



# Finding The Sweet Spot To Digital Transformation In Supply Chains

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# Agenda



A story through the eye's of a leader in an emerging market told through **context**, **a dilemma** and the **solutions** found in implementing digital transformation.



# Context

01

Sugar and the Industry



# Context

02

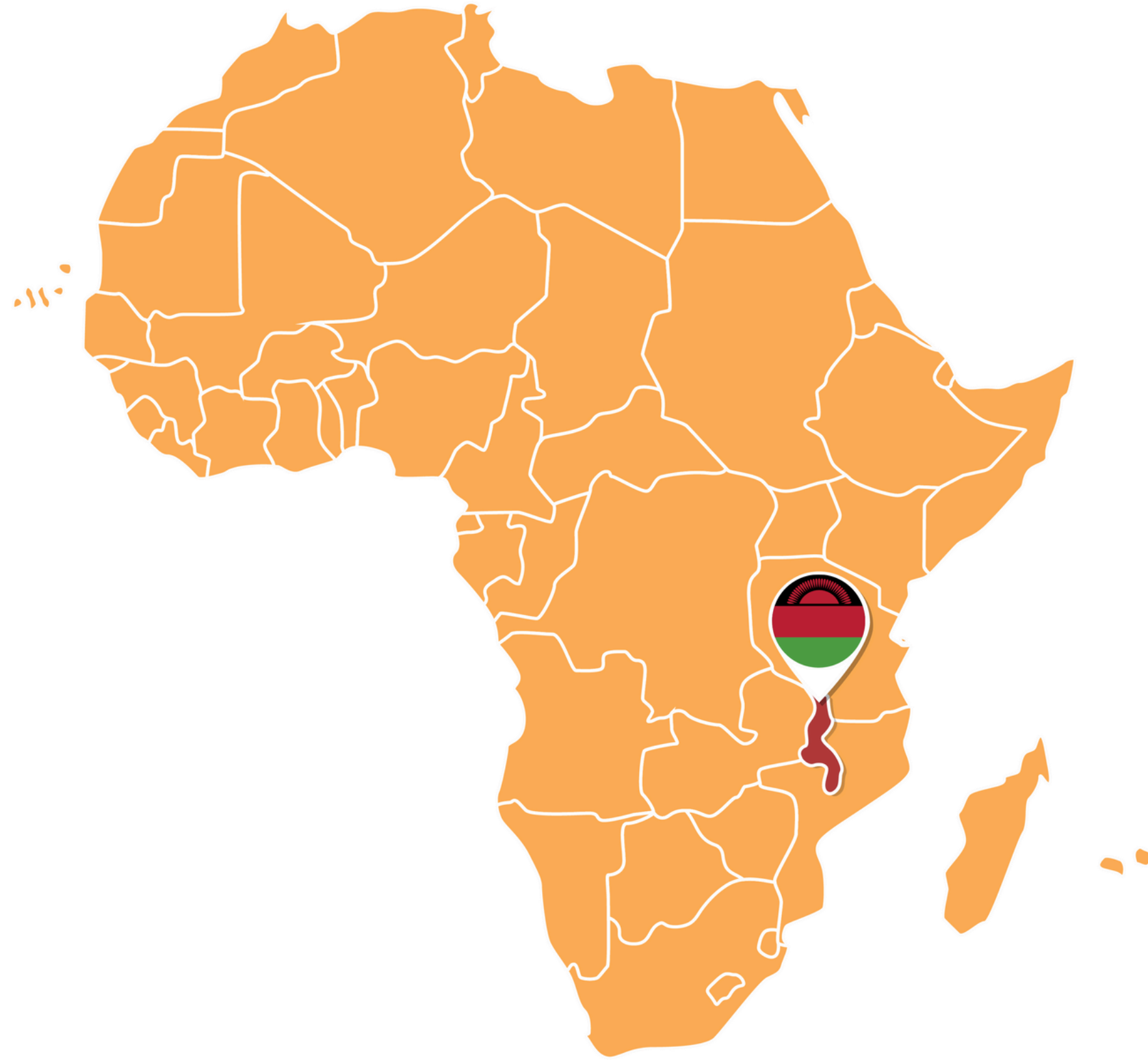
ABF Sugar and Illovo Sugar Malawi



# Context

03

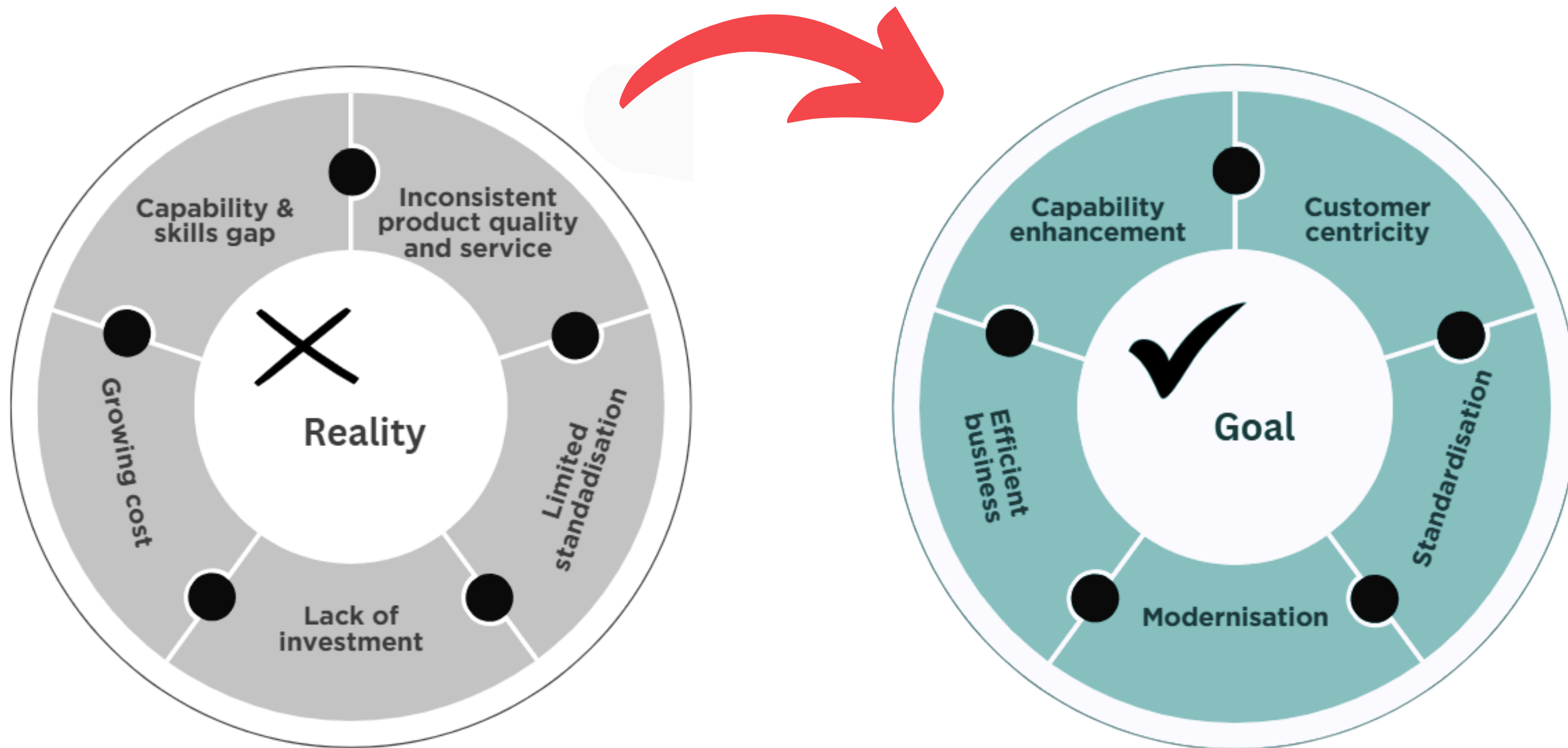
Malawi



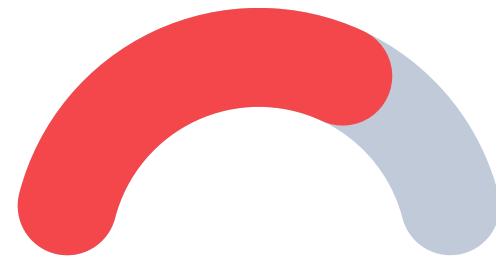
# Lets begin.



