

## DIGITAL TRANSFORMATION HOW WE HELP CISCO CUSTOMERS CREATE THE AGILE ENTERPRISE

The way your customers interact with businesses has dramatically changed. They seldom talk to people but increasingly want to interact directly with systems digitally.

As with all disruptive trends, this presents both opportunities and challenges to our customers while attempting to navigate this shift.

This is how we work with Cisco to help our customers create the Agile Enterprise

### WHAT ARE THE DIGITAL CHALLENGES FACED BY OUR CUSTOMERS

#### AGILE



How to create a culture and technical environment that can respond quickly to changing customers' needs, and rapidly bring new products and services to market through the technology interface to meet those needs?

How to enforce comprehensive security that extends beyond the boundaries of the organisation to ensure that customer and corporate applications and data are protected, without sacrificing business agility?

#### SECURITY



#### EXPERIENCE



How to know that the best possible experience is being delivered at all times to your customers, across any device and from any location?

### CREATING THE AGILE ENTERPRISE

There are many definitions of Digital Transformation. At HighPoint we prefer to define digital transformation simply as the process through which organisations create agility within their business, or, in other words how they become an 'Agile Enterprise'.



#### Digital On The Outside

Our customers need to continually innovate their ways to deliver service. Differentiating their business through service delivery that is responsive, personalised and effective.



#### Digital On The Inside

Our customers need to create frictionless commerce that integrates applications and data to automate business processes and seamlessly flow information across their organization.

### HOW DO WE HELP THEM ACHIEVE THIS



#### Digital strategy

The culmination of a Digital Strategy engagement with HighPoint is a clear, published roadmap as to how transformation will be achieved for their business. Technology blueprints, organisational change agendas and future commercial frameworks are all provided in a Digital Transformation Roadmap.

#### Transformation programmes

HighPoint's Transformation Programme methodology has been developed, refined and proven over many years and implementations to deliver highly risk-mitigated change into extremely complex, global technology environments with zero impact to existing services.



#### Technology acceleration

HighPoint Technology Acceleration services speed up the alignment of new technologies with your existing technology governance frameworks allowing you to accelerate delivery of the competitive edge that advanced technologies bring to your business.

#### Next generation operations

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### HOW DO WE WORK WITH CISCO TO UNDERPIN THIS

We help organisations to create an Agile Enterprise underpinned By Cisco Secure, Software-Defined Infrastructure.

#### SD-Access



#### SD-Data Centre



#### SD-WAN



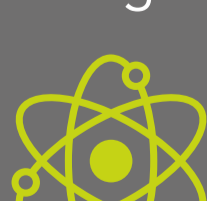
### THE VALUE DELIVERED

#### Competitive edge



Through Digital Transformation

#### Reducing costs



Through Digital Agility

#### Addressing risk



Through Security By Design

## LET'S TALK:

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