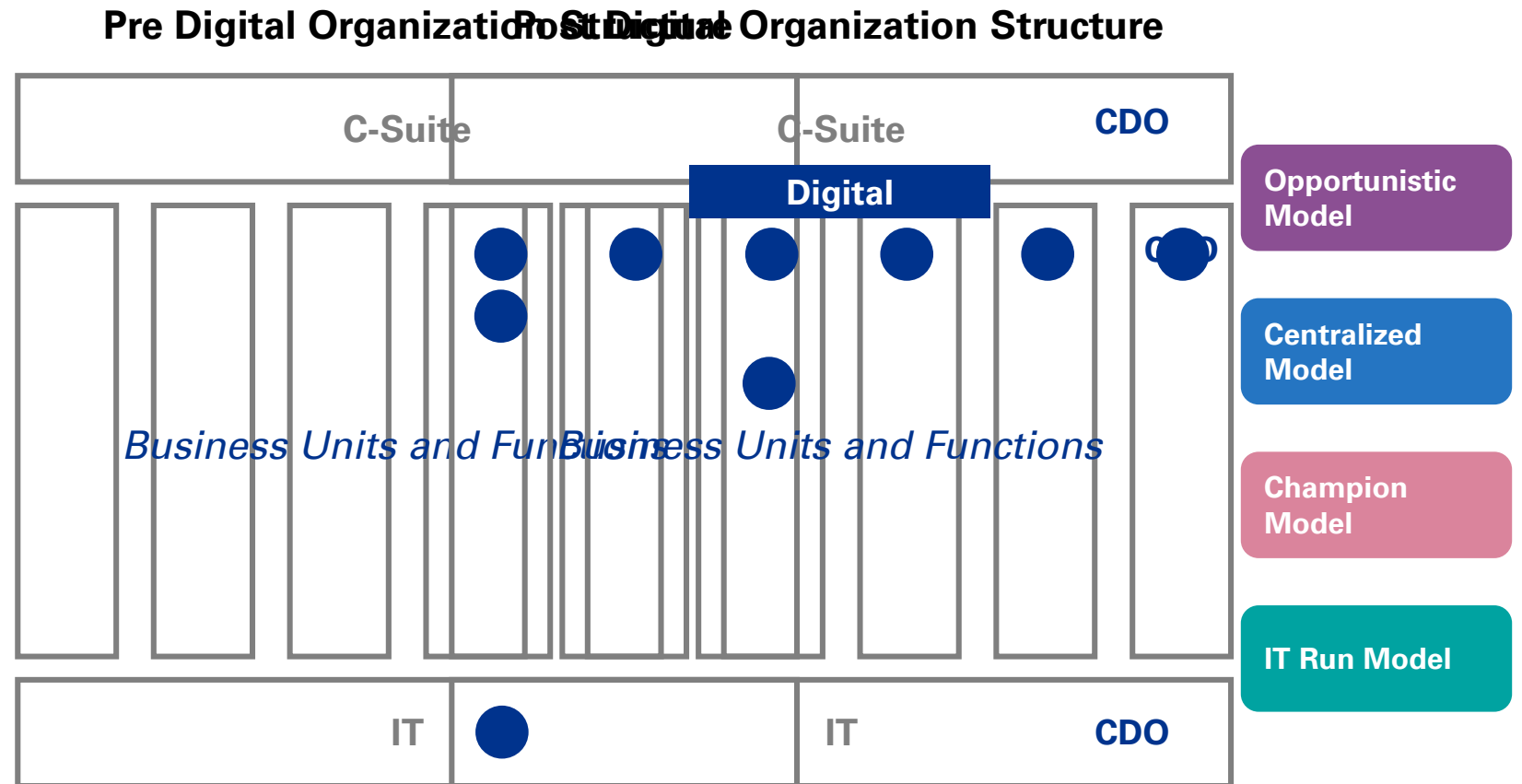
Agile methodologies for **continuous IT delivery**