# WOLO



# The Dilemma

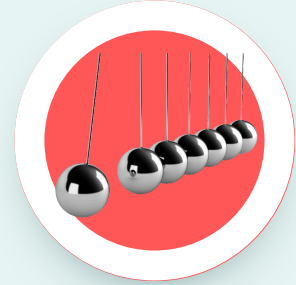


**72% of digital transformation initiatives fail.**

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# ...And for Bodole:



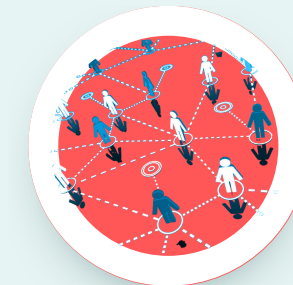
## High stakes

Cross country implementation depended on Malawi's success



## Novice team

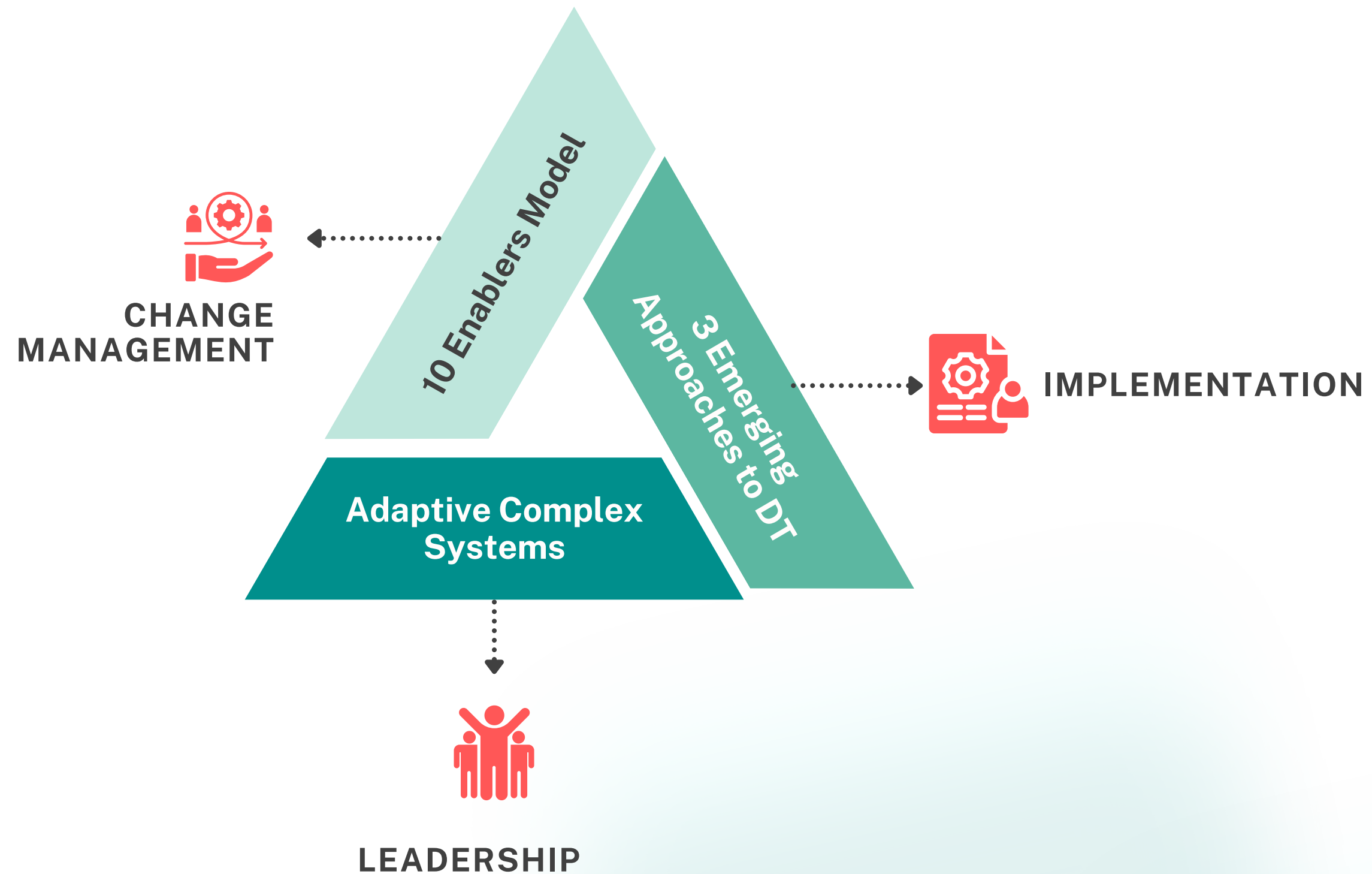
Low exposure to technology barring an outdated ERP



