

# You need more than technology for successful business change

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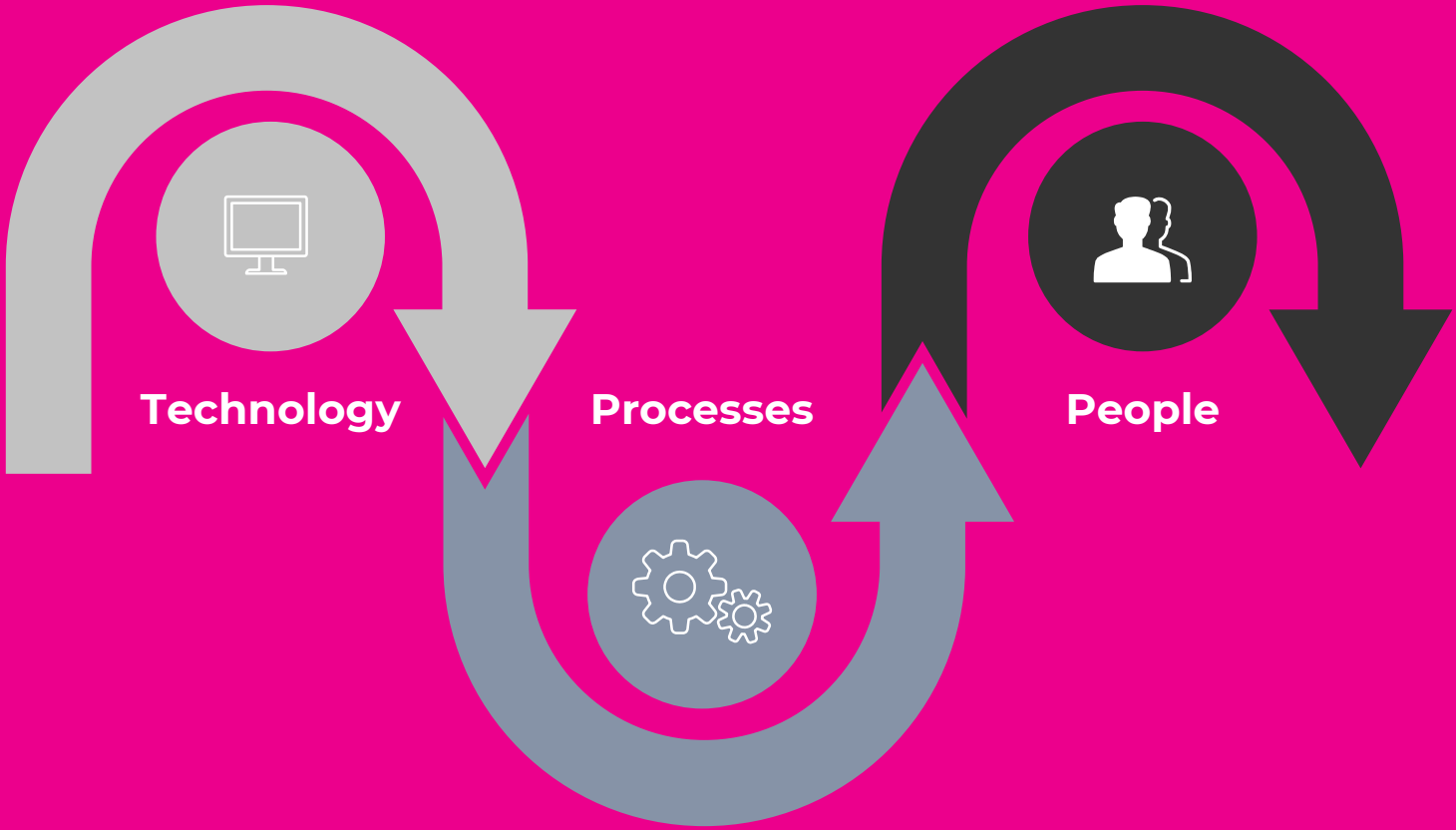
APT



**9 out of 10**



Digital transformation projects will fail to meet expectations



**Technology**

**Processes**

**People**

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# People don't like change

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*Now's not a good time*

*It's not in the budget*

*It's never been done*

*It's complicated*

*It's political*

*It's not our job*

*It's always been like this*

*It's not going to happen*



**Ownership**



**Authorship**

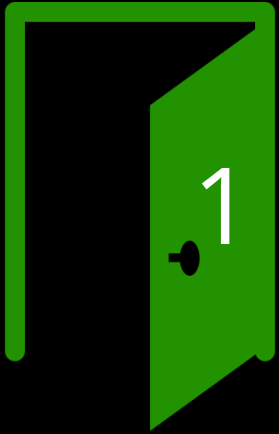
Expectation



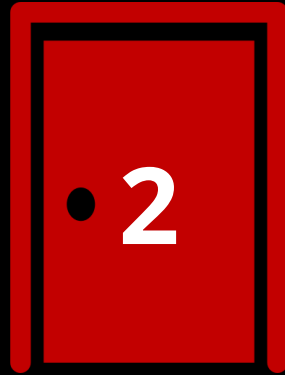
Reality



# Setting expectations



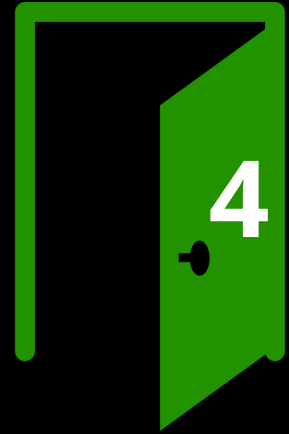
Things we **used** to be able to do and still **can**