Digital channels

Digitally supported products

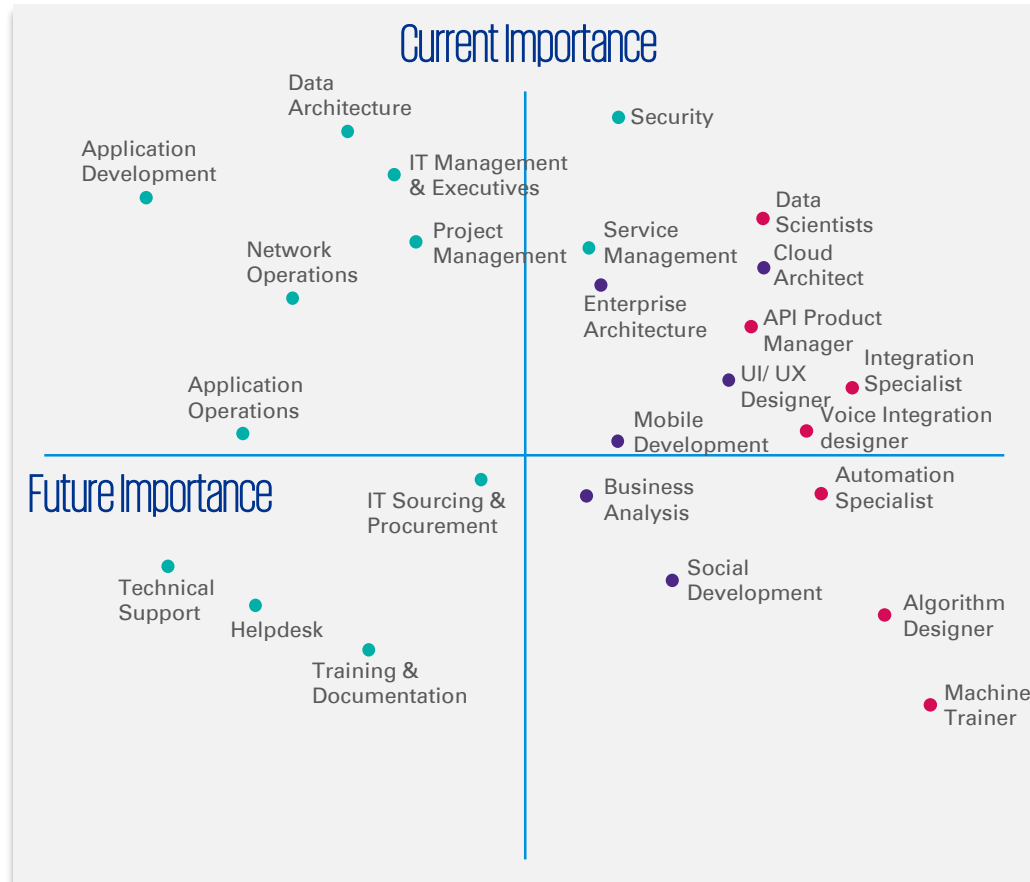
Digital services & operations

Organizational changes are quite evident

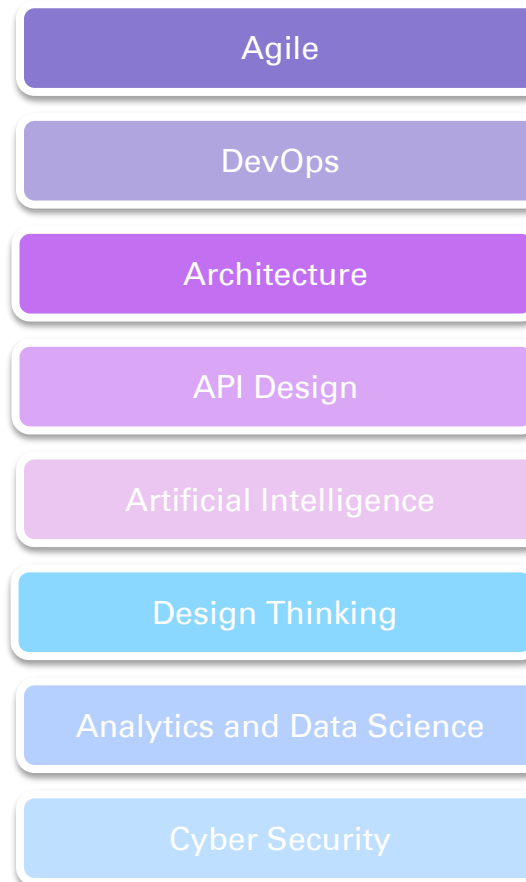


Scaling digital is driving demand for new roles and skills

Impact of Digital Disruption on IT roles



New Skills



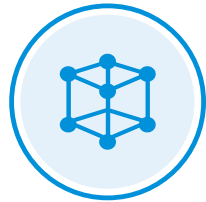
Is Outsourcing the answer?

