

TALKING POINT

FROM HIGHPOINT



WHY DO DIGITAL TRANSFORMATION PROJECTS FAIL? *p.02*

WE EXPLORE WHY A STAGGERING 70% OF DIGITAL TRANSFORMATIONS FAIL.



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YOUR VALUE FROM CISCO
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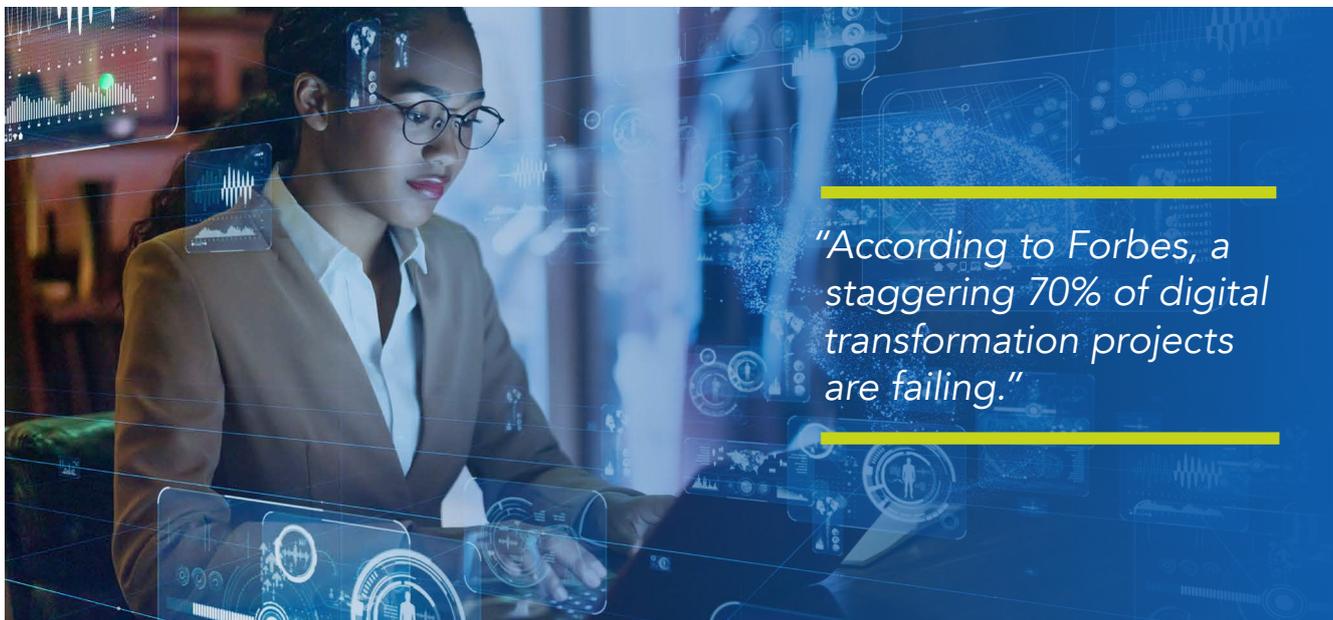


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BLOG: WHY DO DIGITAL TRANSFORMATION PROJECTS FAIL?



"According to Forbes, a staggering 70% of digital transformation projects are failing."

There are two fundamental factors that determine whether an organisation is going to be successful in their quest for digital transformation, their ability to define a clear vision and establish the necessary buy-in for transformation, and their ability to drive and execute on this vision.

We believe that step one is having a clear definition of what Digital Transformation is and we prefer to keep this simple. It is the process through which an

organisation creates agility within their business or, in other words how they become an "Agile Enterprise"

Whilst IT will play a key part in creating the environment for each of the Agile Enterprise characteristics, it will be clear to anyone reading this and thinking about their own business that it requires a cultural shift in the organisation as well as a technical one – therefore any successful digital transformation initiative must also address the transformation of the organisation as well as the transformation of the technology environment.

Your success in becoming an Agile Enterprise is dependent on your ability to create and execute a holistic transformation programme that encompasses people, processes and technology.



Read the rest of the blog [here](#)

OUR HIGH POINTS: DELIVERING NEXT GENERATION OPERATIONS AS A MANAGED SERVICE

Over 4,000 telephony users and 1,000 contact centre agents experience the benefit of Next Generation Operations Managed Services from HighPoint. For a leading Payment Services company, HighPoint provide a 24x7 managed service leveraging their Next Generation Operations approach.

This utilises leading technology to proactively monitor the complete application stack and end-to-end voice and application service delivery. Through an advanced correlation engine potential issues are not only identified immediately, but the HighPoint team can quickly determine and address root cause in order to improve performance, availability and end-user experience.



HOW TO ACCELERATE YOUR VALUE FROM CISCO TETRATION



Today's data centres consist of hybrid multi-cloud infrastructure running dynamic applications that are continually evolving. The majority of these data centres were designed with traditional perimeter-only security, which is insufficient as over three-quarters of data centre traffic is lateral. A new approach is needed to address this challenge and Cisco Tetration provides this with a comprehensive multidimensional workload-protection approach.