Things we **couldn't** do before and **still** can't now

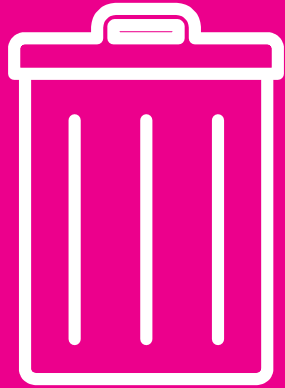


Things we **used** to be able to do but **can't** now



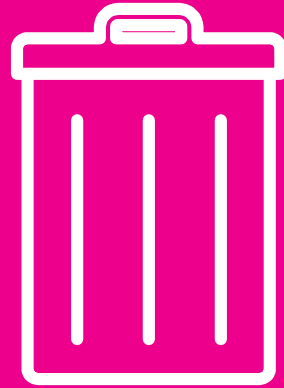
Things we **couldn't** do before but **can** now

# POOR REQUIREMENTS



IN

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OUT





**Best Practice**

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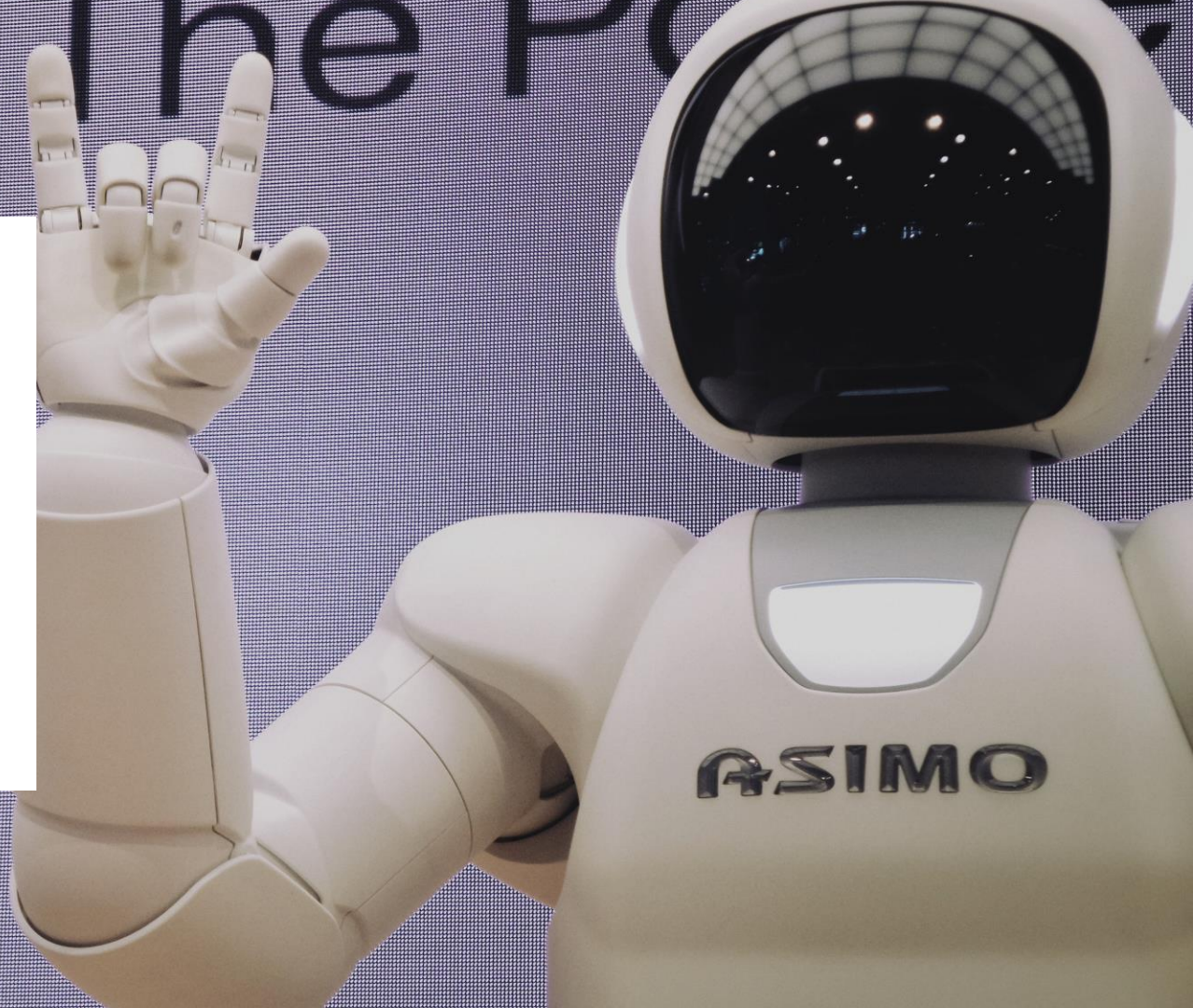
# KEEP IT SIMPLE



Rinse, lather, repeat until everyone is on the same page



**It's easy to  
get caught  
up in fancy  
new  
technology**



# Thanks for listening

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