

## **Enterprise Wide Strategic Transformation**

A digitally-enabled and customer-centric enterprise wide approach to transformation **KPMG Strategic and Performance Transformation** 

#### Businesses are experiencing a number of triggers that force them to transform their Enterprise wide corporate Strategy



Operational efficiency driven by digitization and data analytics



Importance of the company's unique environmental and social impacts



Need for management of the enterprise's collection of hardware, software, networks and data



Rising need for more dynamic organisations



Rethinking of the business model to keep pace with disruption



Increased customer interaction through digital channels



Regulations pushing on rather than pushing back



Public debt representing a significant constraint

#### Our approach will accelerate your transformation journey

Our enterprise wide strategic transition will be executed during five different phases. As an overarching framework, our 9 levers of value framework will be used to detail your business around your financial, business and operating model.

## 1. Frame

Clearly understand the strategic ambition, the business model and opportunities, and create future operating model hypothesis

If required, redefine strategy

### 2. Discover Build understanding of customers and the current operating model Assess the current operating model using the Connected Enterprise methodology and maturity model

#### 4.1 Plan

Refine the business case and plans as the operating model evolves

#### 4.2 Implement

Implement design elements by components and embed the elements into the organization

Shape, design and evaluate high-level operating model and business case

Develop a detailed design for each of the layers of the operating model (using our Connected- and Powered Enterprise approach)

5. Evolve - Evolving the operating model, continuous improving and monitoring

#### KPMG's unique approach provides multiple benefits and differentiates itself from generic methodologies

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#### **Buyer perspective**

We use an external buyer mind-set to challenge the client's organization, which includes the extensive use of comparator and market trends analytics and insights. This ensures a maximal fit with customer expectations.

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We leverage our hypothesis-driven analytics and progressively build on sector insights, points of view and learnings from past growth projects to ensure a nimble project delivery.

#### **Tailored foundations**

We base our analyses on verifiable data insights that expose the trade-offs between value and risk, tailored to the client's unique situation.

#### **Focus on delivery**

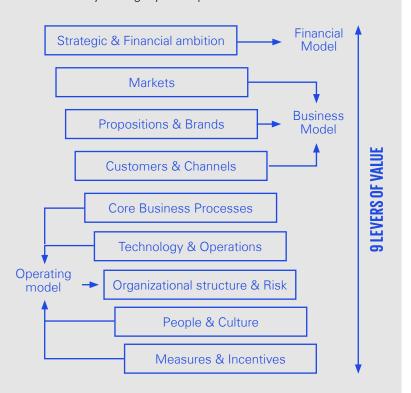
We take an early focus on delivery planning and change portfolio planning, based on value and risk scenarios.

#### Strategic alignment

We test financial targets and business models upfront to ensure that all resources and assets are optimally allocated to support the overall strategy.

## What's in the box?

Aligning financial, business and operating models to drive efficiency and agility is a top CEO concern



#### Our recent credentials

- Strategic transformation for a road side assistance provider in the Industrial Manufacturing sector with a turnover of 170.7 M€
- A Belgian distribution and rental company in construction equipment requested a review of its operating model in the context of a technology transformation

## **Contact**



Wim Ilsbroux Partner Strategy KPMG in Belgium

**E:** wilsbroux@kpmg.com **T:** +32 (0) 473 88 65 03

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kpmg.com/be kpmg.com/be/social









