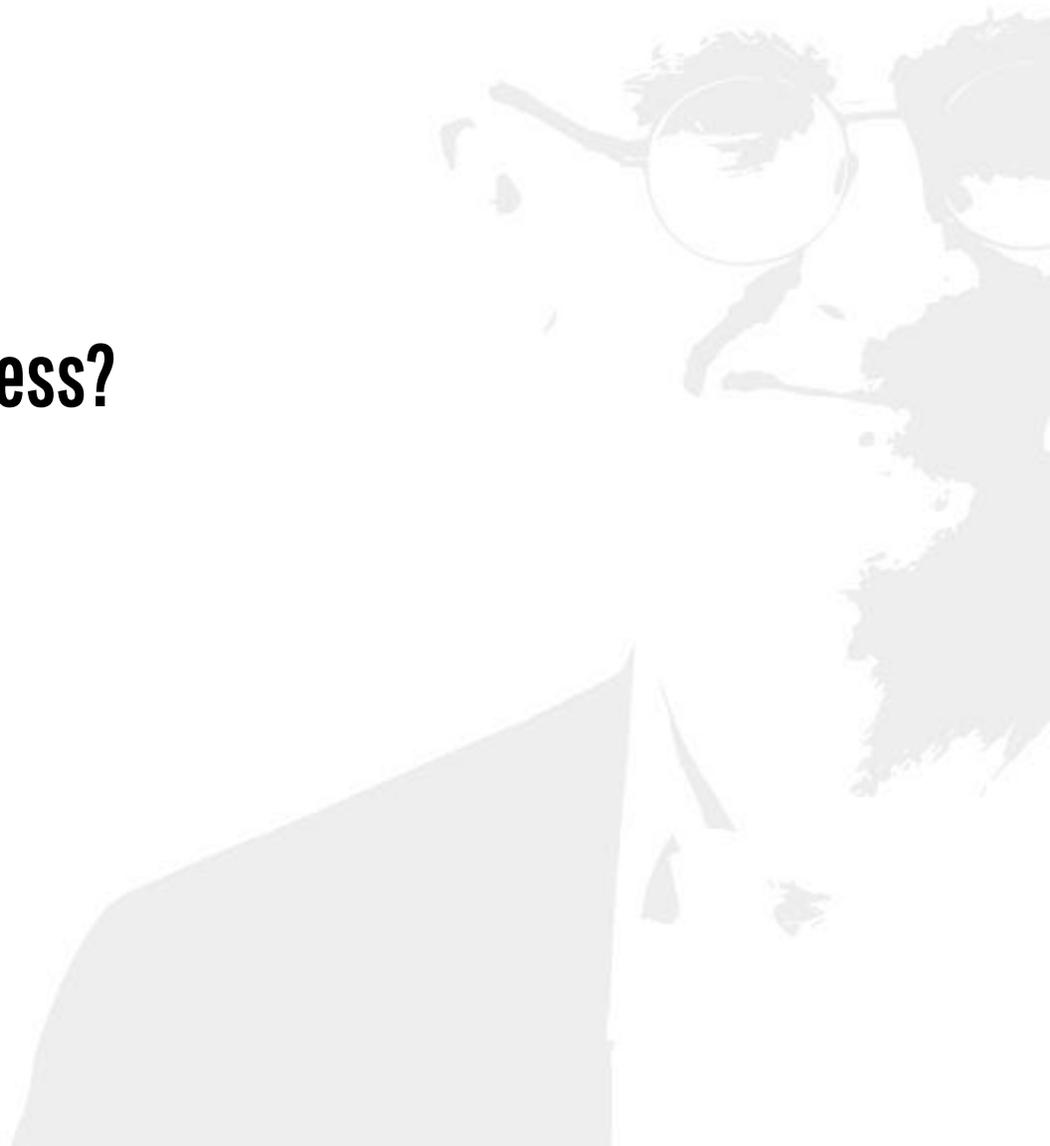




**GEOFFREY** *Comu*  
ACCELERATING DIGITAL ENERGY

**How digital is my business?**



# Table of contents:

1. Instructions
2. My business at a glimpse: Where we play, How we win and what capabilities we have
3. Digital technologies in brief
4. Digital Technologies in my business
  - a) Value, maturity and scale chart
  - b) Maturity matrix
  - c) Spider-diagram

# Instructions

This worksheet is designed to help you identify the extent that digital technologies function in your business.

