Avasant Transformation

Strategy | Selection | Implementation |Governance

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An integrated vision for your organization involves alignment of business, technology, and operational processes. Avasant clients realize a more customer-centric and business-driven operating model through integrating transformative technology. Our refined approach creates an optimal IT operating model, prioritizes initiatives based on business impact, mobilizes stakeholders in support of transformation, and lays the roadmap for actionable steps towards managing a more efficient technology footprint.

Client Case Study

It may seem challenging to revitalize the Arctic Tundra. After all, what potential benefits could be derived from two million square kilometers of barren land? Avasant created opportunities for the government to offer citizen-centered programs and services in a highly decentralized geography. While the region is rich in natural resources, it lacked the infrastructure necessary to reap the benefits of their environment and modern technologies. After months of on-site experience and assessment, our consultants developed Corporate Information Management and Communication Strategic Plans. Our recommendations focused on guiding the development and deployment of information management, enterprise architecture, telecommunications technologies and mobility infrastructures. These implementations defined their introduction into the modern world.

Transformation Strategy

Rapid market changes can result in confusion and misalignment of business goals. However, organizations employing the right strategies can exploit this change and obtain a competitive advantage. Our transformation strategy employs a structured process, providing an implementable roadmap to increase business agility and improve alignment between technology initiatives and business needs. This approach applies to key strategic initiatives such as technology and application modernization, software and product assessments, shared service and organization assessments, cyber security assessments, and business process reengineering.

Through this process, our clients define their transformational goals. This is achieved by identifying gaps in the current business models and recommending best practice

solutions suitable for deployment. Our approach promotes simplicity in organizational structure and performance-driven operating models while maximizing financial value through new technology solutions.

Vendor Selection

In today's environment, there is a saturated landscape of service and technology vendors that provide a multitude of client-focused solutions. As a result, it can be challenging to deliver solutions that are integrated and provide maximum value. Conducting complex vendor evaluations, selecting, and structuring contract transactions can pose a challenge for those looking to optimize the benefits of a solution as well as the long-term viability of the relationship they are fostering.

Avasant acts as a strategic partner to our clients, guiding them through the process of architecting an ideal business solution. Executing a transformation strategy may require using different service integrators, implementing different software, utilizing different tools, and being hosted on different traditional and SaaS platforms. These solutions all carry the potential of being constrained by compliance, regulatory, and cyber risk concerns. The complexities that surround an integrated solution require a team of experts that provide a structured vendor selection process and minimize the possibility of misaligned expectations between buyers and vendors. Our robust evaluation framework captures a vendor's capabilities and ability to integrate into a client's transformation goals.

Transformation has given way to new contracting models that simplify the way clients buy services. Models now have standardized terms, fees, and service levels. This is a crucial deviation from traditional contracts where there is room for negotiations to help mitigate risk. Avasant has the technical expertise to assist in contract development and negotiations when required. In the midst of a changing environment, our assistance facilitates alignment between the client and vendor throughout the course of their partnership.

Transformation Implementation

Poor implementation can increase overall risk to an organization and the likelihood of a failed venture. Correctly defining organizational roles and aligning objectives with

execution presents challenges to clients undergoing change management. Our implementation methods enable a smoother and swifter execution of change while maximizing business value and minimizing disruption.

Given the complex nature of a transformational change and its impact on operating models, business processes, and vendor management, initiatives must be implemented progressively with strict discipline and rigor. Avasant assists clients with the development of a retained organization and governance structure designed to support the new transformation environment of internal retained resources and external vendors. We have deep understanding of both traditional service integrators and digital solution providers. It is also imperative to define ongoing governance and oversight roles to ensure accountability and provide a flexible roadmap that is able to evolve with variant business needs.

Transformation Governance

Poor governance presents limitations to reaching strategic goals and objectives. Maintaining changes over time can pose challenges; communication, accountability, and synchronization between vendors, the business, and consumers must be managed correctly. Over 80% of all organizations today fail to incorporate and manage these mechanisms. Embracing the implemented transformation strategy is necessary to realize and sustain your intended goals.

Avasant's approach features a robust program management plan that ensures the implemented operating model, technologies, and processes are fully realized and in alignment with overall business goals. Execution of a strategy typically entails working with a host of internal stakeholders and external service providers, which makes having the correct management plan vital for success. We enable our clients to track reporting, scope change, impact management, and alignment. These tools infuse transformation efforts with structure and accountability.

About Avasant

Avasant is a leading management consulting firm focused on translating the power of technology into realizable business strategies for world's largest corporations. Specializing in digital and IT transformation, sourcing advisory, global strategy, and governance services, Avasant prides itself on delivering high-value engagements through industry focused innovation and flexible client based solutions.

Our seasoned professionals have an average of 20 years of industry-honed expertise, having conducted 1000+ engagements in over 40 countries. Avasant's next generation consulting and advisory methods have made it the top-ranked firm in its class, with recognition from numerous organizations, including: Vault, NOA, IAOP, and Wall Street Journal.

Avasant's engagement in the global market has inspired a strong commitment to community and purpose. Avasant Foundation supports technology and skill development programs to create employment opportunities for youth across Africa, Asia, the Caribbean and Latin America.

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