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AMPLO GLOBAL'S FLAGSHIP CAPABILITY MODELING PRODUCT, DIVA, CALIBRATES THE DISRUPTIVE IMPACT OF INDUSTRY 4.0



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Numerous examples show how automation delivers outcomes faster and more economically. Industry 4.0 technological capabilities are disrupting traditional business practices such as siloed business functions, duplicate strategic programs and labor-based strategic services. Technology product firms, large and small enterprises, management consulting firms, and private equity firms have invested in automation to gain competitive cost advantages and speed, but quantitative methods for calibrating the economic benefit of automation have not been economically feasible, especially for midmarket enterprises seeking strategic business assessment services.

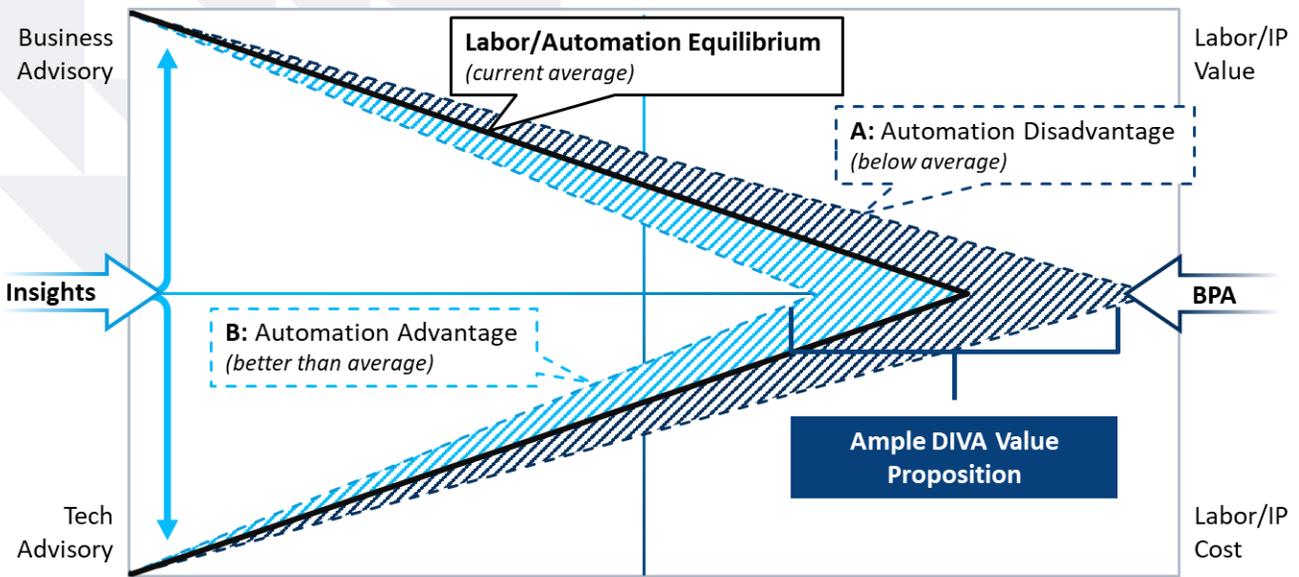
As the economy accelerates its transition into Industry 4.0, all enterprises will have to embrace digitization and automation to survive and thrive. Organizations will face business model disruption as they search for ways to reduce costs through process optimization and develop blue ocean strategies to create opportunities in their existing markets or enter new markets. Enterprises and the consultancies advising them also require capability assessment and remodeling to understand where they are in the ecosystem. Creating a connected value chain consisting of connected products, operations and experiences based on data is key for digitization of an organization, and measuring ROI and return on experience (ROX) are critical.

TBR believes Industry 4.0 accelerates trends that are already in place. Industry 4.0 really means having the effective measurement systems to track and measure performance optimizations to increase efficiency and speed while also reducing waste. Industrial IoT (IIoT) is one of the logical components of Industry 4.0 systems, as it uses sensors and analysis to provide more precision guidance to the labor contribution across various industries and processes.

IIoT does not necessarily remove labor from the equation completely, but merely applies labor in more efficient ways to business processes. Having a tool to measure Industry 4.0 processes is becoming a valuable asset for business leaders in their ongoing discussions around improving their value proposition to their customers as well as for improving the cost structure for delivering those value propositions. Industry 4.0 themes have gone beyond industrial and manufacturing. Almost all sectors are embracing Industry 4.0 themes leading to connected data, operations, products and experiences.



## DIVA PROVIDES AUTOMATED TRACEABILITY, MEASUREMENT AND READINESS ASSESSMENTS FOR PROFESSIONALS IMPLEMENTING INDUSTRY 4.0 TECHNOLOGIES AND PROCESSES



Amplio Global’s DIVA is an AI-based platform intended to deliver on the futuristic and potentially disruptive premise to bring traceability, measurement and automation to the strategy and operational benchmarking realm. In simple terms, the DIVA platform consists of five core modules:

- **Assessment and Benchmarking** provides a maturity level calibration of the existing business processes.
- **Process Decomposition** generates a heat map for processes that can facilitate advisory consultants and line managers alike in determining what can quickly be optimized through automation and what elements require a change management review.
- **KPI Assessment** quantifies short-, mid- and long-term goals.
- **Experience Thinking** builds the substantiating use cases that justify process automation adoption.
- **Roadmap and Prototyping** demonstrates the initial proof of concept (POC) solution for the prioritized uses cases flowing from the automated activities.