Digital is a rather abstract concept, bordering on a buzzword. It is frequently assigned to all sorts of new innovations, and companies may be inclined to pursue these innovations in fear that they are completely “analog”. However, this may be misleading. Many companies have some kind of digital technology in their business, which generates a lot of value. Before starting your digital journey, it would be wise to have a baseline understanding of how digital works in your business. That is the objective of this workbook: to provide for companies a series of deliverables which indicate their as-is digital maturity. These can be used to inform strategy, establish the starting-point for digital integration, or establish the value proposition of any given technology based on your businesses current state.

For this worksheet, you will need to be able to research your company’s IT and OT departments, and identify if their technology can be described as “digital”. You will need an accurate understanding of the value generated from this technology, its maturity in your business, and how much of your business depends upon that technology. Without this data, you may need to hold workshops with your technology teams to determine the value, maturity and extent of your digital technology. See chapter 1 of *Bits, Bytes and Barrels* for a description of what digital is, and chapter 4 as to why IT and OT should be included in digital strategy.

# My Business and a glimpse

For this exercise, enter the specific locations and channels where you do business, what practices and specific achievements you need for success, and what technologies, culture or people are required. Focus on what you are doing currently, rather than future goals

Where I play

How I play

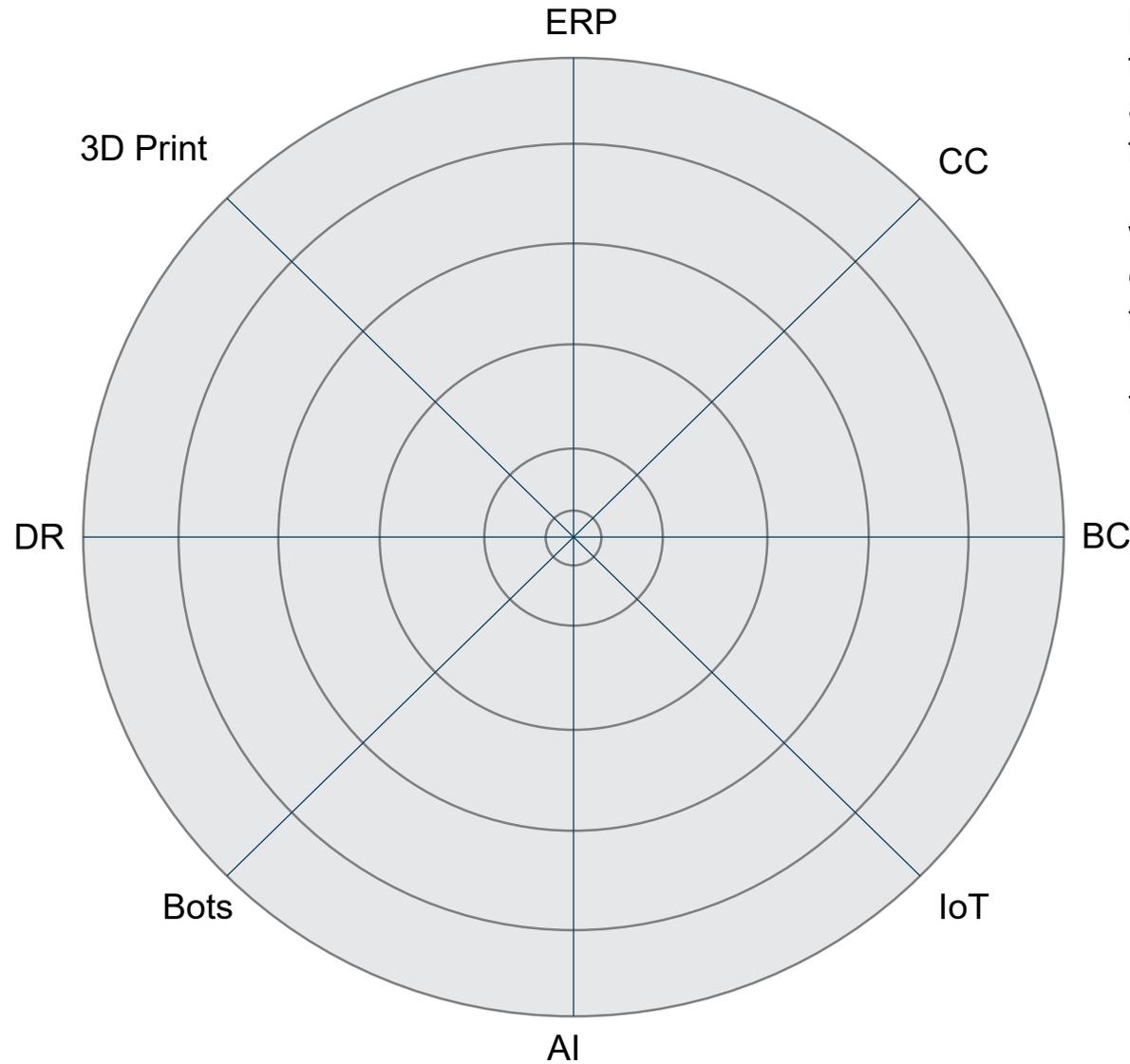
Capabilities to play

# Maturity Matrix

For this exercise, Take the following digital technologies. See chapter 2 of *Bits, Bytes and Barrels* for a detailed breakdown of what they are and should help you identify if your business is utilization it. Next, mark down which “level” your business has adopted the technology, based on what each cell describes. Connect the lines together, to complete the maturity matrix and see where you sit.

Technologies	0	1	2	3	4	5
ERP	Legacy ERP system, offline and slow to update		Updated, integrated ERP system			Full digitally enabled ERP system orchestrating other technologies
Cloud Computing	Data is stored locally at an internal server farm		Cloud is utilised for data storage			The business is fully on the cloud and is frequently updated
Blockchain	No plans or organizational knowledge of Blockchain		Plans to join a blockchain consortium			Actively utilises blockchain in Operations and Support
