# DX Activity Circulation Creating systems to realize continuous DX

**Install sustainable systems to build competitive advantage**

It has been a while since Digital Transformation (DX) came into general discussion, but have companies made progress in their DX efforts? Some companies voiced opinions that, although they have collected data and engaged in DX, it is no different from conventional improvements, or that DX efforts have ended up as one-off actions not implemented across the entire company and not continued. If DX is viewed within the scope of individual departments, products, or specific businesses, the usefulness of scenarios which utilize digital technology will not be fully demonstrated. To build competitive advantage in the digital age, it is important to go beyond conventional frameworks, envision the future with a bird 's-eye view over the entire industry or society, and to create new businesses by repeatedly transforming companies, organizations, people, businesses, and services.
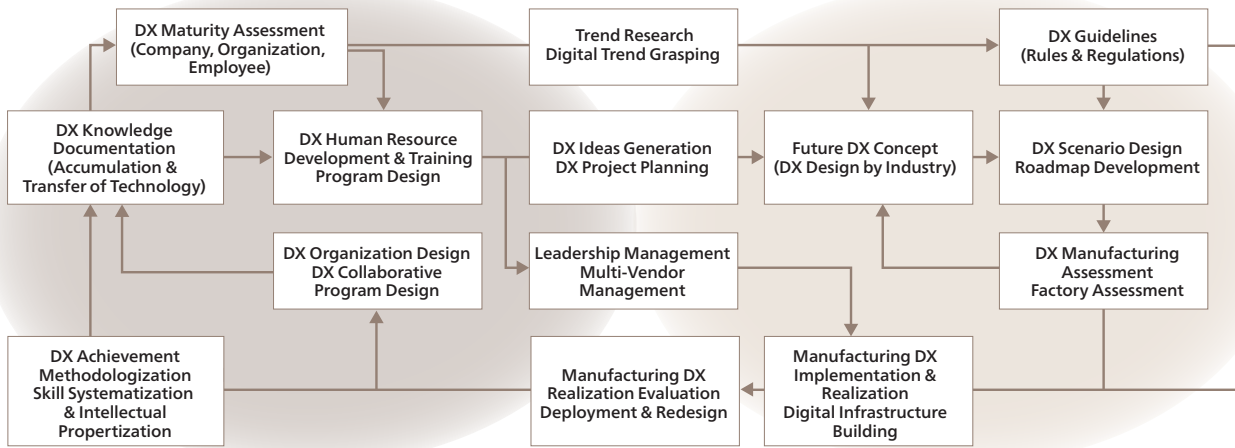
## DX Activity Circulation

"DX Activity Circulation" is a system for designing the future, circulating activities for sustainable growth of companies, and creating a value chain through digital utilization.
By visualizing the connections between the various DX activities, it becomes clear what needs to be realized next and to take concrete actions.
In addition, by making realized actions into intellectual properties, updating them constantly, and clearly stating 'what should be preserved and what should be created for the future,' we will make these activities sustained and continued effort to build competitive advantages.

## DX Activity Circulation

**Implementing a cycle that crosses the two areas of
"Corporate/Organization Structural Transformation"and "Industrial/Business Structural Transformation"**



### Corporate/Organization Structural Transformation
#### Organizational

- Manage the future by knowing the distance to the future state.
- Protect the skills that need to be retained by internal human resource development by bringing them in-house. However, other skills should be developed through external utilization.
- Create a system to continuously transform implicit knowledge into explicit knowledge.

### Industry/Business Structural Transformation
#### Industrial

- Create a framework for realizing DX and make it a system for repeated innovation.
- Create a new value to be preserved for the future through DX implementation.
- Realize DX that meets the needs of clients and the solutions of the world.

## Why ABeam?

ABeam Consulting has the know-how and experience to support clients build a circular activity system, based on the premise that each industry has its own future, and will work together with clients to create DX as real partner.

### Management and On-site Perspectives

Combining top-down and bottom-up approaches to create multifaceted benefits for various people and organizations from both management and the on-site workplace

### Data Utilization x Multiple Industries

Extensive support achievements in the utilization of digital data in each industry and extensive knowledge by people from various industries

### DX Project Management

Achievements in working with numerous clients on DX projects for which there is no single solution.

