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A GUIDE  
**TO  
IMPLEMENTING  
NEW  
TECHNOLOGIES  
EFFECTIVELY IN  
THE BUSINESS**

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## Abstract

In today's fast-paced business landscape, staying ahead requires harnessing innovative tools. However, adopting new technologies can be a daunting task. When you introduce new tech in the business, it's possible that your employees will resist it or struggle with adapting to new systems. Hence, it's important to have a well-defined strategy and a comprehensive understanding of the implementation process.



## *Getting Started*

Technology in business is a growing necessity. As the years go by, the business world is leaning more and more toward it, making it almost impossible to separate the two from each other. Innovation breeds business, and since technology paves the way for it, it can be gathered here that business needs technology to be sustained.

Business has always existed since the early times of man. Even though it only began with the simplistic barter system, business would not be the same as it is today without the advancements in technology. All the major industries would fall into a catastrophic collapse if one were to take away technology

from business, since majority of business operations and transactions somehow involve the use of technology.

## **I. The Role Of Technology In Business**

In today's fast-paced and highly competitive business landscape, technology has become an indispensable tool that is used to optimize and streamline business operations. From small businesses to large corporations, technology has enabled businesses to automate many of their processes, increase efficiency, and improve their bottom line. It's helpful to examine the role of technology in modern business operations and how it has transformed the way businesses operate.



- **Increased Efficiency through Automation**

One of the most significant ways technology has impacted modern business operations is through automation. Many tasks that were previously performed manually can now be automated using various software tools and applications. For instance, businesses can now automate their inventory management system, accounting processes, and customer relationship management (CRM) systems.

By automating these processes, businesses can save time and reduce errors, which leads to increased efficiency and productivity. Additionally, automation allows businesses to focus on more important tasks, such as developing new products and services, improving customer experience, and increasing sales.

- **Enhanced Communication and Collaboration**

Technology has also revolutionized the way businesses communicate and collaborate with their employees, customers, and partners. With the advent of email, instant messaging, and video conferencing, businesses can now communicate and collaborate with people from different parts of the world in real-time.

This has led to improved productivity, faster decision-making, and increased innovation. For instance, businesses can now hold virtual meetings, which saves time and reduces travel expenses. Additionally, businesses can collaborate on projects using various collaboration tools, such as Google Docs, Trello, and Asana, which enable team members to work on a project simultaneously from different locations.

- **Outsourcing and Collaboration with Freelance Developers**

In addition to the above, technology has also made it easier for businesses to outsource and collaborate with freelance developers, allowing them to access top talent from around the world.

With the rise of freelance marketplaces and collaboration tools, businesses can now find and hire freelance developers with the skills and expertise they need to develop software applications, websites, and other digital products. This not only saves businesses time and money but also allows them to access a global pool of talent that they may not have had access to before.

Additionally, collaborating with freelance developers can bring fresh perspectives and ideas to a project, which can lead to better results and improved innovation. With the right collaboration tools and project management software, businesses can seamlessly collaborate with freelancers, no matter where they are in the world.

- **Data Analytics and Business Intelligence**

Another way technology has impacted modern business operations is through data analytics and business intelligence. Businesses can now collect and analyse vast amounts of data using various tools and applications, such as business intelligence software, data mining software, and machine learning algorithms.

By analysing this data, businesses can gain insights into customer behaviour, market trends, and other critical factors that can impact their business. This enables businesses to make informed decisions and take proactive measures to stay ahead of the competition.

- **Improved Customer Experience**

Technology has also transformed the way businesses interact with their customers. With the rise of social media, businesses can now engage with their customers on a more personal level, respond to their queries and complaints promptly, and offer personalized products and services.

Additionally, businesses can now collect and analyse customer data, such as purchase history, preferences, and demographics, to offer targeted products and services. This has led to improved customer experience, increased customer loyalty, and higher sales.

- **Increased Flexibility and Agility**

Technology has enabled businesses to become more flexible and agile in their operations. With the rise of cloud computing, businesses can now access their data and applications from anywhere in the world, which enables them to work remotely, reduce their overhead costs, and scale up or down their operations as needed.

