

The Future Enterprise Must Be SHARP

An IDC Infobrief, sponsored by Engineering Group | June 2024

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IDC #EUR252337524



Organizations of the Future are SHARP

Businesses have a central and unique role in promoting social welfare, economic development and in creating a positive future in which industries and society prosper together.

S

H

A

R

P

SOCIALLY
responsible

HIGH
performing

AUGMENTED
by innovation

RESILIENT
at the core

POWERED
by ecosystems



Twenty first century's societal challenges demand every enterprise, individual and public institution to take responsibility to drive positive outcomes.



Enterprises that commit to socially responsible outcomes will uncover new market opportunities, gain competitive differentiation and increase operational efficiency, in turn freeing up resources to tackle bigger societal challenges.



Enterprises that embrace technology innovation to unlock process, operating model and business model transformation will bring together responsibility and performance.



Enterprises that have the operational and cyber capacity and competencies to prevent and quickly react to disruptions will assure performance, positive impact, and regulatory compliance.



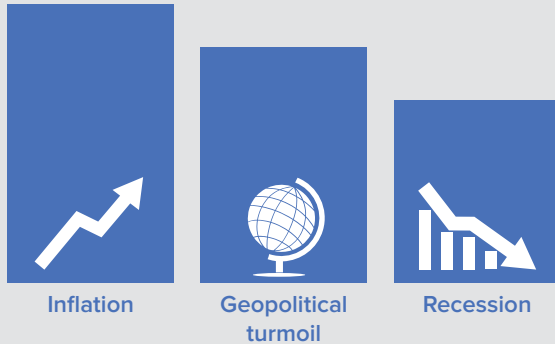
Enterprises won't be able to deliver positive societal outcomes, such as smart mobility, sustainable blue economy, active ageing and healthy food at scale on their own, they will need to collaborate with open, dynamic ecosystems.

S
 SOCIALLY
 responsible

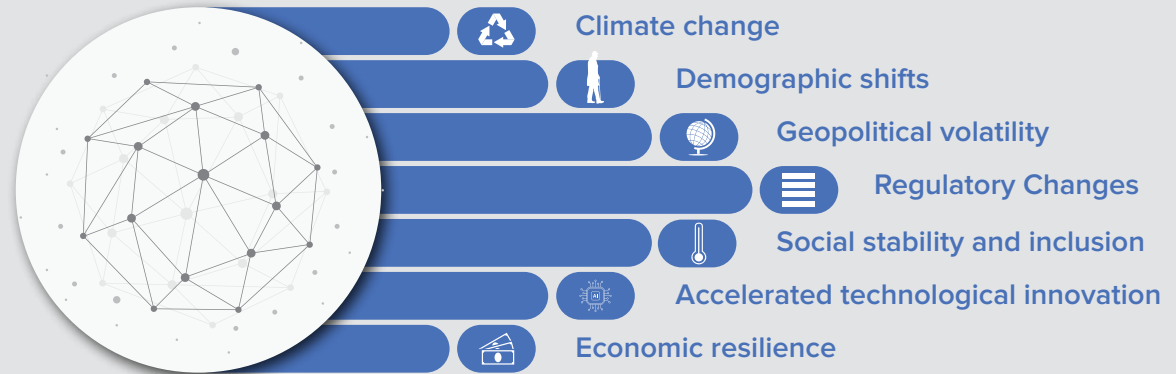
Companies are becoming engaged in global grand challenges as **strategic societally-oriented problem solvers**

Tackling short term shocks...

Top 3 greatest business concerns impacting tech strategies and investments, in Italy, in 2024



...while embracing long term challenges



→ Leadership Insight



“Schneider Electric aims to be a trusted partner for Italian companies in their journey towards digitalization and sustainability. As an “Impact Company,” we are committed every day to creating technological platforms, solutions, and services that enable growth while simultaneously producing a positive impact on the community and the planet”

Aldo Colombi
President and CEO of Schneider Electric

We pursue our sustainability goals by working on the decarbonization of our operations and supply chain and by supporting our customers. In 2023, Schneider Electric’s solutions for electrification, digitalization, and automation continued to reduce carbon dioxide emissions, preventing the production of 112 million tons of CO₂.

