

Digital Compass

From Business Strategy to
Digital Reality



In today's digital world, the pace of change is fast. To continue to delight customers and keep a competitive edge, organizations must be able to adapt and innovate — no matter the external challenges.

This means evolving traditional business models into modern data-driven operations. But true transformation is more than just new technology — it includes vision, culture shift, new ways of doing business, as well as the ability to manage the change. For many companies, knowing where to focus and prioritize to get the most value can be daunting.

This is why Hitachi Solutions developed Digital Compass™, an experience-led strategy designed to ease, accelerate, and ensure successful end-to-end business transformation.

Strategy for Success

Developed from nearly two decades of real-world, hands-on experience — and powered by our deep industry expertise, best-practice delivery framework, and passion for Microsoft technology — Digital Compass uniquely integrates advisory services, technology innovation, delivery excellence, and value-added security and support to help you focus on the right problem at the right time.

This comprehensive approach allows us to guide, advise, simplify, and support the digital initiatives that deliver the greatest value to your business. We align all the pieces, remove the obstacles, identify the most impactful solutions, and determine the best path — so you can move forward with confidence and swiftly and successfully achieve your business transformation goals.


Trusted Guide for Digital Evolution


From readiness assessment and value discovery to strategic planning and road mapping to solution delivery and support to user adoption and change enablement, we can do it all through Digital Compass. Its framework includes:

- **Digital Transformation Advisory Service** — Allows us to bring your strategic business visions to life by understanding and identifying your digital goals; prioritizing, focusing, and guiding your initiatives; and developing an actionable roadmap for success.





- **Comprehensive Solution Portfolio** — To make it easy to engage no matter where you are on your journey, we have organized our solution portfolio into six innovation tracks:


 **Insights:** Solutions to help manage data and create information that drives business decisions

 **Operations:** Processes and systems that support value and service for customers and partners

 **Experiences:** Design from a human perspective to compel engagement throughout the customer journey

 **Productivity:** The latest technology, tools, and processes for efficient collaboration and communications

 **Infrastructure:** Foundation optimization solutions for high performance, smooth growth, and rock-solid security

 **Capability:** Solutions for accelerating a culture that values strategic thinking and fosters fearlessness in innovation

- **Unified Framework** — Our proprietary, agile-based best-practice implementation approach enables predictable project delivery, collaborative innovation, and quality solutions that result in high-value client experiences and faster time to market every time.
- **Value-Added Support Services** — Dedicated Change Advisory Services, Quality Assurance, and Managed Services practices ensure user acceptance and adoption, provide on-going security and support, amplify benefits, and measure for continuous improvement.

Ready for Anything

If it's one thing we learned from the last few years, change will continue to happen. You need to be adaptive, agile, and innovative to grow and remain profitable in today's dynamic digital world.

So whether you are just starting your journey, or are already on the road to modernizing your data and operations, Digital Compass removes the complexities, provides expert guidance and resources, and helps you meet your critical business transformation objectives:

- Understanding your digital vision, maturity, and readiness
- Simplifying, focusing, and speeding your digital initiatives
- Providing seamless transition from strategy to execution to adoption and value
- Future-proofing your business by increasing adaptability, responsiveness, and resiliency
- Creating a collaborative culture of innovation, creativity, and competitive differentiation



How that translates to meaningful **impact** for you:

	<p>Owners <i>Total Shareholder Return</i></p>	<p>Earnings Growth Capital Efficiency Multiple Expansion</p>
	<p>Employees <i>Engagement & Productivity</i></p>	<p>Direction and Purpose Support for Management Set up for Success</p>
	<p>Partners <i>Value Chain Performance</i></p>	<p>Supply Chain Distribution Channels Customers</p>
	<p>Communities <i>Corporate Social Responsibility</i></p>	<p>Community Involvement Social Issues Sustainability</p>

The Hitachi Solutions Advantage

Digital Compass positions Hitachi Solutions as the only consulting leader with the deep technical and functional Microsoft knowledge and best-practice execution proficiency needed to unlock the value of business transformation for clients. Here's what truly sets us apart:

- **End-to-End Support** — Digital Compass is the only strategy designed to guide and support clients through end-to-end digital evolution. Our ability to provide strategic advice, design and deliver industry-based solutions, as well fully secure and support them, is something others just can't do.
- **Value-Added Support Services** — We are Microsoft rockstars, one of just a select few Gold partners who deliver solutions and services across all Microsoft's offerings and business applications. We are continuously recognized by Microsoft for our client solutions and technical achievements, and have earned Inner Circle membership for 18 consecutive years.



- **Deep Industry Knowledge** — From years of hands-on industry engagements, we understand the different culture, systems, processes, and capabilities of each core industry. This has also allowed us to develop our own proprietary industry IP and tools to de-risk and accelerate your digital transformation activities.
- **Dedicated Global Workforce** — Our skilled team of professionals possess myriad Microsoft competencies and certifications and are aligned by industry specialization. We also arm them with best-practice tools and methodologies to ensure innovation, quality project delivery, faster time to market, and higher value solutions.

The bottom line is Hitachi Solutions has the right programs, tools, technologies, and expertise to be your trusted advisor for navigating and completing your digital evolution.



By 2025, 3 out of every 4 business leaders will leverage digital platforms to adapt to new markets and industries.

— IDC

Find out more about how Digital Compass can support your business transformation from strategy to reality.



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