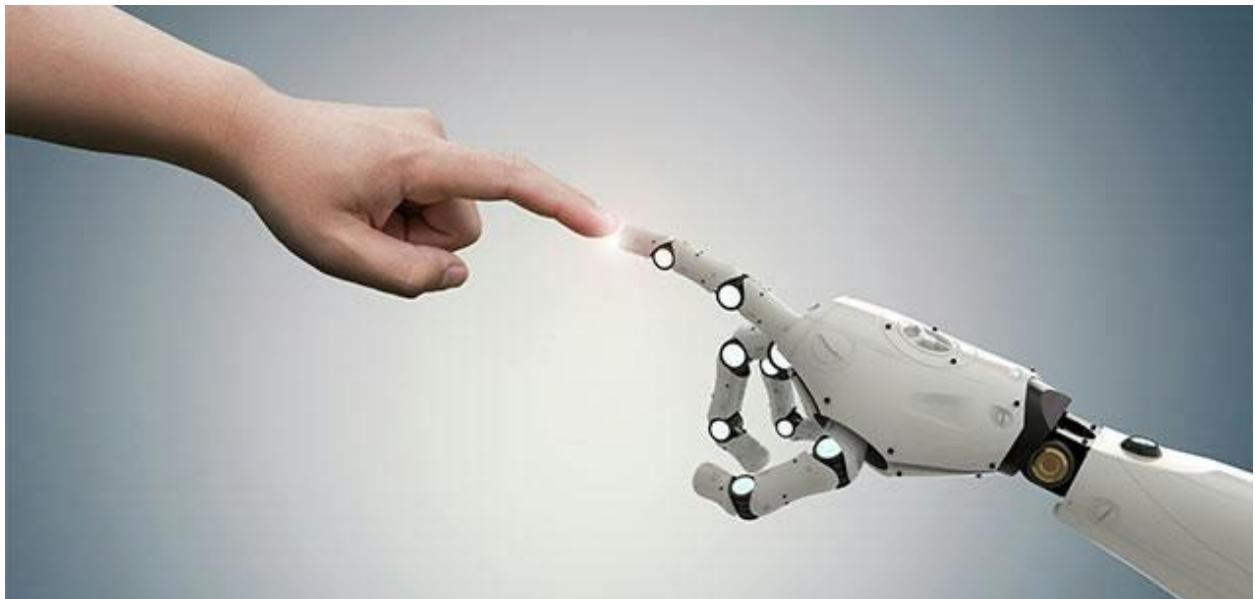
Businesses can now leverage various software tools and applications, such as project management software, CRM software, and marketing automation software, to streamline their operations and respond quickly to changing market conditions.

- **Embrace Technology for Growth**

Technology has become an integral part of modern business operations, and it has transformed the way businesses operate. From automation and data analytics to enhanced communication and collaboration, technology has enabled businesses to optimize their operations, increase efficiency, and improve their bottom line. As businesses continue to evolve, it is essential to embrace technology and leverage its benefits to stay competitive and grow.

## **II. Australian Businesses Embracing Technological Revolution**

*Australian businesses are ahead of their global counterparts when it comes to embracing new technology and preparing for the Fourth Industrial Revolution.*



According to Deloitte's second annual global Readiness Report, Leadership in the Fourth Industrial Revolution: Faces of progress, 49 per cent of Australian business leaders say they invest in new technologies to disrupt their market, compared with 33 per cent globally.

Deloitte Chief Strategy and Innovation Officer, Robert Hillard, said that as a nation, Australia was not short on brilliant ideas.

"From the bionic ear to polymer bank notes, Australian companies have created world leading innovations. Our challenge, as we compete on the world

stage, as a country and individual businesses, is how we consistently commercialise research, to bring the best ideas to life. As the revolutionary impact of new technologies like artificial intelligence, robotics and 3-D printing becomes apparent, it's encouraging to see Australian business embracing change by investing in technology and their people."

Deloitte surveyed more than 2,000 C-suite executives across 19 countries to determine how business leaders are preparing for the future and their attitudes towards technology, societal impact, strategy and talent.

The report found that 30 per cent of Australian corporate leaders rank employee satisfaction and retention as the most important measure of success. A close second in evaluating their annual performance was having a positive societal impact at 24 per cent.

