



Breakthrough  
to Scale®

# Digitalisation

## Mentoring enabler

# INTRODUCTION

Innovation starts usually with a radical idea that answers to an expressed, conscious, or implied need for improvement. In the 21st century, people cannot imagine life without computers, thus it is obvious that digital techniques can support the development and scaling of almost any innovation.



Luminspino

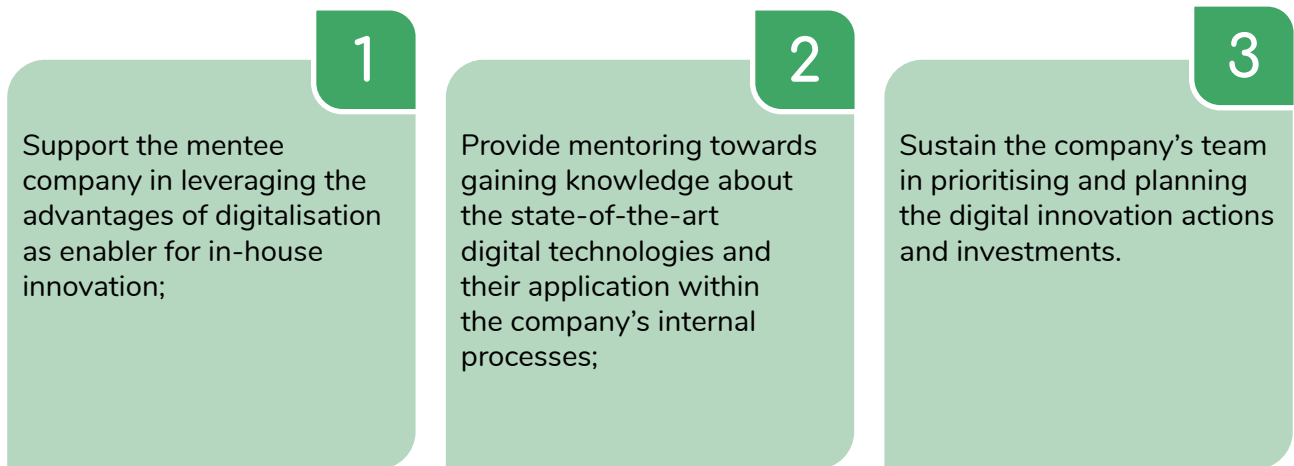


Iceland  
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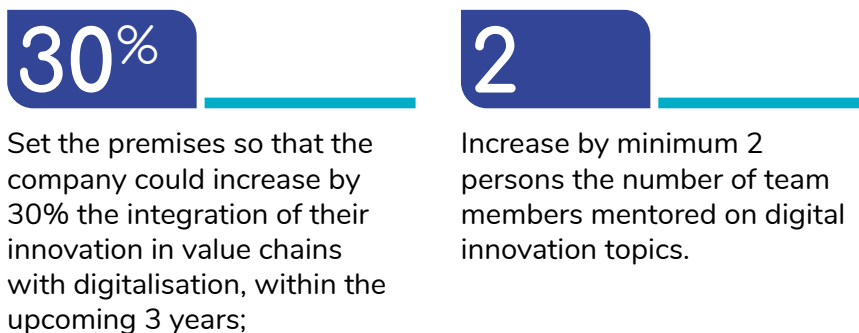


Innovasjon  
Norge

## Objectives of the Mentoring Enabler Digitalisation



## Impact of the Mentoring Enabler Digitalisation



# Main stages in the delivery of the Mentoring Enabler Digitalisation

1

Specific survey diagnostic for the Mentoring Enabler Digitalisation

## Digital Innovation Quotient by KEARNEY IMP<sup>3</sup>rove

- This is a survey for innovative companies to benchmark their digital innovation capabilities. The survey is conducted online, by the CEO or the leader of the innovation team. The questionnaire refers both to the mentee company, and to its digital innovation products or processes. The five dimensions of the analysis are:
  - Digital Innovation Strategy
  - Digital Business Model
  - Digital Processes
  - Digital Ecosystem and Culture
  - Measurement of Digital Innovation
- Beyond the information the mentee company can derive from the evaluation, a deeper analysis of the results delivered by the mentor will provide a complete overview on the company and its innovations. Consequently, the mentoring process will be further adapted and extended, for the successful commercialisation or scaling of the company's innovative offerings.

2

First workshop within the Mentoring Enabler Digitalisation

## Digitalisation as enabler for innovation

- The workshop consists of a presentation from the mentor, followed by an explanatory discussion on the subject the mentee company chooses from the presentation. The two parts of the presentation deal with the following topics:
  - Generic tools to create an environment that fosters creativity, accelerates idea generation, and supports the development of innovative digital solutions;
  - Specific tools to foster the development of a specific innovative product / process by integrating in the mentoring inputs;
  - Examples of companies worldwide that used the above generic or specific tools.
- By the end of the workshop, the mentee company will gain the first insights on how to make the most of digitalisation as an enabler for innovation. The team will learn how to improve or transform processes within the company by:
  - adopting a strategic approach regarding digitalisation;
  - investing in training and development;
  - being open to change;
  - collaborating with partners and digital innovation ecosystems.



3

### Second workshop within the Mentoring Enabler Digitalisation

#### Digitalisation roadmap – Part 1

- This workshop is an interactive one, conducted with the support of a digital tool created by the mentor with the aim to help the mentee company in planning a roadmap to implement digitalisation as an innovation enabler. The presentation includes a set of slides and instruments that are analysed during the workshop and the mentee company is advised on how to fill out the different slides and how to use the provided tools (e.g., DESI – Digital Economy and Society Index assessment, tools to use, risk analysis, action plan, Gantt chart).
- The mentee company will build its digitalisation roadmap as an independent homework, using the digital file. Finetuning to the result and further debates will be done in the next workshop.