- Technology has become a differentiator
- Service integration is getting utmost important
- Outsourcing decisions need to be reassessed in light of digital disruption
- Tech companies themselves facing skill shortage



● Traditional Roles ● Evolving Roles ● New Roles

Ecosystem is creating disruption and is being disrupted



Everyone is a tech company - technology companies can emerge from anywhere in the world



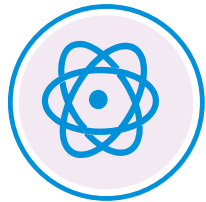
Venture capital or crowd funded startups are a growing challenge



Tech firms are 'eating their own dog food' by first testing out the potential of different disruptive technologies on themselves



New competitors have emerged from within the Tech industry



Disruptive technologies are undermining traditional company's business model

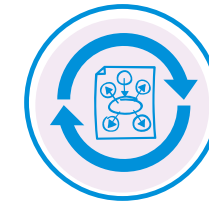


Digital disruption will displace approximately 40% of incumbent companies

Technology Products & Services has the highest potential for disruption over the next five years*



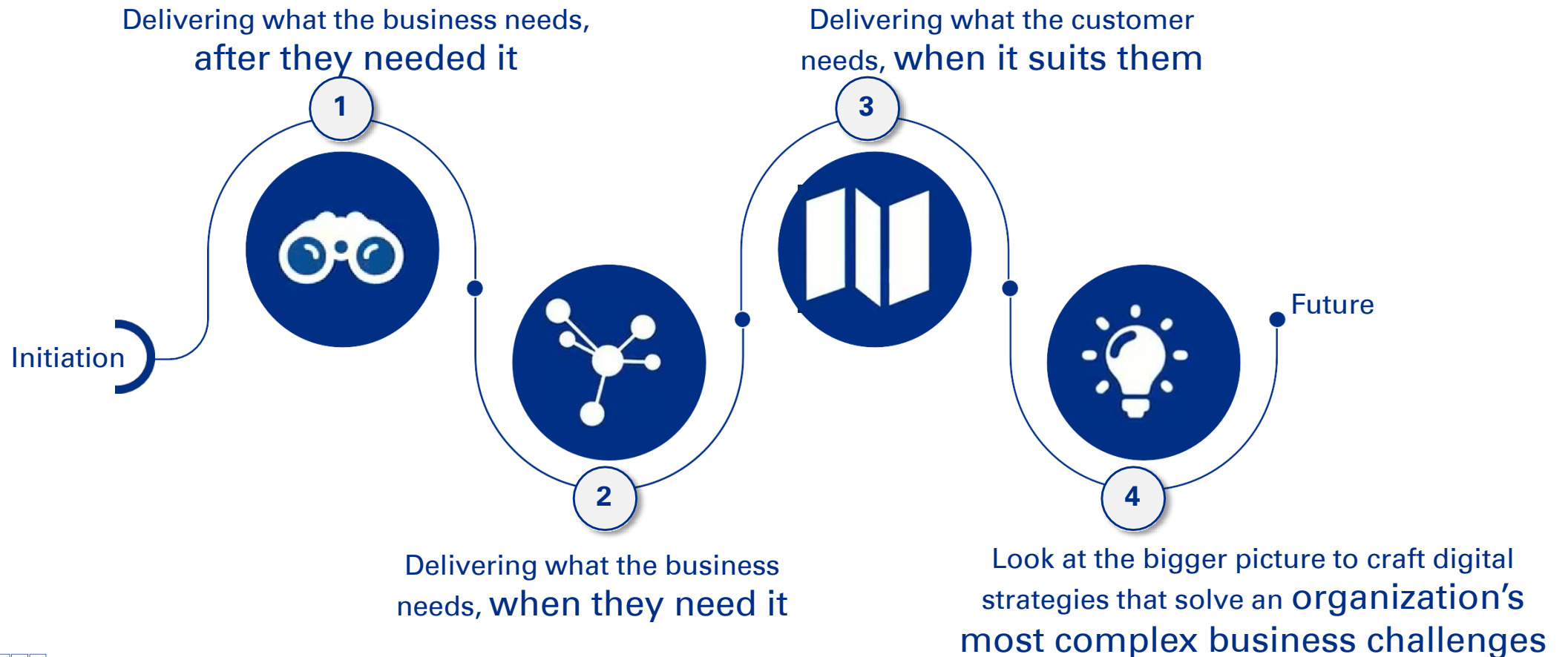
Mergers and acquisitions of smaller niche digital players has become common



Digitization is changing industries & increasingly blurring the lines between them