→ Leadership Insight



“Addressing the sustainability of the supply chain for Procurement functions is a priority that unites all sectors and major industrial players. Adopting a systemic and collaborative approach is the only way to achieve these goals without unnecessary duplication of similar requests, which would result in a harmful bureaucratic burden, especially for smaller companies. The Open-es initiative meets this challenge with concrete solutions that allow companies to create their ESG identity card aligned with standards just once and share their information with stakeholders, embarking on a coordinated improvement journey of their supply chain”

Stefano Fasani - ENI
Program Manager Open-es

Open-es is a system alliance that brings together the industrial, financial, associative, and institutional worlds on a digital platform to support companies in their sustainability maturity journey. A free and flexible platform that allows all companies to start a guided path that dynamically aligns with the company's ESG maturity level, thus adapting to all sectors and types of businesses, from SMEs to large industrial groups.

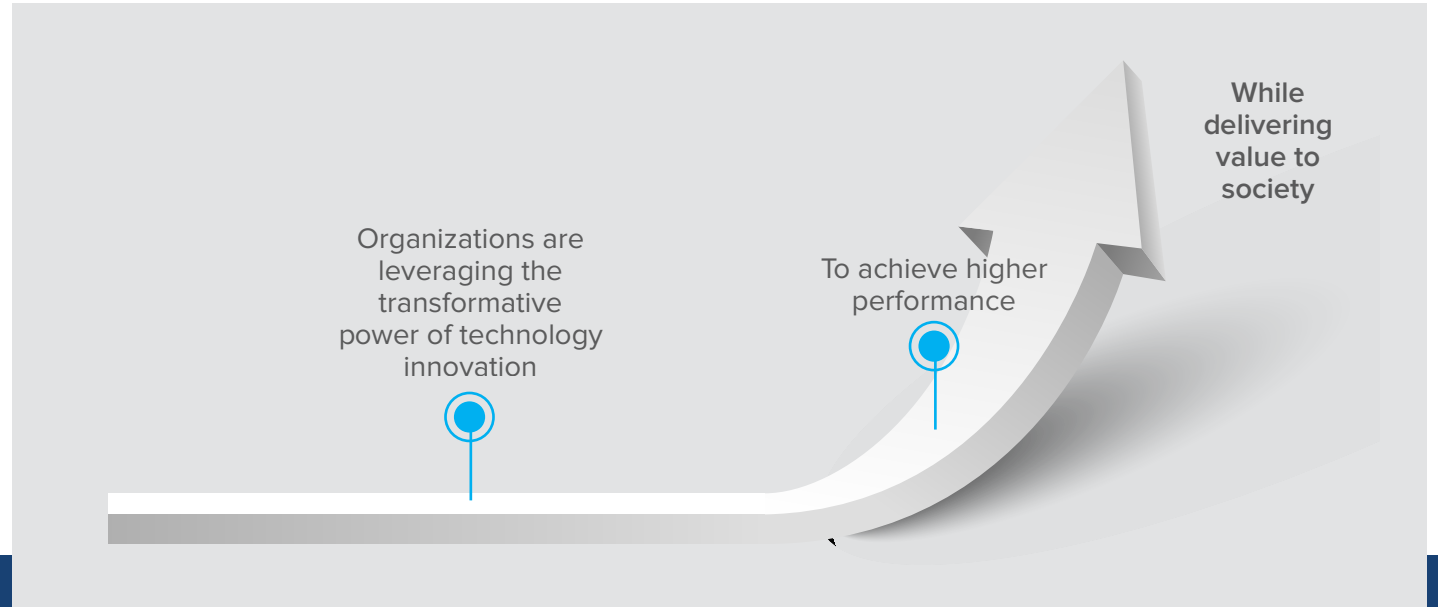
H

High Performing

“

Companies that prioritize social responsibility and sustainability tend to outperform those that don't.”

