Integrated partner alliance ecosystem

KPMG Connected Enterprise

2023

Effectively identifying, integrating and managing third-parties to help increase speed to market, reduce costs, mitigate risks and supplement capability gaps in delivering the customer promise are some key goals for the connected enterprise.

Building partnerships and alliances can help your company deliver a competitive edge. By finding the right partners and establishing effective communication and data sharing, you can help extend your business's growth into new markets. The success of these partnerships will likely require a more fluid, flexible model of business for your company, people and systems.

You can create that environment by building networks of partners and alliances, aiming to ensure their systems can talk to each other through application programming interfaces (APIs) and carefully managing how everything works together.

Key considerations

- How can you identify partners, alliances and vendors to fill capability gaps?

- Is your approach to shared services cost efficient and consistent?

- Do you have a defined, efficient and risk-reducing onboarding process?

- How can you certify and monitor partners' performance and continued understanding of your mission?

How can KPMG professionals help?

Developing a strategy to build and manage a strategic network of partnerships and alliances.	Identifying ideal potential partners to boost your business goals — and building interfaces between multiple systems.	Navigating the complex world of data protection, cybersecurity and the small print involved in your transactions with partners and customers.	Objectively assessing how effectively your current outsourcing providers are leveraging digital labor solutions and providing valuable insight into future options.

Fast food leader trims the fat

A client was up against it — growing competition, pressures to restructure management, a fragmented, inefficient approach to administrative services, and the stock market demanding improved shareholder returns.

Management knew what needed to be done. They also knew they needed a team of specialists with the experience, background and know-how to turn their insights into reality. That's when a KPMG member firm was called to help. They provided the strategy, design and assistance with implementation of a Global Business Services transformation based on service centralization, outsourcing and automation. Through this work, the client is now on the road to becoming a stronger, leaner and far more agile player in a highly competitive marketplace.

We are always on your side.

What does a connected enterprise look like?

Some of the most successful organizations exhibit eight characteristics that span various aspects of the enterprise. The capabilities of front office, middle office and back office integrate to support the brands, products and services, interactions and workforce.

Insight-driven strategies and actions	Innovative products and services	Experience-centricity by design
Seamless interactions and commerce	**2x** Impact*	Responsive operations and supply chain
Aligned and empowered workforce	Digitally-enabled technology architecture	Integrated partner and alliance ecosystem

*Note: Base: 1,299 professionals involved with customer-centric strategy decisions.
Source: A commissioned study conducted by Forrester Consulting on behalf of KPMG, September 2018

Make the connection

Generate business value at various stages of your transformation journey.

Build an insights-driven, digital and customer centric business.

Empower and enable your people to align the organization for agility and performance.

Engineer secure architectures to enable agile, high-speed innovation.

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