In the past year, Australian business confidence in readiness for technological and societal change has increased from 2 per cent to 37 per cent. The report states that this increased confidence could be due to greater awareness of what Industry 4.0 is and community discussions around its impact on the future of work and skills education.

Industry 4.0 is the term used to describe the Fourth Industrial Revolution or the digitisation of the manufacturing sector, which is rapidly transforming how businesses operate.

"There are community fears about robots taking people's jobs, but history shows us that more jobs are created than lost by technological change. It's easy to be fearful about the future, but machines are taking away repetitive and highly physical tasks and creating opportunities for problem solving and creativity. Our report shows that the majority of businesses are helping their people to re-skill for the jobs of the future, which is encouraging," Mr Hillard said.

"Every business needs to be more systematic about innovation. Many of the jobs of the future haven't been invented yet. People need the chance to play with and explore new technology, and work out new ways to use it. Problem solving is a very human skill.



“While there is no one single recipe for success in how to deal with rapid industrial transformation, it can be helpful to understand how certain leaders are approaching this ever-changing environment.”



The report identified four types of leaders who are thriving in a technology-disrupted world:

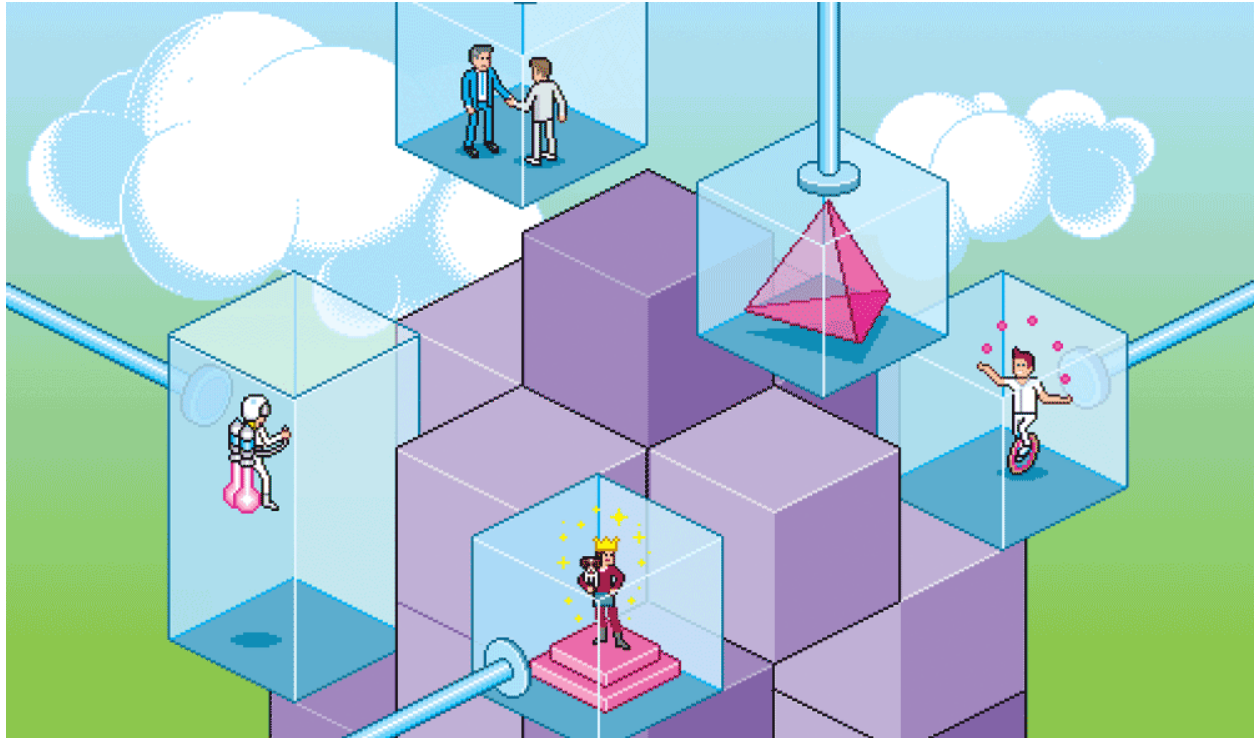
- Social Supers – leaders who believe societal initiatives contribute to profitability.
- Data-Driven Decisives – strategy development and data-driven decision-making processes.
- Disruption Drivers – invest in new technologies to disrupt the market.
- Talent Champions – embrace the responsibility to train their employees.

