

 Sabio

Digital Reality Index™

A Reality Check for
Modern Enterprise Transformation

UNDERSTAND YOUR DRI™ PROFILE



Builder

YOU ARE LAYING THE FOUNDATION

You have progressed beyond the stage of experimentation. There is clear buy-in, and teams are actively launching initiatives. However, the advancement remains inconsistent. While digital initiatives are visible, they are not yet fully integrated into the organization.



Biggest Pain Point: Fragmentation

What succeeds in one team often fails to reach others. Efforts struggle to scale because the structures, incentives, and visibility have not adapted accordingly.

Your Goal: Transform Isolated Successes into Enterprise Momentum

This phase focuses on integrating digital practices into the business—not as a separate initiative, but as a fundamental way of operating. These steps will help you connect tech, teams, and measurable outcomes.

As a Builder, you've proven digital can work in pockets. Now it's about creating the connective tissue that lets these successes scale and multiply across your entire organisation.

GET STARTED WITH THIS ACTION CHECKLIST TODAY

- Map ongoing pilots and identify owners**
To ensure success can be recognised and replicated, it is crucial to establish clear ownership and accountability for all ongoing pilots.
- Run collaborative cross-functional planning sessions**
Many transformations falter during transitions between teams. By fostering cross-team collaboration, we can prevent pilots from failing in isolation.
- Create a collaborative roadmap connecting digital initiatives to business objectives**
Transparency fosters trust. When individuals can clearly see how their contributions align with overall goals, they become more engaged and invested in the process.
- Develop a Playbook to document what works**
To scale effectively, standardisation is key. You cannot replicate success without proper documentation.
- Identify internal digital "Champions" within your teams**
Champions play a crucial role in promoting adoption, addressing obstacles early on, and exemplifying new methods of working.
- Monitor obstacles, particularly process and data barriers**
Technology is not *the* issue. It is the misaligned processes and inaccessible data that hinder progress.

This matters.

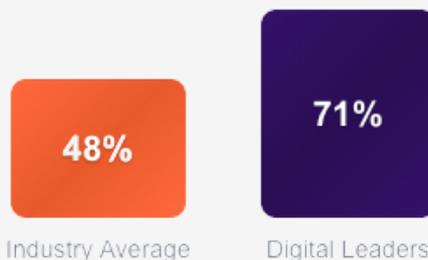
Digital transformation success is not just about technology. It is about *execution, alignment, and culture*.

Recent research reinforces what your results suggest:

Most digital initiatives fail to meet expectations —

only 48% achieve their business targets. But organisations in the "digital vanguard" (where IT and business leaders collaborate closely) see 71% success rates.

These figures tell you this: **Vision matters.** But execution across silos is what separates the 48% from the 71%.



Digital leaders grow revenue and shareholder value twice as fast as digital laggards.

– BCG Digital Acceleration Index 2024

Only 26% of organisations have successfully scaled digital initiatives beyond pilots.

– IDC Futurescape: Worldwide Digital Business 2023 Predictions