Harvard Business Review



Italian enterprises are at the forefront of aligning operations to positive impact on society



27%



41%

Started to embed sustainability into operations

Enterprises need to invest in technology innovation that can drive return both in terms of organizational performance and in terms of societal outcomes

Organizational value

Shaping new markets, attracting new customers, developing new revenue models, increasing operational efficiency, speeding up decision-making

Societal value

Empowering risk/crisis preparedness and response, accelerating environmental adaptation and regeneration, and making social well-being more inclusive

What is good for the world, is good for business



A

Augmented
by innovation

European enterprises are embracing technology-enabled innovation to accelerate their path positive societal impact and business success

Top 3 use cases driving technology investment, by industry, in EMEA, in 2024

Banking



1. Advanced fraud management - Predictive analytics/ risk management
2. Intelligent KYC/CDD

Government



1. Sustainable assets and operations
2. Collaborative workspaces
3. Citizen data platforms and analytics

Healthcare providers



1. Health data hubs/ platforms – Patient Safety
2. Clinical workflow automation

Manufacturing



1. Carbon tracking management
2. Energy management and consumption optimization
3. Transparent supply chain – Optimized material consumption – Smart warehousing

Retail

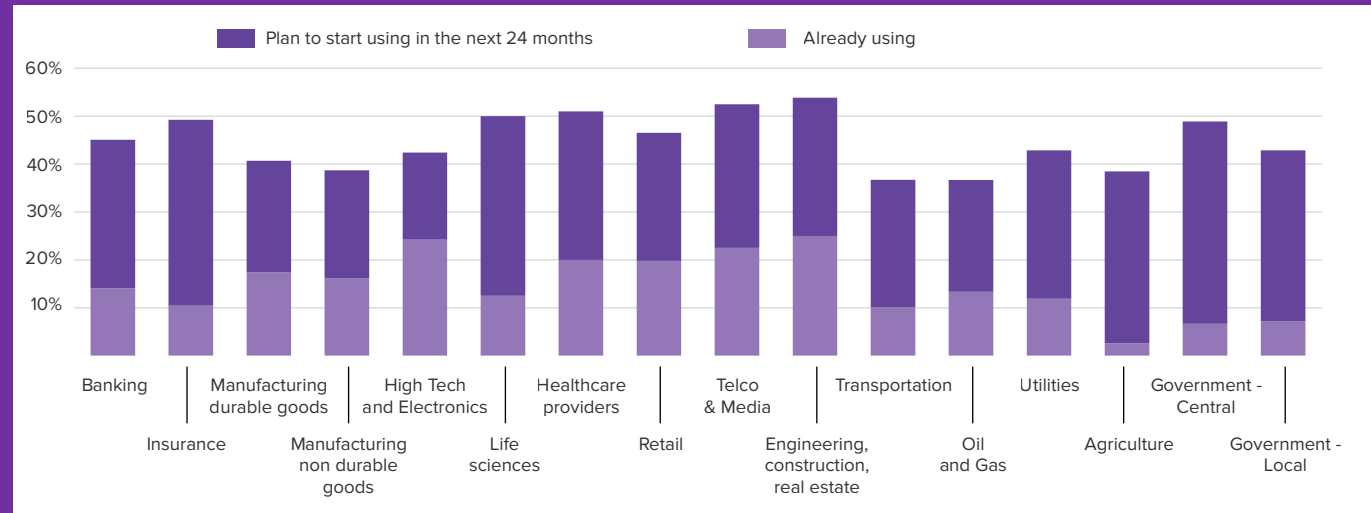


1. Last-mile-same-day delivery optimization and visibility
2. AI-enabled personalized recommendations
3. GenAI content generation for sales and marketing

Emerging Technologies with a Purpose

Generative IA is top of mind

% of Organizations in EMEA that are using or planning to use Gen AI

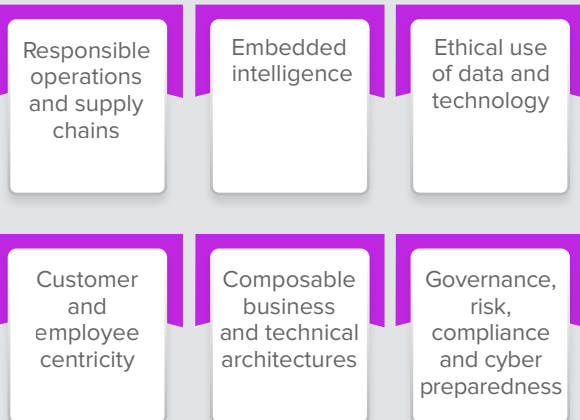


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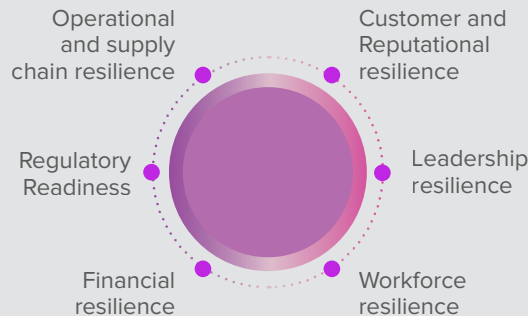
Resilient
at the core