“Organisations with leaders who embody the characteristics of the Industry 4.0 personas – commitment to do good; defined, data-driven decision-making; bold, longer-term vision of technology; and being aggressive about workforce development – are poised to survive and thrive.”

### **III. 10 Principles For Modernising Your Company’s Technology**



Today's technology platforms are not just new versions of legacy systems. They allow you to design a completely new digital enterprise — as long as you follow these guidelines.



The life cycle of information technology is becoming shorter every year. New competitors are disrupting industries by leveraging state-of-the-moment digital practices and processes. Customer expectations are constantly evolving in an accelerating race for the most advanced, hyperconnected, seamless experiences. IT functions are under unrelenting pressure to support leading-edge capabilities such as data analytics, cybersecurity, automated processing, and integration with third-party systems. The easiest way to do this is through platforms that connect everyone to the same cloud-based cross-industry digital infrastructure.

In this context, your company's legacy IT system, which seemed so capable a few years ago, is rapidly becoming obsolete. The systems modernization you need today is more than an upgrade; you're playing a new game with new rules, in which you modernize not just the tools and functions, but the way you do IT. The vendors are largely the same, but the options and principles of the past no longer apply. Hardware no longer stands alone. Sensors and

Internet connections are embedded in practically every tool, including those that used to be purely mechanical. Software is no longer sold as a package to install. It is offered as a platform, by subscription from the cloud, is automatically upgraded, and is programmed in new ways.

Yet some of the most important factors have not changed at all. Organizations must remain focused on their competitive edge. Modernization efforts must create value for the enterprise. Investors and other stakeholders are as demanding as ever.

Understanding what to get right — the elements of your IT system necessary to reach your goals — is essential. Knowing how to get it right — how to plan, sequence, invest, design, and engage the enterprise around your technological modernization — is equally important. Some efforts fare better than others. We have distilled 10 principles that are common to successful efforts. You can think of them as essential guidelines for your digital transformation, from your legacy system to the platforms of the future.



## **1. Put Customer Value First**

Although any number of factors may trigger a decision to modernize IT, one explicit goal is paramount: to deliver value. Every investment in technology should amplify the benefits for end customers, whether through better

experiences, higher product quality, or operating efficiencies that reduce prices and add value.

Start by developing a solid business case for the modernization effort, showing expected value and innovation. Explicitly include (and agree upon) the most important outcomes for customers. Articulate, with clarity and precision, how each facet of the new IT system will contribute. You should be able to point to measurable improvements in key metrics — for example, customer retention, user experience, sales, productivity, and recruiting.

Use cross-functional teams to plan and design this modernization effort. Functional experts from areas such as IT, strategy, R&D, customer interaction, and operations can all work together in an agile sandbox environment to design the changes around a set of coordinated specifications. In this early stage, and throughout the initiative, you thus link leading-edge knowledge of the changing technology with deep, day-to-day awareness of the desired results. As you bring these teams together, you will establish a shared frame of reference — a common language to describe the features you want and the capabilities you are building. This also will help engage new stakeholders as they join in the effort.

## **2. Simplify Your Architecture**

As organizations have evolved over the past 10 years, the underlying architecture of information technology has tended to evolve with them, often in a haphazard and as-needed fashion. A single organization might have had IT systems based on a variety of coding languages, data structures, integration requirements, and support arrangements. The result was often a complex network of technologies: fit for purpose in each individual application, but difficult to adapt, refresh, and integrate. It often required significant effort to make changes, or even to understand the implications of changes on stakeholder needs and business performance.

## **3. Design for Flexibility and Speed**

Modern organizations have a constant need to adapt within an ever-changing environment, requiring continuous innovation in products, services, and practices. Their systems must also have the flexibility to keep up.

The technology systems of the past competed on functionality. They were designed to do one or two things very well, and the organization adapted to focus on those one or two activities. When the enterprise needed to change its focus, the structures and processes of the system held it back.

