

# Building a Connected Business



## Are You Ready?

*NAED's Connected Business Assessments can help determine the answer*

**D**igital transformation and digital opportunities come in many shapes and sizes. There is no one-size-fits-all digital plan, and companies often struggle with where to start, what to prioritize, and how to implement various digital strategies. The readiness assessments eliminate the guesswork for your company and help you determine your next steps. NAED held workshops with a representative group of members to identify, validate, and prioritize twenty-one digital opportunities for

electrical distributors. The logic, frameworks, and time horizons developed in the workshops serve as the foundation for the assessments.

**There are two assessments available to guide you through critical success factors:**

- ◆ **Change Readiness**
  - Uncover your ability to manage change
  - Focuses on your processes, plans, and company culture
- ◆ **System Readiness**
  - Uncover your digital maturity
  - Focuses on your technology, data, and digital capabilities

**A summary of our workshop activities and key findings is available in NAED's *Building a Connected Business* report (pages 25–75).**

We strongly encourage participants to review the report prior to taking the Readiness Assessments.





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The results are designed to provide your team with a 360-degree view of your company to determine where to focus your digital efforts. NAED has worked with one of the world's top consulting firms, Frost & Sullivan, to develop questions and recommendations that present a realistic measure of readiness on a scale of 1-4 (Not Ready to Very Ready). NAED also worked with a dedicated task force of NAED members to refine the assessments and evaluate next steps.

### Where Do I Take the Assessments?

NAED has teamed up with Industry Insights to provide a convenient online portal. **The Connected Business Readiness Portal** allows your company an individualized site to complete the assessments and review recommendations.

Each participant will have the opportunity to provide a candid and confidential way to evaluate current capabilities. Respons-

es will help your company address any gaps or potential opportunities on its digital transformation journey. The customized results, recommendations, and next steps are based solely on the scores of your company's participants. And no other company will be able to see your company's or individual survey results. It is modeled on the other surveys that Industry Insights administers for NAED, the *PAR Report*<sup>®</sup> and *Cross-Industry Compensation & Benefits Report*.

### Strategic Recommendations Without the Consulting Firm's Price Tag

While you could hire your own individual consulting firm to evaluate your entire operations—sales efforts, IT capabilities, and more—NAED has provided a singular resource to NAED members. A consulting firm would charge thousands of dollars to go onsite and determine this information. In this case, it is only \$999 to learn about your current state with individual-

ized results in comparison to world-class practices and processes. You'll also receive the original report to use alongside the assessments (individual price is \$699). It is a great value to NAED members as the industry continues to face the digital future.

### What's Included?

Each assessment includes 100, multiple-choice questions that will determine the results. Each participant will also receive executive summaries, suggestions to build out strategies, address concerns, and the original *Building a Connected Business* report. While 100 questions may seem like a lot, once you are finished, you will have a much better view of your company and your path to move forward with digital transformation.

Each assessment takes a little over an hour to complete. Isn't an hour out of your time worth it? We certainly think so.