4

### Third workshop within the Mentoring Enabler Digitalisation

#### Digitalisation Roadmap – Part 2

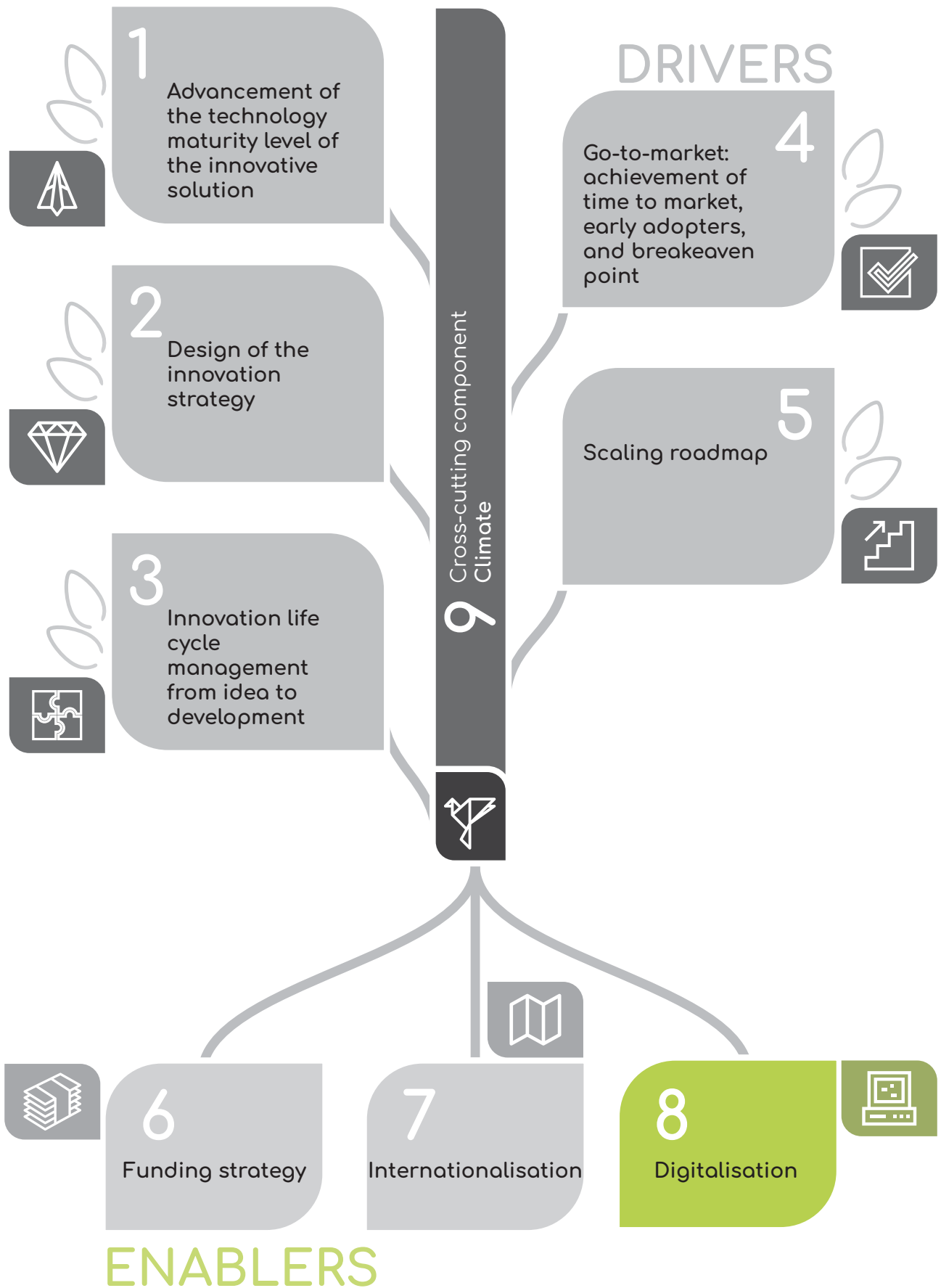
- This workshop is meant to analyse, discuss, and improve the digitalisation roadmap proposed by the mentee company, following the previous workshop. The activity will start by re-analysing the results of the digital innovation quotient assessment with respect to the roadmap to be built – i.e., goal targeted through digitalisation. Based on the DESI assessment, the mentor will advise on the tools chosen, and will analyse their suitability and the compatibility with the company's innovation strategy. The description of the tools and their implementation will help to define the roadmap for digitalisation. The latter will include aspects related to the digital solution chosen, risk assessment, human resources and competencies / training needed, and cross-cutting issues such as change management, compliance or GDPR. If needed, other workshop(s) will be planned to finalise the action plan for the digitalisation towards enabling the innovation.
- At the end of the workshop, the mentee company will possess an effective action plan, containing the activity flow, goals, roles, resources, budget, timeframe, and deliverables, adapted to its digitalisation needs and ambition.



#### Specific methods, tools / templates, and resources involved in the Mentoring Enabler Digitalisation

- During the mentoring process, a set of tools are used. Their implementation, use and results were described in the previous paragraphs (e.g., DESI – Digital Economy and Society Index assessment, tools to use, risk analysis, action plan, Gantt chart).





## Final remarks

The Mentoring Enabler Digitalisation is conceived as a support package to enable in-house innovation, enhancing its effect on the internal and external processes of the company, and fostering the gains the mentee company can obtain through implementing the innovation. The mentoring package targets the leadership of the company and the team of innovators, providing the knowledge to implement effective digital innovation actions while using efficiently the available resources.

