

The incredible opportunity of the cloud

Digital transformation is about accepting change, and it is therefore critical that directors and managers build change-adoption into their business strategy. Therefore, the urgency behind digital transformation cannot be stressed enough, according to André Britz, director at Leftclick.

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“As an organisation that provides turnkey ICT solutions as well as ICT strategy, deployment, management and support to a number of clients across various sectors, Leftclick is ideally positioned to assist here,” he adds.

“Digital transformation, remember, allows businesses to be a lot more responsive to changes in the environment, as cloud technologies give them the ability to instantly scale up or down. Furthermore, owing to the demands on the modern CIO, time is extremely valuable. By embracing digital transformation, the CIO will spend less time fighting fires and more time empowering the business with technology and meeting the client’s expectations.”

Britz explains that a digital transformation plan must be formulated first, in order to ensure successful implementation and adoption. It is vital to understand the business operations and workflows very well, he continues, as one often needs to change or automate these procedures during the adoption phase. Understanding the available cloud technologies and how to best apply them to the business is key.

“While it is important to have the decision-makers on board with the transformation, it is just as critical to have buy-in from the users. After all, cloud technologies are there to improve both the user experience and – through this – improve productivity. By using tools like Microsoft Teams and OneNote, it is possible to improve collaboration and the users’ ability to work remotely, something particularly crucial during the Covid-19 lockdown.”

He is quick to point out that Leftclick’s relationship with Axiz has played a huge role in enabling the company to step into the fast lane when it comes to providing clients with Microsoft cloud technologies.

“Their specialist knowledge gives us extra confidence to tackle any cloud projects, regardless of scale, and they



André Britz,
director at Leftclick

are there from the start of negotiations to understand the client’s requirements and to ensure they help us navigate through the licensing process and the delivery of a holistic solution.”

“They often assist us with last-minute meetings and being on speed dial for our sales department and solution architects. With a tsunami of technology around us, it is often challenging for managed service providers like ourselves to gain enough technical depth both around each individual component and the licensing related to this.”

He suggests that the pandemic has resulted in many organisations embracing cloud technologies with urgency, likening the virus to a bully who suddenly pushed them into the pool.

“Now that this has happened, it is a case of sink or swim, and the ripple-effects of this across the industry and into the macro-environment is unprecedented. I believe ISPs will have to drastically speed up and improve service delivery for a population that has, overnight, found itself having to work remotely.”

“With this new-found agility, I believe we will be able to speed up those critical business decisions that often get caught up in too much red tape. Furthermore, innovation thrives in conditions like this, and many entrepreneurs and developers are now using cloud technologies owing to its ability to scale and the global reach it offers. From a Leftclick perspective, we see an overwhelming amount of opportunity, and I for one, am excited to see how we apply ourselves moving forward,” he concludes. ■