## Beginning of the transformation with the installation of DX Activity Circulation

Begin activities from a starting point appropriate to the client's present situation and continue the activity circulation. The key is to make it a sustained and continuous efforts. Eliminate the gap between management and the on-site workplace, transcend organizational barriers, and involve on-site business and services to create real-world experience and empathy. In addition, build a system that can run autonomously and independently by combining the multifaceted skills required to realize DX, which involves problems difficult for a single company to solve.

### Present Situation (Ex)

- Unsure of client's position in DX Not sure what to do
- Unsure what data is needed or how to use it, even if the client has future vision and roadmap
- Lack of human resources to promote DX

### How to proceed DX (Ex)

**1**
- DX Maturity Assessment
- Trend Research Digital Trends Grasping
- Future DX Concept (DX Design by Industry)

**2**
- DX Assessment Factory Assessment
- DX Implementation Realization Digital Infrastructure Building
- DX Realization Evaluation Deployment & Redesign

**3**
- DX Human Resource Development & Training Program Design
- DX Ideas Generation DX Projects Planning
- Future DX Concept (DX Design by Industry)

### Promote a combination of required skills, conception, integration and implementation

| IT/OT | Engineering Tech | Digital Tech | Business Design | Data Science |
|---|---|---|---|---|

## DX Activities (Services Provided)

We can provide a variety of service lineups to meet the needs of clients to realize DX activities.

### DX Maturity Assessment

Evaluation by 33 items in 5 categories, clarify the position in the industry and the difference between each business.

**Value**
Selection of investment areas based on objective facts

### Trend Research Digital Trends Grasping

Forecasting changes in the competitive environment with insights from industry trends, digital trends, and competitor information.

**Value**
Unconventional new ideas, benchmarking

### DX Ideas Generation DX Projects Planning

Support for the operation and planning of cross-functional DX idea generation venues.

**Value**
Consensus DX ideas, organizing cross-functional projects

### Future DX Concept (DX Design by Industry)

Creating a future vision by considering what to create or what to preserve in the future based on digitalization trend and industry situation to which the company belongs.

**Value**
Non-continuous vision of future/Ideal state beyond DX

### DX Scenario Design Roadmap Development

Creating scenarios/roadmaps with goals by depicting "What needs to be done" in the future vision perspective.

**Value**
Stories that can be promoted with involvements of others

### DX Manufacturing Assessment Factory Assessment

Identifying the true causes of ineffective measures through discussions involving management and the on-site workplace.

**Value**
First step to ensure DX can be proceed

### DX Human Resource Development & Training Program Design

Designing and implementing training programs to develop the skills of human resources needed in the future.

**Value**
In-house DX human resources and training that can be tailored along individual career paths

### DX Organization Design DX Collaborative Program Design

Support in approaching top management to obtain the organization and authority necessary to realize DX, build external relationships.

**Value**
Organizational DX drivers, business design/schemes in the ecosystem

### Leadership Management Multi-Vendor Management

Developing and managing the next-generation leaders responsible for DX promotion, and formation and utilization of ecosystems.

**Value**
Develop next-generation leaders who can be entrusted with DX realization

### Manufacturing DX Implementation & Realization Digital Infrastructure Building

Setting KPI that don't fall into the PoC loop, and building digital infrastructure that can start small and grow large.

**Value**
Digital infrastructure that continues to realize DX evolution and business transformation

### Manufacturing DX Realization Evaluation Deployment & Redesign

Quantitative/Qualitative evaluation of DX effectiveness and abstraction of success/failure factors for easy horizontal deployment.

**Value**
Avoid pitfalls and speed up organization-wide deployment

### DX Guidelines (Rules & Regulations)

Creating project operation and system management standards and DX measure evaluation indicators to realize DX.

**Value**
Balance both safety and speed through strengthening governance

### DX Achievements Methodologization Skills Systemization & Intellectual Propertization

Establishing DX success methods based on our experience and knowledge of successful/failed DX projects.

**Value**
Various DX achievements that have become explicit knowledge

### DX Knowledge Documentation Technology Accumulation & Transfer

Building a system that can accumulate a variety of knowledge in a form that is easy to store and retrieve.

**Value**
Build a cycle of autonomously sharing and utilization of knowledge

**Contact**
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