Enterprises must scale capacity and capabilities to withstand short term shocks and long-term stresses to deliver on the promise of societal outcomes and business performance

Resilience capacity and capabilities



Resilience outcomes



Emerson's Digital Twin

A complete digital twin plant simulation model for Emerson's HVAC production is turning operations into smart operations. The digital twin is designed to determine the most efficient equipment and provide optimal energy production, allowing for more affordable energy consumption.

Outcomes

- Increased ROI of energy production equipment
- Improved energy resilience and affordability for the community

Real-life good practices that show the strength of businesses for good

Maison Anselmet smarter wine

→ Maison Anselmet is elevating vineyard's productivity. Big Data and IoT are combined to monitor the vineyard microclimate, pinpointing environmental influences that foster crop growth and thwart plant diseases, to bolster agricultural quality and sustainability. The insights provided by advanced analytics also help better protect the environment around the vineyard against overuse.

Outcomes



Enhanced crop productivity and quality



Improved land sustainability and restoration

Telemedicine platform for Italy

→ Advanced software for remote services is enhancing patient care through telemedicine. Establishing a National Telemedicine Platform means a transformative step in making healthcare more accessible and equitable across regions, positively impacting societal well-being.

Outcomes



Increased productivity and personalization of patient care

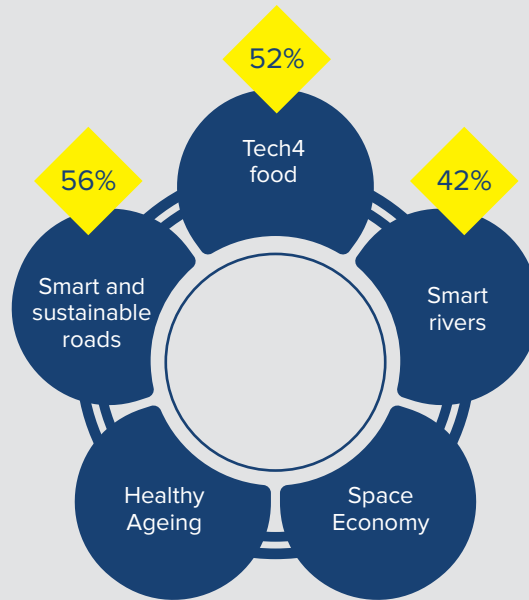


Enhanced accessibility and equity of health services for the community

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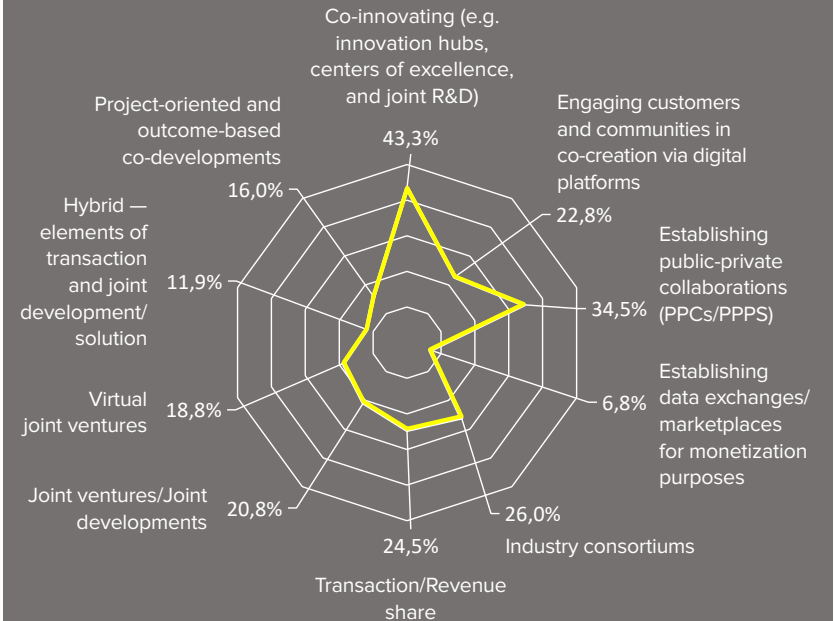
Powered by ecosystems

