INDUSTRY X.0 BUSINESSES COMPLETELY REINVENT THEIR INDUSTRIES TO ENABLE NEW LEVELS OF EFFICIENCY, NEW SOURCES OF GROWTH AND THE NEW CUSTOMER EXPERIENCES THAT SUSTAIN “LEADING IN THE NEW”.

6 DIGITAL IMPERATIVES

Winning technology combinations will vary across industries. But all Industry X.0 business must address 6 digital imperatives to deploy these technology combinations:

1. **Transform the core**
   Drive new levels of efficiency around digital. Both machines and software systems are synchronized to unlock cost efficiencies—thus driving up investment capacity.

2. **Focus on experiences and outcomes**
   Investing to drive new, hyper-personalized experiences for customers, via multiple “smart touchpoints,” helping grow core businesses by enhancing customer engagement.

3. **Innovate new business models**
   Driving differentiated value for clients and new revenue streams for companies.

4. **Build a digital-ready workforce**
   Source, train and retain talent with digital-ready skills and encourage active collaboration between people and machines.

5. **Re-architect new ecosystems**
   Create a robust ecosystem of suppliers, distributors, start-ups, and customers that enables rapid scaling of new business models across the digital value chain.

6. **Pivot wisely**
   Continually balance investment and resource allocation between the core business and the new business to synchronize innovation and growth.

IT’S ALL IN THE COMBINATION

**EFFICIENCY**
Combining 5 digital technologies in particular—autonomous vehicles, augmented and virtual reality, big data, machine learning, and mobile computing—could achieve additional average savings of more than US$85,000 per employee.

**GROWTH**
Combining 5 different digital technologies—autonomous robots, mobile computing, autonomous vehicles, 3D printing, and machine learning—could deliver additional average market capitalization of just over US$6 billion for a company.

Why? Because most are still deploying digital technologies piecemeal.

Accenture research shows that if they were to take a combinatorial approach they could significantly boost both savings per employee and market capitalization. Combination is also key to value creation as an Industry X.0 business: a smarter, connected, living and learning enterprise that embraces constant technological change, and drives profitable growth from it.

Only 13% of companies are getting both cost saving efficiencies and new growth from their investments in digital technologies.