

Create Differentiated Tech Service Offerings

Identify Market Leading Offering Opportunities

Market scan, buyer needs assessment, identify competitors and disruptors.

Develop & Evolve Offerings

Sustainable innovation, technology investment, productize services, weigh ROI and opportunity cost of offering decisions.

Create a Strong Offering Ecosystem

Partnerships, subcontractors, architectures and standards, co-development, alliances.

Drive Tech Services Client Impact

Orchestrate a Complete Client Solution

Cross-portfolio collaboration on offerings, package capabilities internally and across ecosystem for client outcomes.

Establish Client & Industry Awareness

Positioning, sales enablement, go-to market, build relationships with key executives.

Stay Ahead of Market & Competitive Shifts

Forecast, market share, market dynamics, market definition.

Monetize Emerging Tech & Disruptions

Technology discovery, technology tracking, technology monetization, disruption.

Exploit Buying Behaviors

Buying dynamics, buyer personas, buying team factors.

Generate Growth Now & in the Future

Innovative strategies, business models, market forces driving change.

Establish Practice Vision & Strategy

Create case for right-size investments, optimize contribution margin, build vision and strategy.

Scale the Practice

KPI optimization, revenue per head and utilization, create attractive commercial constructs, operating model.

Actualize Client Account Growth Strategies

Sustainable client impact, account expansion, solution to win, quality execution.

Amplify Personal Influence for Practice Success

Elevate personal brand internally and externally, sponsorship and practice affiliation, thought leadership.

Mobilize Talent for Practice Growth

Talent acquisition, development, and inclusion, CoE leadership.

Gartner Priorities Navigator™ for Tech Services Leaders

Talk with us to learn more about how Gartner uses this framework to guide your success.

Capitalize on the Tech Market Landscape

Drive Business Model Innovation

Lead a Profitable Tech Services Practice