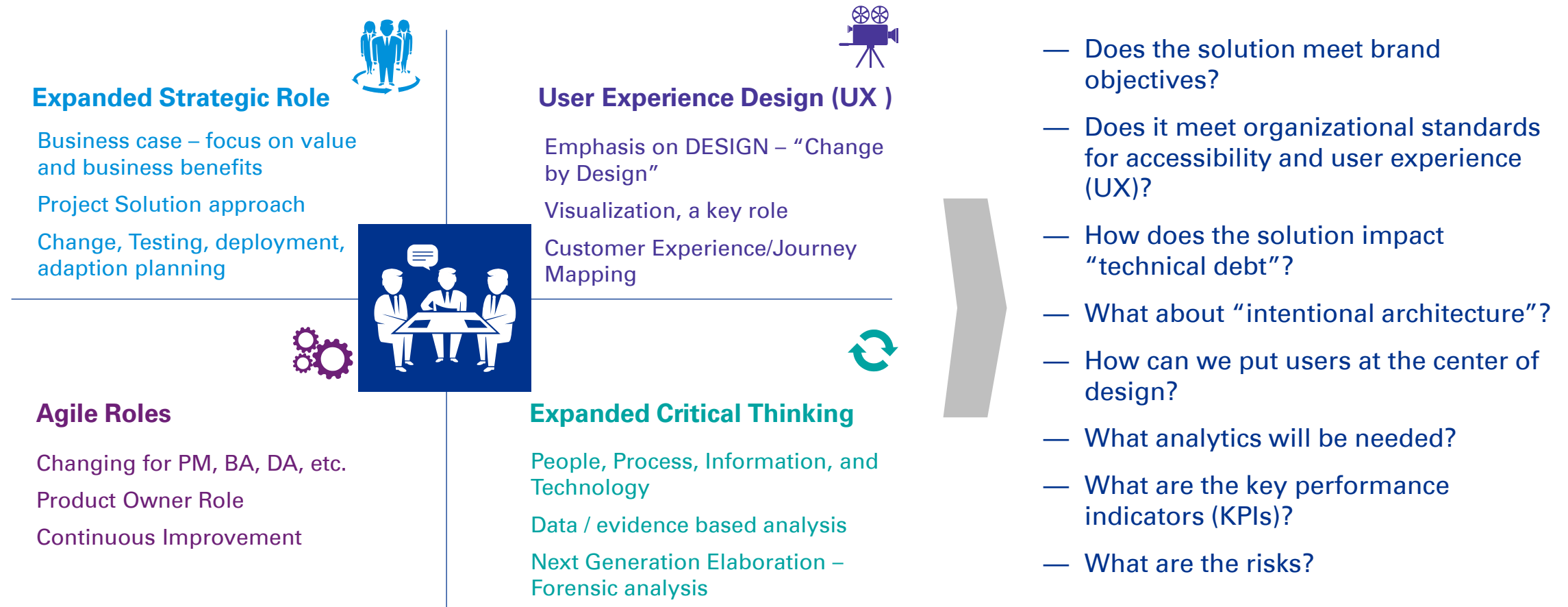
Tech Advisors - role is getting evolved

Role is changed from 'what the business needs' to 'what the digital needs'

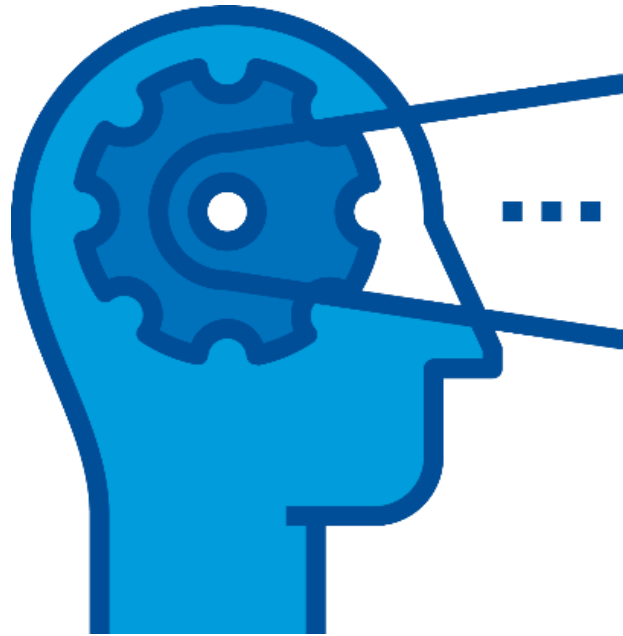


Emergence of 'digital analyst' role - digital product strategist

Digital Analyst has an expanded role



What should you be thinking about?



- IT is no longer **business as usual**
- Be more aware about the **extended ecosystem** and not just the immediate one
- Recognize and embrace the **strategic nature of digital solutioning**
- More and **more ideas and thoughts** are required across business functions
- **Challenge the status quo**, upskill and build a broader horizon
- Both organizations and employees **have to upskill and advance**

More thoughts??