DIVA’s core modules can be applied across numerous industry sectors and their verticals and core business processes to provide what Amplio Global describes as target state outcomes, depicted in Figure 2. These target state outcomes revolve around discovering data-driven insights and infusing them into business processes to boost labor productivity across the enterprise value chain.



	Strategy Evaluation	Novel & Quantifiable Process	New Revenue Models
Target State Outcomes	Value/Change Management	Design Thinking/Visualization	AI-led e-Marketplace
	AI-led Cost Center to Profit Center Move/Sales & Operations 4.0		Data Strategy
	Manufacturing Execution Systems Strategy and Delivery		AI & Automation

Quantum technology will build on the best practices buyers have demanded from technology in a way that will shorten the time to adoption. Specifically, the industry has pivoted from siloed, proprietary stacks to building on top of open platforms and delivering compute services via the cloud. Today, early hardware inventors are already pivoting to support competing technologies through software abstraction layers. All of these machinations will have little impact on buyers amid the rapid development of open standards, developer toolkits, and quantum algorithms capable of working across multiple industries in various use cases tied as much to the algorithm as they will be to the fidelity of the quantum systems themselves.

TBR envisions a time when a business request will not even consider what compute form factor will deliver the result. That provisioning or request routing will happen automatically through software. All business will need to concern itself with is whether or not the request generates sufficient operational value to justify the cost. We are not there yet, to be sure, but we will achieve this model faster than it took to move from the UNIVAC computer to the handheld smartphone and all that it provides beyond simple voice.





## PRODUCTIZING STRATEGIC INITIATIVES STILL REQUIRE HUMAN INTERACTION, GIVING AMPLO GLOBAL 3 ADDRESSABLE MARKET OPPORTUNITIES

Amplio believes DIVA can positively impact enterprises by bringing siloed strategies together, creating a visibility track, innovation readiness, and a path for new business and, in turn, revenue models for growth and value. As a tool, it can be applied by many different business practitioners seeking to deliver these objectives to commercial enterprises. Business decision making rests on the interrelationships between price (or cost), timeliness (or speed) and quality (or precision). All three can be monitored by the organizations with DIVA. Delivered as a cloud-based subscription, DIVA's platform brings value to all three strategic pillars, with the pillars resonating with different target market segments for the product.



**Price:** DIVA, in the hands of a savvy business strategist, can provide templated insights to validate internal company directions with an economical self-assessment tool. Any firm has generally lacked the operating profits to afford top-tier consultancy services. This tool, in many ways, democratizes access to the underpinning metrics necessary to deliver actionable advice for the overall growth of the organization.



**Quality:** Boutique consultancies typically serving midmarket companies have lacked the general scale to back up the recommendations of their principal consultants with staff capable of compiling enough substantiating data, especially when compared to what large advisory firms can provide. Adding the cloud-based DIVA tool to their product portfolio can allow boutiques to better substantiate their advice and counsel to their clients, bolstering the quality of their recommendations with proof points that can accelerate their business growth. For example, Amplio has a collaborative partnership with Oracle and its implementation partners addressing the smart manufacturing space to accelerate IIoT adoption in that industry vertical.



**Timeliness:** Speed is a competitive advantage in the digital age. End clients could be able to remove the fear of embracing Industry 4.0 programs quickly and be with or ahead of their competition. Also, large advisory firms know this and work diligently to automate their IP to optimize their own business processes and shorten engagement durations in line with increasingly demanding customer expectations for faster time to actionable insights from their advisers especially on Industry 4.0 readiness. The DIVA platform as an underpinning platform in the hands of end clients directly and/or of large-scale advisory firms will accelerate the impact of AI-led automation that has been on these organizations' delivery models.

One of Amplio's most recent public sector case studies is driving an organization to improve their sales revenue based on mitigating procurement risk, by handling better vendor management scenarios (what if's) and, in turn, improved ROX. This has been achieved by managing overall value chain risk management by DIVA creating forward and backward visibility with connected modules of DIVA.





## LONG-TERM MARKET IMPACT

Amplo Global's long-term road map calls for enriching the DIVA platform, first with industry specificity, then with AI-based dashboards for real-time assessments, and ultimately, with cognitive for prescriptive insights to increase the speed of business process optimization. Meeting these aspirations will hinge on adding more data into the DIVA platform as well as developing repeatable algorithms for users to deploy as management guideposts. To be forewarned is to be forearmed, and DIVA aspires to deliver the necessary guidance to arm business leaders with data-driven insights to improve their business decision-making processes.

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