## Complex stakeholders

Internal and external stakeholder buy-in

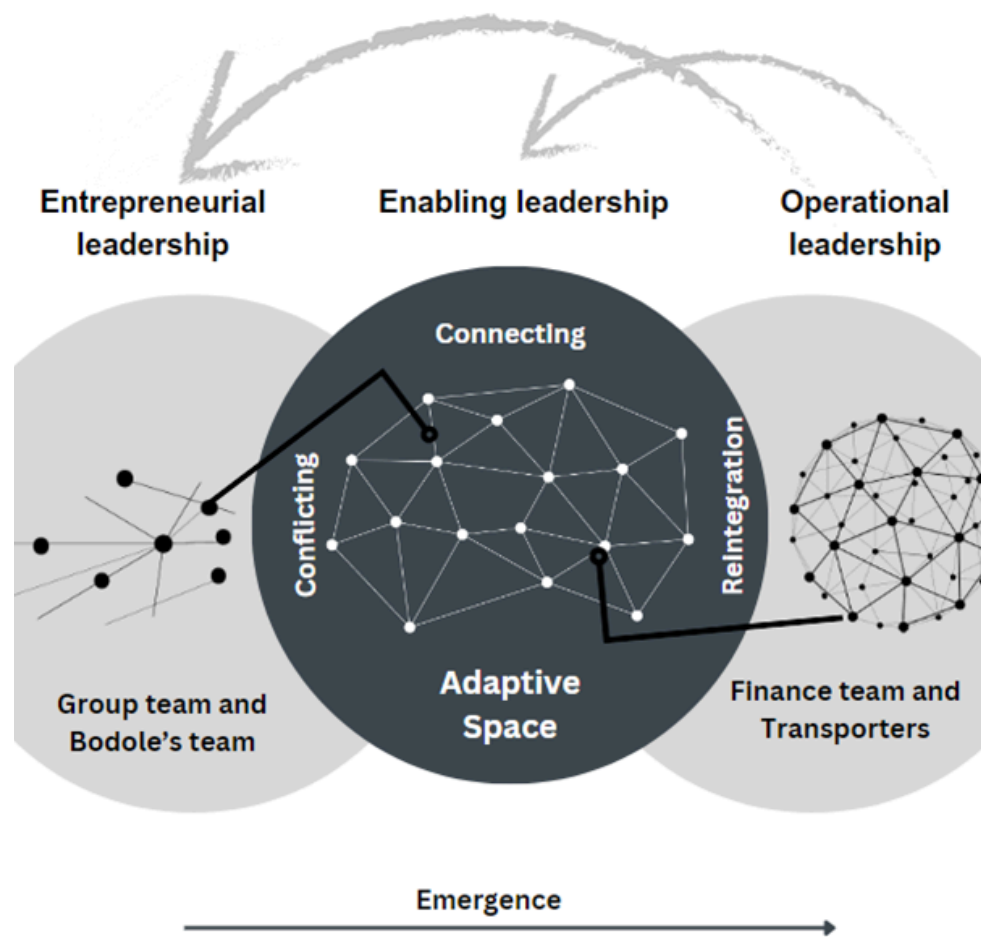
# The Approach (1)