#### **4. Engage with Your Workforce and Culture**

IT modernization is often seen solely as a matter of changing technology. But changes in technology sustain themselves only if people accept and embrace them. You must therefore align your new systems with the company's culture — starting with a clear recognition of the new habits that people will need to adopt.

#### **5. Adopt a Services Mind-Set**

The traditional approach to technology treats systems as assets that a company owns and operates. A modern approach treats technology as a set of services that a company can consume and integrate as needed, without necessarily owning the systems at all. Companies can then select and combine services from a range of best-in-class providers, within an overall framework that suits the organization's unique needs.

#### **6. Plot the Journey before Starting**

Just as successful transformation is a staged journey, so too are systems modernization efforts. In their article "The Four Building Blocks of Transformation," PwC organizational change experts Al Kent, David Lancefield, and Kevin Reilly describe how iconic companies — the likes of Apple, IKEA, Starbucks, and Honda — have achieved their success through a fully coherent, differentiated, strategic identity. They methodically developed the capabilities and business models they needed to deliver this vision.

Your systems modernization can help you do something similar. Having set a direction based on customer value (as in principle number 1), you now plot a

systems modernization road map, that is, a sequence of milestones and markers that you can expect along the way. For example, you might introduce cloud-based capabilities early, so they can be used for other initiatives. Or you may need to modernize some legacy systems as a prerequisite for improving time-to-market for product launches.

## **7. Organize by Capabilities**

Most large and mid-sized companies cannot reorganize their legacy IT system all at once. Their efforts must be divided, prioritized, and sequenced, or they will be too large and complex to manage. Most IT modernization efforts are organized by project; they are short-lived efforts, framed by conventional enterprise software categories, and budgeted and delivered through development teams that disband when the project is complete. This leads to a short-term focus that can distract efforts from the most important goal: building the capabilities that deliver value.

## **8. Be Agile and User-Centric**

When executing the modernization, look for ways to realize benefits faster. Avoid the “big bang” approach, in which you gradually build toward a single all-encompassing systems release, which can involve many months’ wait before results start to be seen. Divide the modernization road map into discrete delivery increments, releasing usable functions on a frequent release cycle. It’s better to be incomplete and rapid than complete and slow, as long as you obtain system user feedback frequently and let that feedback guide you to shift your direction. (Users of your systems could include customers, employees, and anyone else who interacts with your company, including regulators, suppliers, and community members.)

## **9. Invest in Resources That Make the Change Stick**

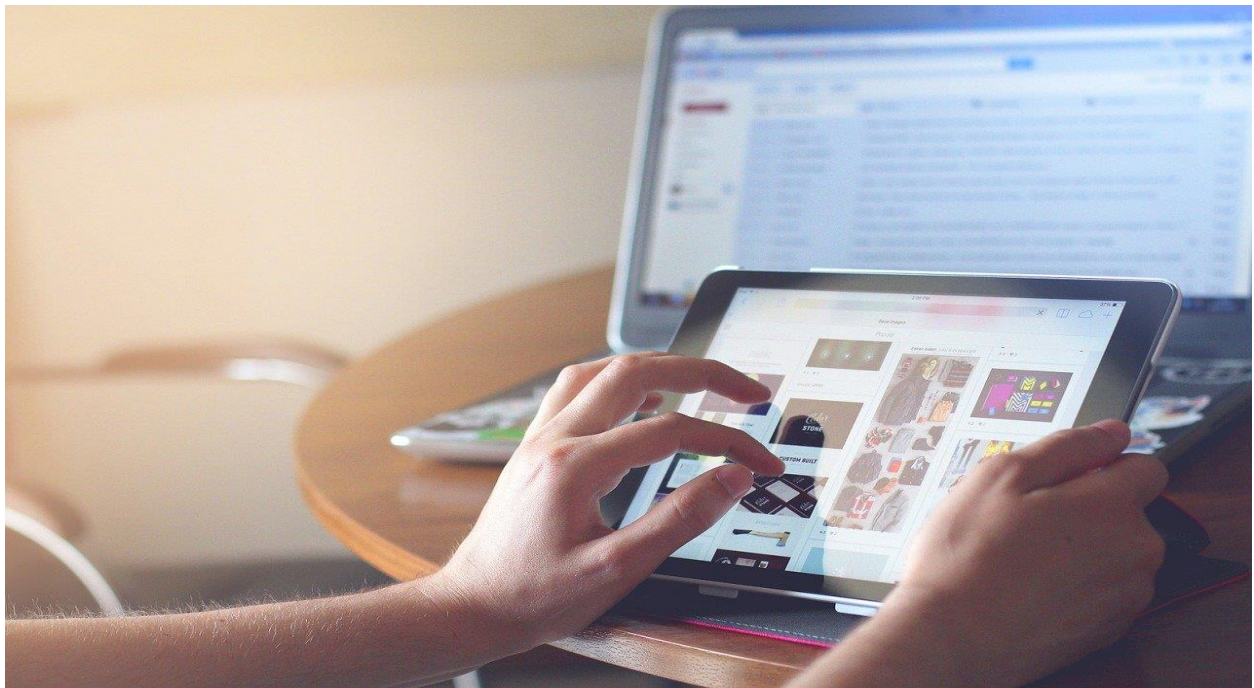
Before commencing modernization, perform a careful analysis of the breadth and diversity of resources needed for a successful outcome. Project management and transformational leadership capabilities are as important as technical capabilities. Be highly selective in forming the team that oversees the effort. Choose people with a strong bias for change, a strong desire and

