Building a Connected Business

Digital 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

Are You Ready?

NAED’s Connected Business Assessments can help determine the answer

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.
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. Responses 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® and Cross-Industry Compensation & Benefits Report.

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.