# The Approach (2)

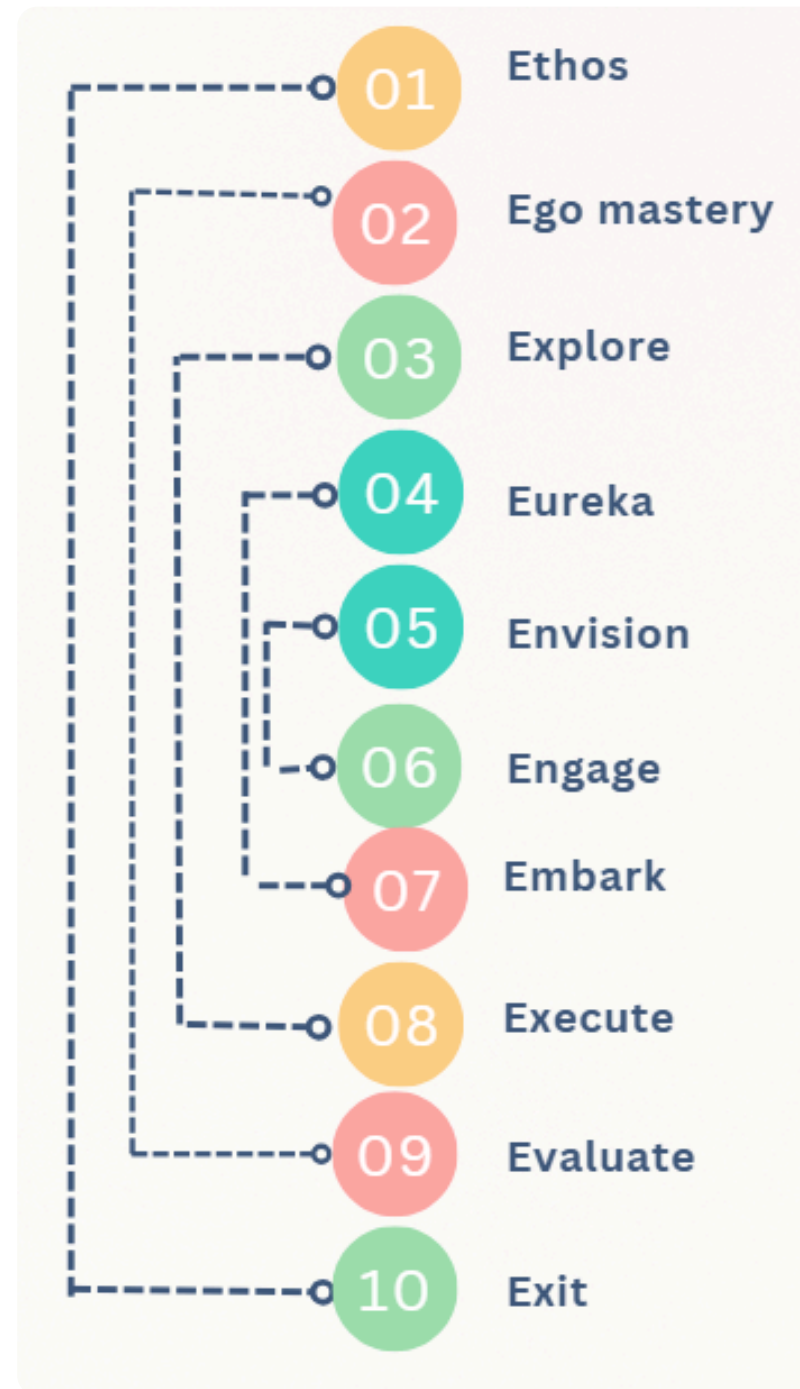
## LEADERSHIP

### Adaptive Complex Systems



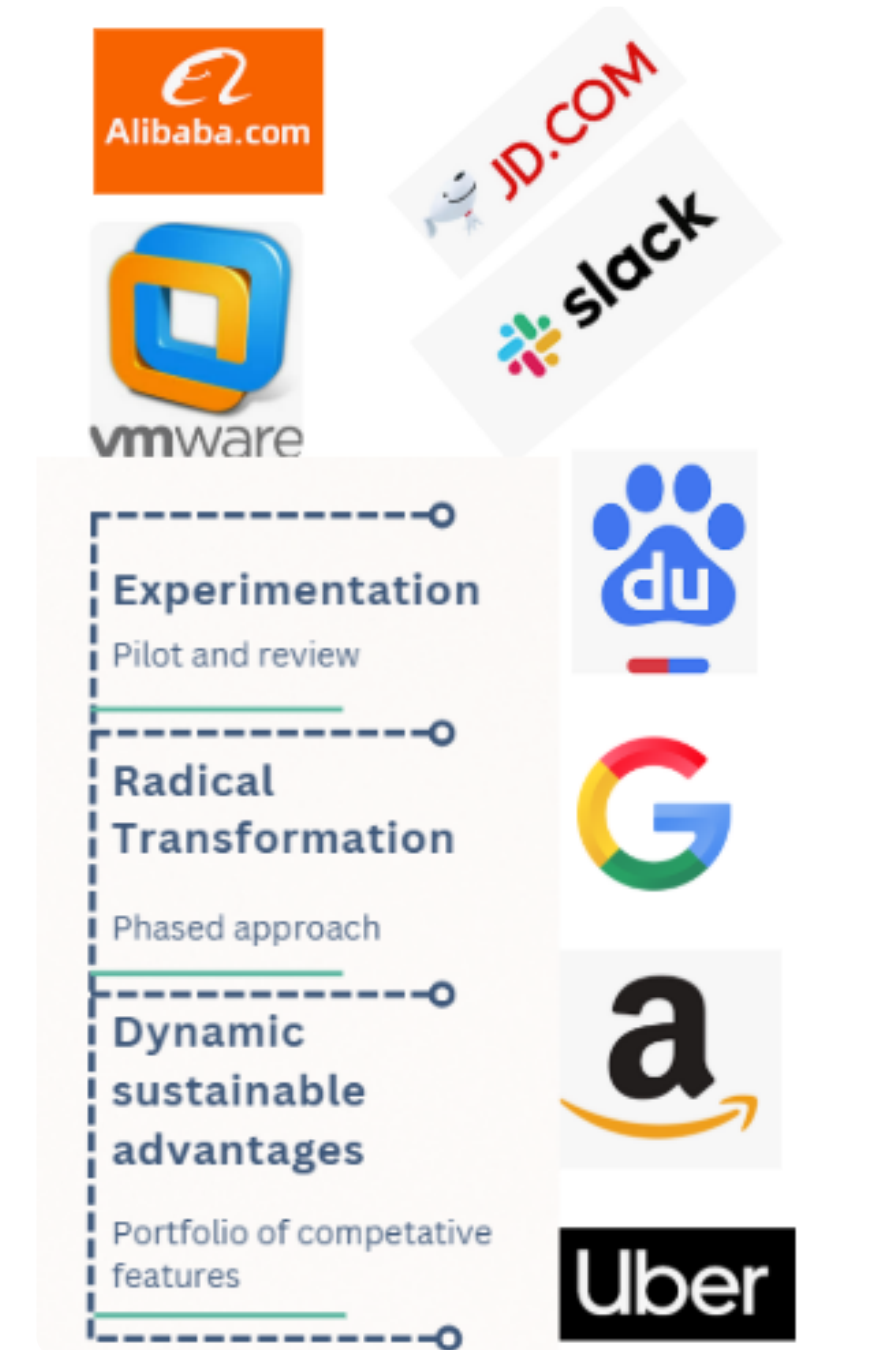
## CHANGE MANAGEMENT

### 10 Enablers Model



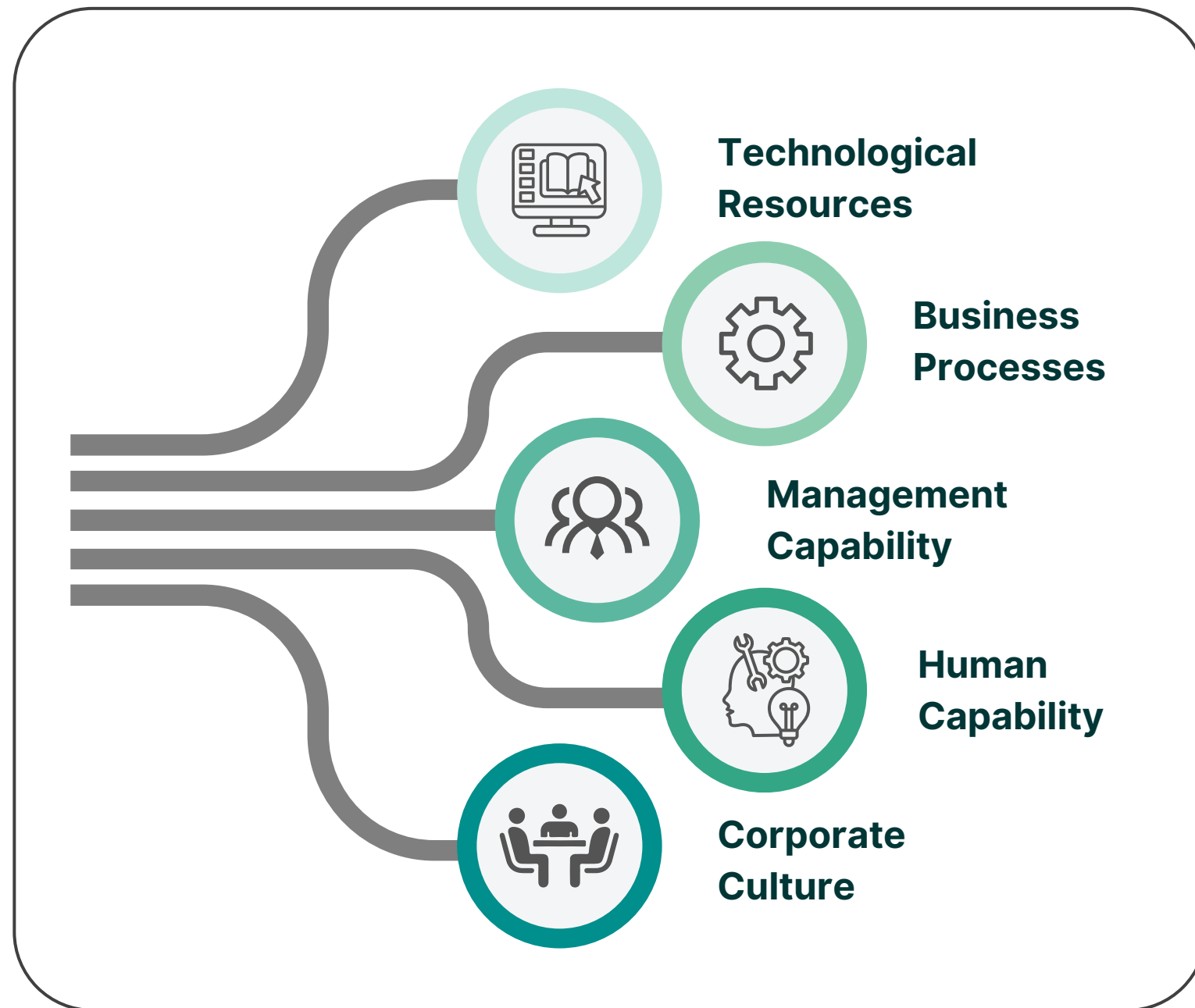
## IMPLEMENTATION

### 3 Emerging Approached to DT

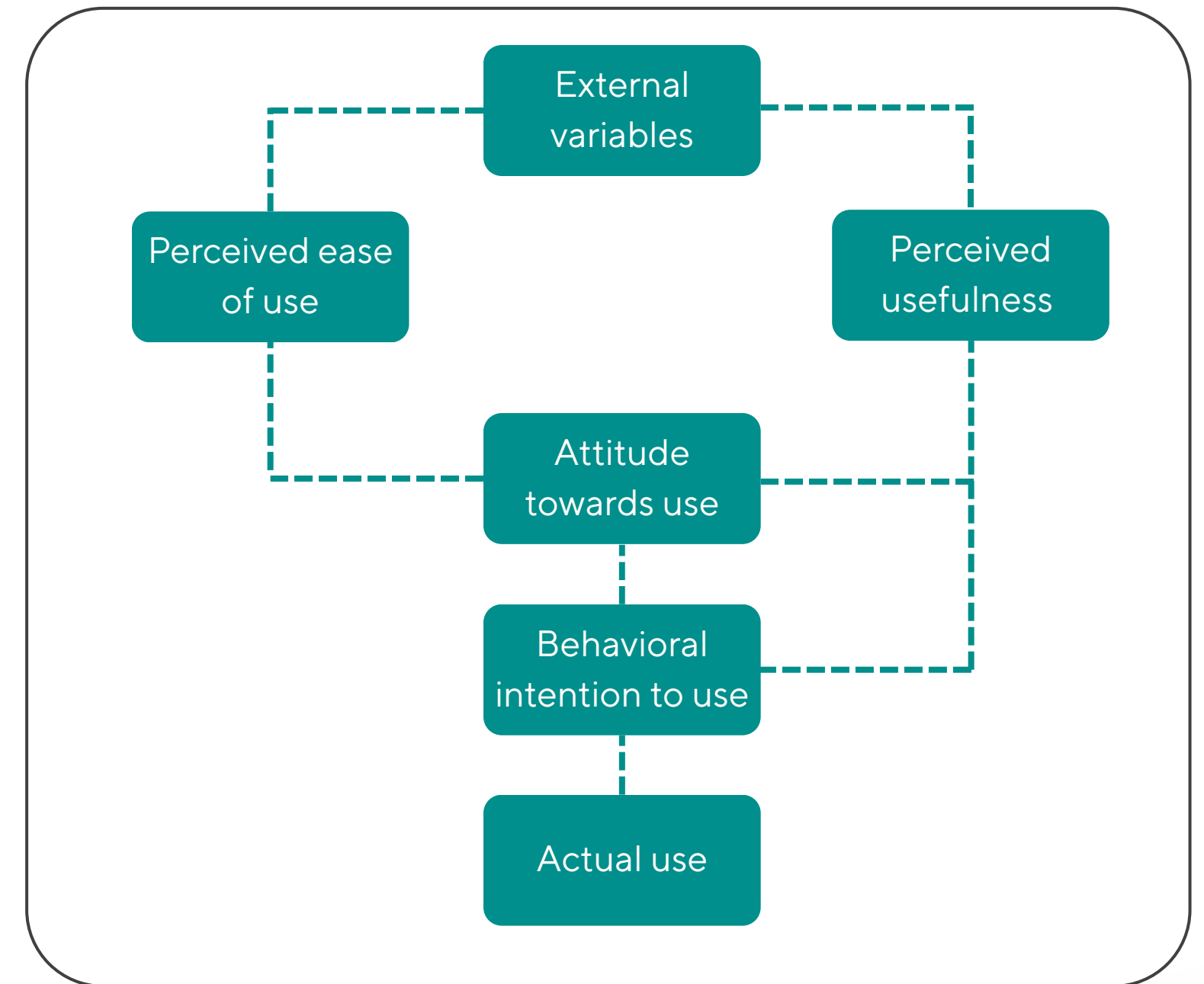


# Additional Considerations

## Organisational DT Readiness Model

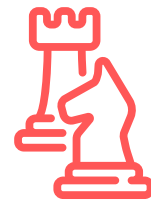


## Technology Acceptance Model



# A Framework For Success

**Strategy**  
*(Organizational readiness framework)*  
*(Technology acceptance model)*



**Leadership**  
*(Adaptive complex systems)*

**Change Management**  
*(10 enablers model)*



**Implementation**  
*(3 emerging approaches to DT)*

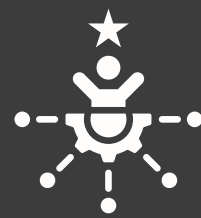
# Reality, & Key Take-outs

Success was achieved, with room for continuous improvement



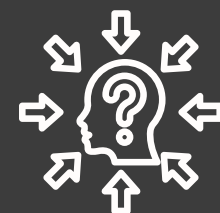
## Key Success Factor 1

Dedicated Project Manager



## Key Success Factor 2

Dedicated Change Manager



## Key Learning

Embed systems prior to new implementations



Thank You

Q & A

Adaptive Complex  
Systems

*All the best on your digital journey*