ability to learn, a high tolerance for complex and uncertain situations, and a solid reputation for collaboration and teamwork.

#### **10. Partner Based on Shared Values and Trust**

The technological systems that you are modernizing are key to your organization's future. Therefore, do not treat modernization — or the procurement of the goods and services needed to support it — as a transactional event. When selecting long-term partners, invest in special due diligence in excess of your standard evaluation criteria. Your goal is to find companies that can deliver mutual benefits and with which you can develop a working relationship that involves mutual commitment and creative collaboration as well as a fair deal.

#### **IV. Technology Adoption: How Businesses Can Effectively Implement New Tech**



- **Familiarize yourself and your team with the tech.**

Familiarize yourself and your team with the technology at hand. As exciting as new technology can be, it can also be overwhelming if not approached with a



clear understanding. Take the time to explore the features and functionalities of the solution, either through training sessions, workshops or self-guided learning. Additionally, take advantage of free trials to gain hands-on experience.

- **Build a strategy.**

Before diving into adoption, outline clear goals and objectives for integrating the technology. Start by identifying the specific challenges or opportunities the solution is meant to address. Then, align those goals with your overall business objectives to ensure coherence and relevance. Consider the potential impact on various departments and processes within your organization, and involve key stakeholders in the strategy-building process to gain diverse perspectives.

- **Start with the 'why.'**

It's crucial to communicate the reasons behind the adoption of new technology to your employees. If your employees are not aware of its purpose, you could be met with resistance. Clearly explain how the technology aligns with the company's goals and how it can positively impact their overall productivity. Address any concerns or apprehensions they might have, and highlight the potential opportunities for growth and skill development.

- **Assign mentors.**

Introducing unfamiliar technologies can be intimidating, and having a mentor can alleviate anxiety and accelerate the learning process. Mentors should be experienced individuals who have a strong understanding of the new technology and can guide and support their mentees through the implementation process. Mentors can offer personalized guidance, answer questions, provide best practices and share their own experiences.

- **Allow mistakes.**

It is essential to create a safe and supportive environment where employees feel empowered to explore and experiment without the fear of judgment or

repercussions. Encourage a growth mindset that embraces learning from failures and inspires employees to take risks.

- **Incentivize.**

Incentivizing employees to use and learn new technologies is a crucial step in effectively implementing them in the workplace. To prevent the new solution from feeling like a disruption to normal routines, consider implementing a system of incentives that reward employees for their active participation and proficiency.

In today's rapidly globalizing world, where technological advancements are rapidly emerging, it has become crucial for businesses to harness the power of new innovations to benefit their teams. Although there might be challenges along the way, by following the aforementioned pointers, you can overcome them with ease.

## **V. 5 Advanced Technology Examples To Improve Your Business**

Wondering what technology your business needs? Here are five advanced technology examples that can improve your processes.



### **1. Robotic Process Automation**

Robotic process automation (RPA) is an automation advanced technology solution that can streamline repetitive tasks, improve efficiencies, and enhance the employee experience.

