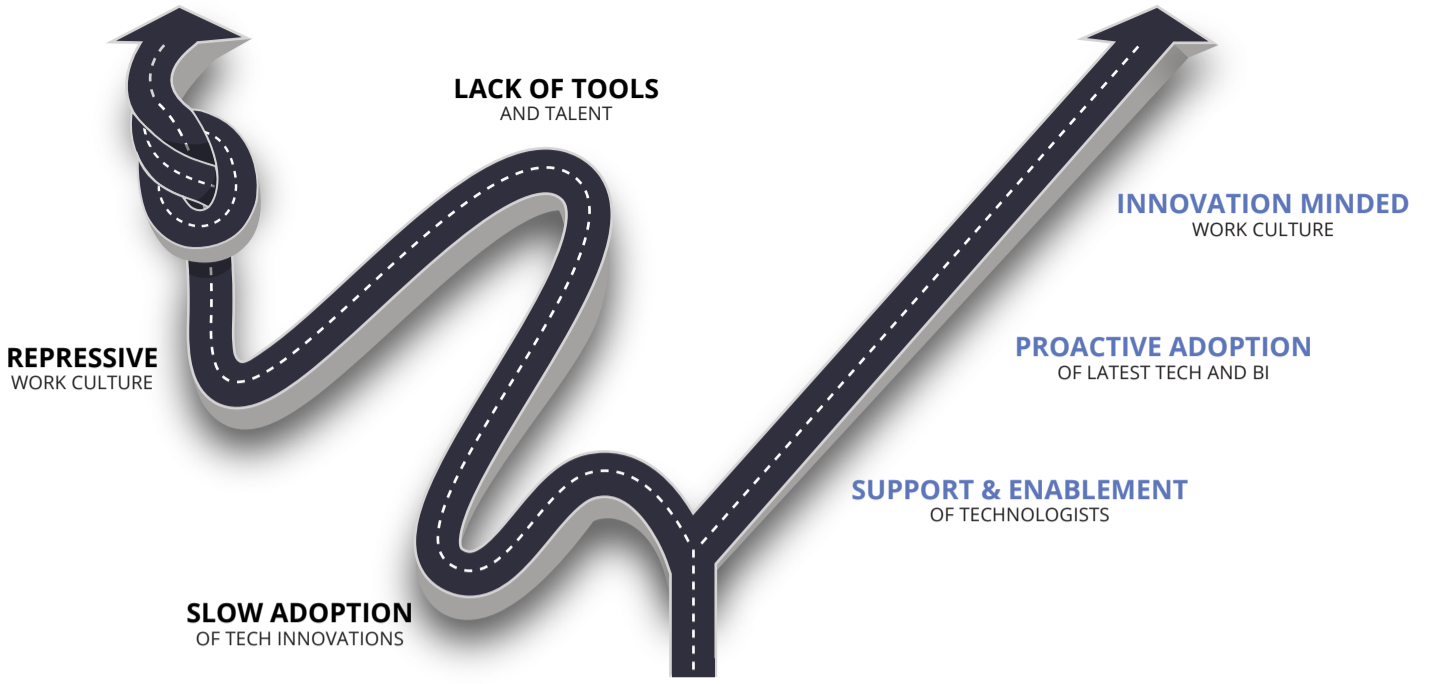


THE PATH TO BUSINESS
STAGNATION

THE PATH TO BUSINESS
TRANSFORMATION



85%

NO ACCESS TO NEEDED TOOLS

85% do not have access to the tools they need to turn data into insight, and **nearly half (49%) do not have access to the data needed to achieve innovation**

56%

SURPLUS OF OUTDATED TECHNOLOGY & SKILLS

56% of technologists say there is a surplus of outdated technology and skills within their IT department

27%

PERSONAL READINESS - CONFIDENCE

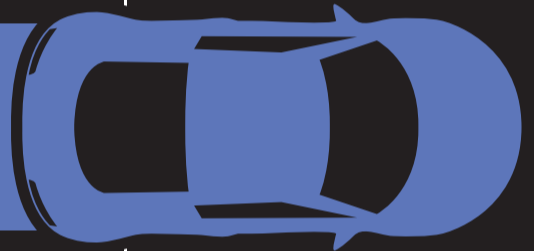
27% of technologists feel confident about their own personal readiness for digital transformation.

FIVE TYPOLOGIES OF TECHNOLOGISTS TODAY

AGENTS OF TRANSFORMATION

(THE INNOVATORS)

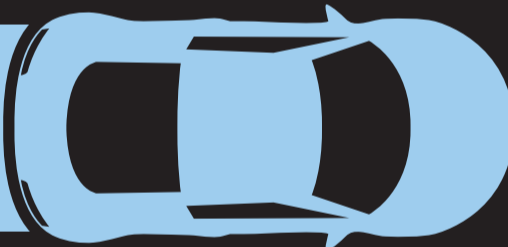
- 9% Of Technologists
- Must Increase To 45% Over The Next Ten Years If Organizations Are to Remain Competitive
- Possess The Competency & Confidence Needed To Drive Innovation
- Operate In Organizations That Have Supportive Leadership, Culture & Tools In Place



DIGITAL PIONEERS

(AOTS IN WAITING)

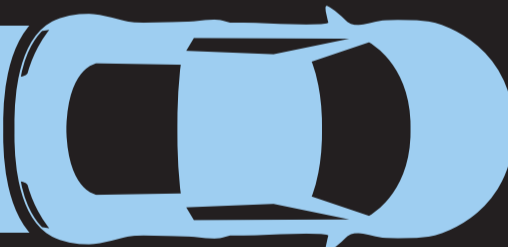
- 25% of Technologists
- Ambitious & Competent, but Lack Confidence to Lead



UNTAPPED HEROES

(THE CAUTIONARY ADMINS)

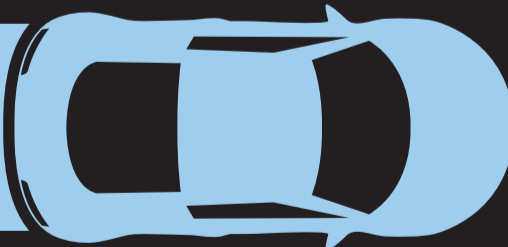
- 15% of Technologists
- Task Driven/focused on Day-to-day Operations
- Outcome-oriented



FRUSTRATED INNOVATORS

(THE REPRESSED GENIUSES)

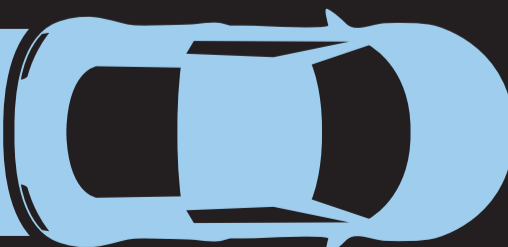
- 25% of Technologists
- Thwarted by Rigid Structures & Cultural Barriers
- Possess the Competency & Confidence Needed to Drive Innovation



DISILLUSIONED DREAMERS

(THE SLEEPERS)

- 26% of Technologists
- Least Aware of Technologies' Business Impacts
- Lack Leadership Support & Opportunity



NEEDS

CONFIDENCE TO LEAD

RIGHT PROCESSES/
TOOLS/INSIGHTS

TRAINING & SUPPORT
ENCOURAGING LEADERSHIP

INFLUENCER SKILLS
ACCESS & TOOLS
ENCOURAGING LEADERSHIP

LEADERSHIP SKILLS &
TRAINING

ACCESS TO
DATA & INSIGHT