HighPoint's Accelerator Service for Cisco Tetration is specifically designed to help customers bring Cisco Tetration into production faster. To gain the benefits that Tetration provides while ensuring that business critical applications and services are not impacted by this additional layer of security.

BENEFITS OF HIGHPOINT CISCO TETRATION ACCELERATOR SERVICE



Reduce deployment timescales to accelerate time to value.



Reduce business impact through adopting a best practice approach to deployment.



Reduce project risk with HighPoint expertise assisting you through every step of the process.



Develop inhouse expertise through HighPoint's focus on passing on their knowledge to your team.



View our Accelerator Service for Cisco Tetration Datasheet by [clicking here](#)



HOW TO OPTIMISE REMOTE ACCESS

Prior to lock-down, organisations needed to support some of their employees working remotely for some of the time. The recent crisis has forced a need to support most employees working remotely all of the time and this has presented a number of challenges.

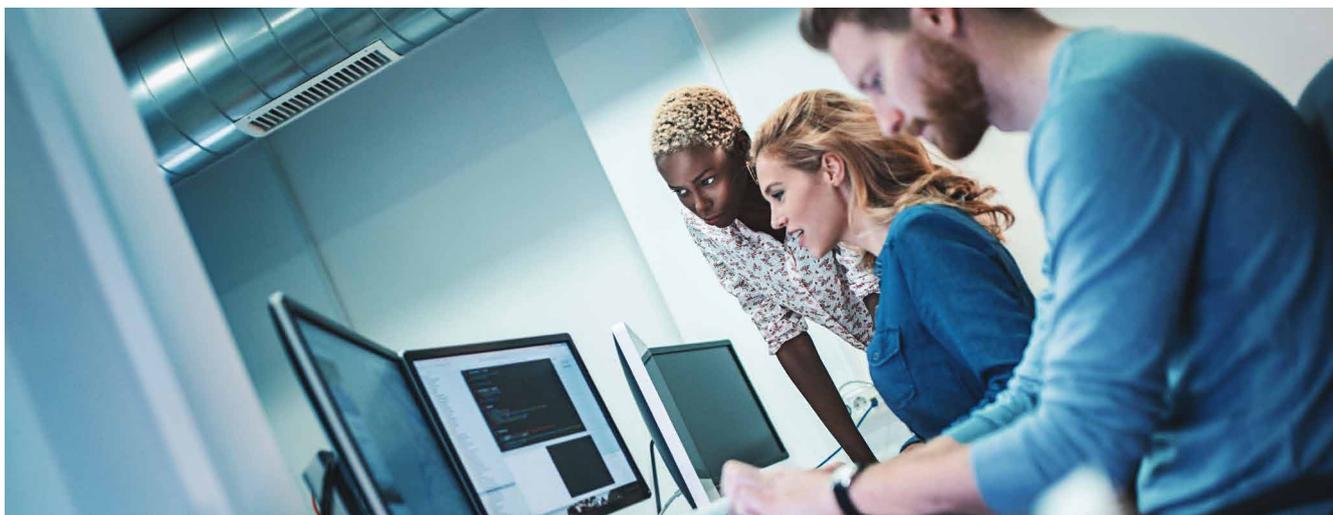
We recently shared an eBook in partnership with CATO Networks that looked at how organisations can optimise their remote access.

The topics covered include:

- The three main challenges confronting any secure remote access architecture when connecting remote users to private data centres and cloud.
- The common flaws with legacy VPN solutions that can compromise network security.
- How a Secure Access Service Edge (SASE) platform can address remote access challenges and continuity requirements.



You can read the eBook by [clicking here](#)



CREATING A SECURE, SOFTWARE-DEFINED INFRASTRUCTURE FOR THE AGILE ENTERPRISE

Harnessed effectively, the digital world delivers significant benefits: Speed and agility enables organisations to accelerate innovation and to quickly respond to customers' online preferences. Business applications that deliver the best possible end-user experience increase productivity and digitally connect the organisation, and its data empowers the business with a wealth of actionable intelligence.

To truly leverage the benefits of digitalisation requires a fundamental change in the way IT infrastructure is planned, designed and operated. Traditional approaches do not provide the agility or flexibility to support rapidly advancing digital ways of working and manual configuration and management are unable to keep up with the pace of change. An Agile Enterprise needs an environment that is driven by business demand, where operations are automated and intelligence is used continuously to optimise performance.

Take a look at our eBook that outlines the benefits that can be gained from:

Software-Defined Data Centre - Delivering seamless, hybrid multi-cloud environments with true workload mobility.

Software-Defined Access - Consistently applying policy and continually adapting to the needs of your business and end-users.

Software-Defined WAN - Intelligently managing inter-site connectivity and bringing end-users closer to the applications and data they need.



Find out more by downloading our Agile Enterprise eBook [here](#)



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