Every day our clients tell us they are under pressure to find new ways to create business value quickly.

The marketplace has moved towards a new era of service delivery where applications, infrastructure and business processes are brought together and delivered “As-a-Service.”

So what does that mean for business leaders?

Those who want to strengthen and future-proof their business should transition to the As-a-Service business model.

There are several factors to keep mind that will help you prepare for this move:

Be prepared to educate executive leadership about how to best buy As-a-Service. This is a new model; so everyone needs to come up to speed on buying strategically piece by piece, leaving out components that may not be needed.

You’ll also need to be ready to handle resistance and manage the change.

It is important to make sure that your entire leadership team is aware of the overall strategy and has bought into it. Your people need to be confident and understand the reasons for the change and the new possibilities being created.

And let’s face it: you need talent to help steer the change. As-a-Service puts real burdens on providers and buyers. The role of the As-a-Service provider will become critical in addressing your talent and capabilities challenge.

As-a-Service also moves you to real time, and that will change and empower your analytics strategy.

But here’s the catch: Analytics can only really be effective after processes are streamlined, standardized and automated. A secure, scalable, automated cloud-based platform will obtain richer and better quality data that you can put to work instantly.

So start small, pilot, pivot, and then scale. Function by function, your roadmap will point the way to real business outcomes... whether to deliver specific business goals or transform your entire business.