These automated bots are excellent at carrying out repetitive jobs much faster and with more precision than their human counterparts. The "bots" in RPA are simply programs that are specifically configured to perform particular tasks, like data entry, supply chain management, and data gathering.

## **2. Document Data Extraction**

Intelligent methods for extracting data and processing them is another example of a modern technology solution. Document data extraction is a software that quickly scans documents, knowing what information to look for, and pulls it automatically.

Oftentimes, this data is then exported to a more usable format, such as a spreadsheet or other database.

For many years, workers have become accustomed to transcribing data from a document and manually entering it into a system of record.

## **3. Workflow Tools**

One of the chief concerns of a business undergoing a digital transformation is improving data workflow within the One of the chief concerns of a business undergoing a digital transformation is improving the data available to the organization. Fortunately, new advances in business technology offer ample opportunity for creating better data sets and streamlining workflows.

With modern technology examples like document management, digitized data can now be efficiently processed and stored. From here, it's a relatively simple step to get that data downstream to the right people at the right time, regardless of department.

## **4. AI Assistants**

AI assistants are becoming increasingly popular. With ChatGPT and Google Bard finding their way into endless headlines and Siri or Google Assistant in

our homes and phones, AI assistants are an innovative technology that can be wonderful assets when used properly.

One of the most common technology examples of automated tech in business is the use of chatbots. Think smaller versions of ChatGPT – like the automatic chat bots that pop up on a website when you're browsing.

People engage with bots for customer service more than ever, and businesses are more frequently utilizing chatbots in their organizations.

## **5. Low-Code Applications**

The current rate of expansion for the managed services market is a result of SMBs increasing their expectations for what platforms they use in every aspect of their business, from their customer relationship manager (CRM) to their mobile platform.

The gap between off-the-shelf software capabilities and the needs of workers on the ground is growing.

Companies want customized solutions for unique processes, and when they don't have the correct procedures, users take matters into their own hands, inventing ad-hoc methods to fill the gaps.

This will typically lead to tribal knowledge and siloed organizations, making tasks like onboarding new hires difficult. Fortunately, industry-leading low-code platforms like Mendix are readily available to SMBs of any size and offer the opportunity to address needs an off-the-shelf solution cannot.

Low-code development means easy to use app-building tools which can tackle or optimize complex and detailed tasks. It's as simple as dragging and dropping, takes less time than regular development, and can help organizations create a whole suite of unique solutions for their processes.

### **Applications Of Blockchain Technology In Business**

Blockchain Technology is a relatively recent innovation that has become a prominent term in the IT sector. Its beneficial aspects have made it highly desired among entrepreneurs who wish to stay up-to-date. It has provided an

effective database mechanism for robust information sharing. It helps to store data in blocks that are connected like a chain. It has been prevalent in recording cryptocurrency transactions in a decentralised format. The database cannot be altered until the entire network agrees to it.



Thus, the transactions cannot be changed or viewed by unauthorised users. The technology has been evolving and becoming a part of various industries besides cryptocurrency recordkeeping. Entrepreneurs who wish to create modern and advanced businesses must know about the applications of Blockchain Technology in business. These processes can make the company's working mechanism more secure and advanced. Here is what you must know about the effective use of this tech in business.

### **1. Use Blockchain Technology for Transactions**

Blockchain Technology is used to create a decentralised ledger that cannot be modified. The same technology can be applied in businesses for financial transactions to benefit from more affordable and faster money transfers. If the payments are coming from offshore customers, entrepreneurs in Gold Coast can maintain safe and immutable records of the transactions.

There is no delay in receiving money from overseas, and the technology has eliminated the role of intermediaries in the process. Many businesses procure

raw materials from international locations or ship their finished goods to overseas markets. Blockchain can help them to improve their profits by reducing costs and making the process more efficient. It can complete the transaction in minutes.



## **2. Improve Supply Chain Management**

Blockchain Technology has been pivotal in making supply chain management more productive. The advancement allows businesses to create a single decentralised ledger that ensures transparency and accuracy. The transactions are updated on the system in real time and offer up-to-date information to users. The production and distribution process becomes streamlined and organised with zero wastage due to damage of perishable goods or delays.