IoT	Lack of internet-enabled sensors		SCADA data is sent to a central control system			All Operations tech is internet enabled and communicate with one another
AI	No AI plans or data analytics		Initial trials into data analytics			Full AI data analytics, with a data-driven business model
Bots	Paper-based and people-based business		Some research /investment into RPA			Automated operations and back office for all menial/routine work
3-d printing	Everything is purchased and built out of house		A 3d printer is onsite and printing small parts			In-house 3-d printing for parts and machinery
Digital Reality	Lack of modelling, wearables		Engineers use 3d modelling for blueprints			Employees use 3d models for plans and DR onsite to execute them; your business has a digital twin enabled.

# Maturity Web



For this exercise, take the data from the prior maturity matrix, and draw a circle where the line for the technology and the maturity-ring intersects. This will give you a more visual diagram of how mature these technologies are in your business. The larger the web, the more digital your company is.

# Value of Technologies

For this section, break down the value of each technology. These can be broken down into revenue saved, costs reduced and changes to asset utilization. Track these in dollar-values, and identify the net value for each technology. The dollar value can be approximate, or a realistic projection. Fill out only what you are currently using.

Technology	Revenue Saved	Costs Reduced	Asset Utilization	Net Value
ERP				
Cloud Computing				
Blockchain				
IoT				
AI				
Bots				
3-d printing				
Digital Reality				

# Technology in action

For this exercise, identify if these technologies are in your business. See chapter 2 of *Bits, Bytes and Barrels* for a description of these technologies. Where you do have them, enter the potential value (in dollars) of the technology, enter the relative maturity (previous pages) of the technology, and identify which departments utilize it.

Technologies	Value	Maturity	Extent
ERP			
Cloud Computing			
Blockchain			
IoT			
AI			
Bots			
3-d printing			
Digital Reality			

# Technology in action

For this exercise, take the date from the previous page. Draw and label a series of circles for each technology. The outermost ring indicates high value and maturity, the innermost ring indicates no adoption. The size of the circle indicates the value. This should provide a visual representation of the data from the previous page, and how you should approach further developments.





**GEOFFREY** *Cann*

ACCELERATING DIGITAL ENERGY

 587-830-6900

 [geoff@geoffreycann.com](mailto:geoff@geoffreycann.com)

 [@geoffreycann](https://twitter.com/geoffreycann)

 [GeoffreyCann.com](http://GeoffreyCann.com)

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