Industries are organizing themselves in next-generation ecosystems to address long-term challenges, such as the ageing of populations, food security, climate adaptation, energy transition, among others. Those emergent ecosystems are combining public sector and responsible businesses each with their unique roles to address the challenges



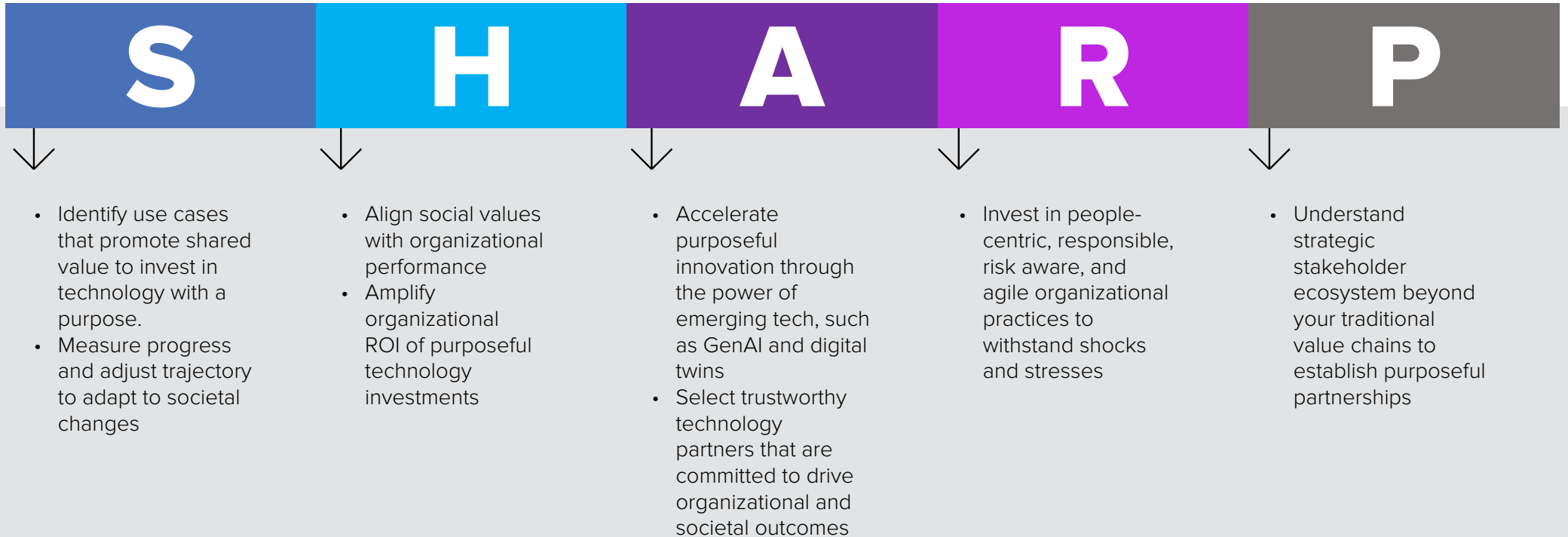
% of organizations in EMEA investing in initiatives related to these emerging ecosystems

Organizations in EMEA use an increasingly wide variety of models to collaborate with ecosystem partners



Source: IDC EMEA Cross-industry survey, Dec 2023. Europe n=1013

Recommendations for private and public sector leaders



About the IDC Analysts



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At ENG, we have spent over 40 years enhancing how we live and work across all industries, continuously helping our stakeholders to leverage technology to evolve and grow. We strive daily to stay relevant and make a positive impact on our stakeholders pressing issues and core business processes. These days, positive change and economic development can no longer be the only measures of impact. We must leverage our business process expertise, our technology skills, and human creativity to address global challenges.

As technology moves us beyond optimization towards creativity, we explore new frontiers and solutions. This acceleration demands a renewed sense of responsibility. A new type of cooperation among companies, institutions, organizations, and individuals is essential to achieve common goals and integrate technology effectively.

How we all face our biggest challenges will reveal who we really are



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