Using tech helps businesses comply with state regulations and identify problem areas before they lead to bigger issues. The technology aids in tracking production and maintaining quality during manufacturing, packing, loading and transporting. Entrepreneurs who purchase a business for sale Gold Coast with online shopping functionality can benefit from this mechanism for solid supply chain management.

## **3. Blockchain Technology Helps In Voting**



Every company has to take suggestions and recommendations from its employees, shareholders and suppliers. On various occasions, they need to vote in support or against the decisions made by the management. Thus, voting is an integral part of business operations and is made foolproof with the help of Blockchain Technology.

It aids in digitalisation of the voting process to make it transparent and reduce the risk of fraud. The use of technology ensures that the votes are cast by each participant only once after the system has ascertained their eligibility. Also, it allows voters to cast their vote remotely if they are travelling or away from the office. The system will calculate the results and keep them safe until they must be disclosed.

#### **4. Enhance Cyber Security in Organisation**

Cyber attacks have been gaining momentum in Queensland, with small businesses targeted by hackers. Data theft is one of the biggest disadvantages of an attack that can damage the business forever. However, with the advent of Blockchain Technology, it has become easier to protect confidential business data stored and shared online.



It encrypts data using a cryptographic algorithm and identifies attacks to restrict access of unauthorised users and the leaking of sensitive information.

It helps to keep the data secure even when stored online because of its ability to stop the manipulation of information. Entrepreneurs looking for business opportunities in Gold Coast must ensure the company has a systematic cyber security mechanism in place.

## **5. Prepare An Effective Marketing Strategy**

Marketing is the lifeline of businesses because it helps in customer acquisition and retention, which brings consistent sales. Blockchain Technology helps in analysing customer behaviour and feedback. It utilises customer data to understand their needs and identify the best communication channels to reach them.

It can assess the success of the campaigns and suggest improvements to make them more impactful. The technology is helping in creating experiences that reduce the time spent on buying products to increase the comfort levels of customers. It aids in boosting customer engagement and loyalty through improved business processes.

## **6. Create Smart Business Contracts**

Smart contracts must become a part of the organisational plan when you acquire a Gold Coast business for sale because of their ease of implementation. Businesses must sign dozens of contracts with suppliers, clients, shareholders and employees. It can be a time-consuming process if you do not use Blockchain Technology.

The tech helps create smart contracts that are executed without intervention. They include all the clauses required by both parties in the document in the form of codes and store them on the blockchain network. The codes are implemented when the involved parties satisfy the conditions, and the delivery is reversed if there is any lapse. It helps to eliminate the cost of hiring a lawyer for the creation and execution of the contracts.

## **7. Boost the Recruitment Process**

Hiring employees requires collecting and processing data from several candidates before selecting a qualified individual. Also, many candidates

provide forged certificates and lie about their qualifications and experience, which can lead to the recruitment of the wrong person.



Thus, businesses must rely on Blockchain Technology to verify the documents and run a background check to detect lies. It helps to keep the personal information of the candidates safe and makes the hiring process easy and quick. It eliminates the need to hire employment agencies to find the right talent for your organisation.

Blockchain Technology has become a part of many business processes because of the safety and protection it lends to data storage and exchange. It has made financial transactions secure and created ways of making operations faster and more productive. Entrepreneurs who purchase businesses for sale in Gold Coast can use the applications mentioned above to make their organisations technologically advanced and more efficient.

### **Final Thoughts**

Business involves communication, transportation, and more fields, making it a complex web of processes. The technologies pertaining to other fields only pushed business further. Globalization has been realized because of the wonders of technology. Anyone can now do business anywhere within being constricted to the four corners of his room.

Technology in business made it possible to have a wider reach in the global market. The basic example is the Internet, which is now a common marketing tool to attract more consumers in availing products and services offered by various businesses.

Indeed, technology in business ultimately made living worthwhile. It cannot be denied though that technological threats to business are growing rampant, such as hacking and other malicious activities, so one has to be responsible enough in utilizing the power of technology. The good that technology brings has some excess baggage in the form of bad things that threaten to shake the business world. In the end, it is still responsible use of these that would further allow us to enjoy the benefits that technology can bring.

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