

HOW TO FIND THE RIGHT DIGITAL INNOVATION PARTNER

RESULTS ARE ALL ABOUT RELATIONSHIPS

Dun & Bradstreet's "Barometer of Global Outsourcing" reports that as far as outsourcing software development projects go, "20 to 25% of all outsourcing relationships fail within two years, and 50% fail within five"

Here's how to overcome that.

1

Clearly define the problem and your related objectives. Stakeholder involvement is critical to success.

2

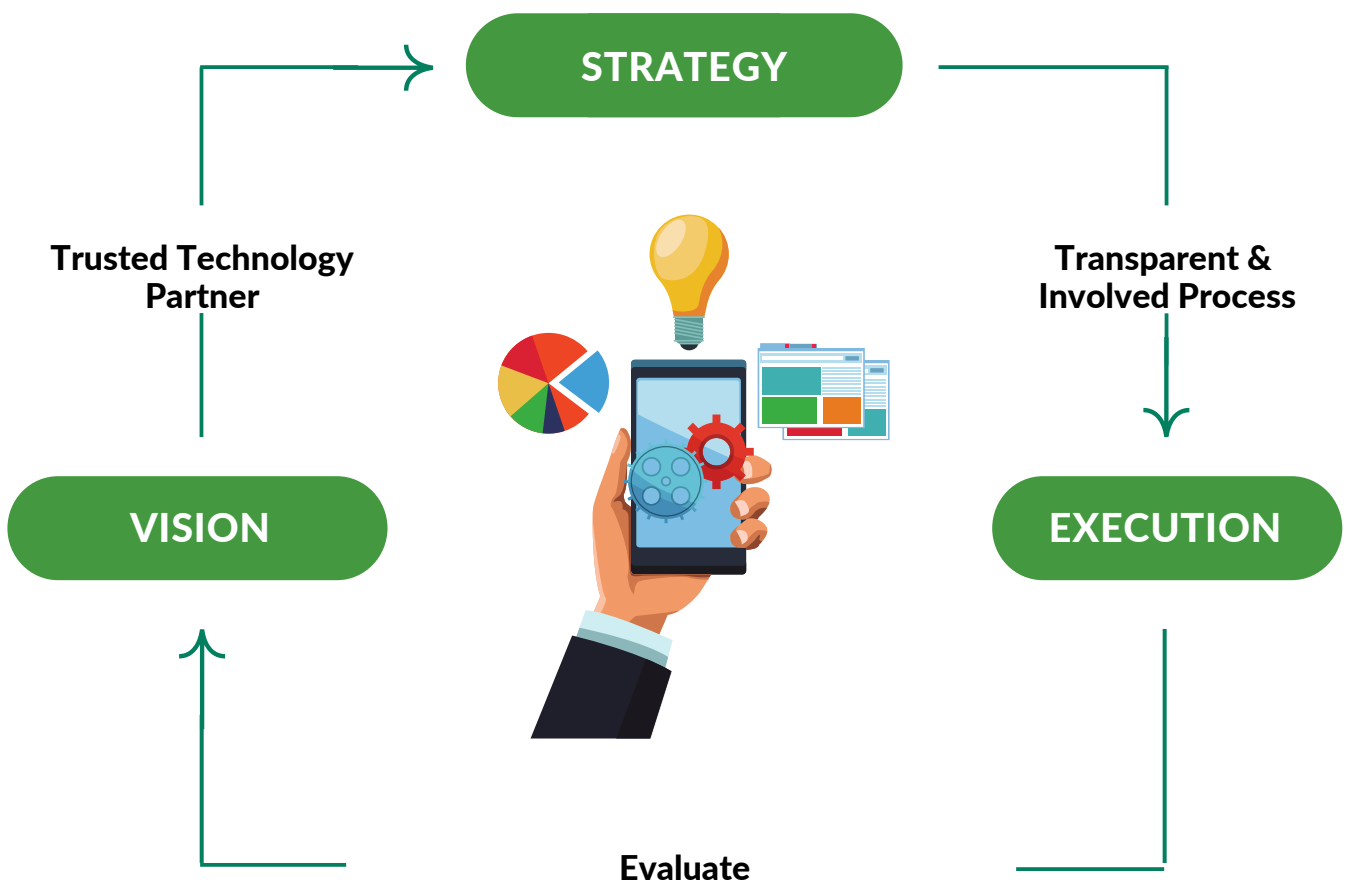
With the big picture in mind, identify partners who align with your vision and have the resources to deliver.

3

Focus on communication: Established a well-defined process & roles.

4

Involve stakeholders at all stages of the process and maintain full visibility throughout.



64%

of US organization say they'll require enhanced expertise from outsourced partners

1.2 Million

predicted shortage of US software engineers by 2026

80%

foresee digital transformation as critical to their long-term business viability

A dedicated and strategic technology partner ensures that you invest in the best solution with the best technology to meet your goals. Spending time to create a long-term relationship with a strategic partner who can deliver for you is key.

DO

- Start your process with the problem as the focus
- Start talking to prospective technology partners early and at the strategic level - this will help you understand their strategic capabilities
- Ensure your potential partner has the trusted resources ready to build (not subcontracted)
- Bring in peer stakeholders from across the organization and create an internal project team with defined roles
- Ask what the process will look like and understand how you will have full visibility at every stage
- Work together to determine how success will be measured and how changes will be handled

DON'T

- Start the process with a rigid / boxed solution as the focus
- Settle on the 1st technology solution presented, explore multiple options
- Leave out impacted stakeholders
- Assume that a technology partner values what your team values! Spend time & dig in.
- Hold back on the big picture goals - there are likely ways to align now
- Leave out internal team input/review once the project as started
- Micromanage the process, but do ask "why" early when you don't understand a decision