

EOFY 2026: The Reset Is Done - Now It's About Getting Ahead - blueAPACHE

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Details:

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By Jean Roux, CFO of blueAPACHE

As we reach EOFY, the conversations I'm having with IT leaders are starting to sound very similar. Not slow. Not transformational. Deliberate.

For many organisations, FY26 has been about tightening the fundamentals: simplifying environments, getting better control of cost, improving visibility across systems and data, and addressing the things that had slowly become harder to manage.

In many ways, it has been a reset year.

And that reset matters, because it creates the platform for what comes next

Heading into FY27, the conversation is shifting. It is no longer only about running efficiently.

It is about creating advantage.

FY26: Getting the Foundations Right

Across organisations, IT teams have spent the year rationalising platforms, strengthening governance, and investing in systems that are easier to scale, secure, and support.

Much of this work is not highly visible from the outside, but it is critical. Without it, decision-making slows, costs creep in, and teams spend more time managing systems than delivering value.

Organisations that have done this well now enter FY27 with cleaner architectures, stronger data, and greater control.

Platform Over Tooling

There is less appetite for simply adding more tools. The focus is shifting to fewer, stronger platforms, supported by better integration and more consistent data.

That foundation enables faster, more confident decision-making.

Managed Services Needs to Deliver Outcomes

The traditional managed services model is also being challenged. Expectations are increasingly centred on automation, visibility, security, and predictive support.

The focus is moving from activity to outcomes: how stable, secure, and performant environments are, and how clearly service delivery supports the business.

AI Moves from Interesting to Useful

AI is moving from experimentation to practical application. The focus is no longer on novelty, but on use cases that reduce effort, improve service quality, and drive measurable outcomes.

In most teams, there are early adopters already finding ways to use AI to summarise information, accelerate analysis, improve documentation, or remove repetitive work. At the same time, others are still cautious, unsure where to start, or yet to see how it applies to their day-to-day role. This is where the real opportunity sits.

The organisations that benefit most will be those that make AI accessible, governed, and relevant to real workflows. It is not about chasing every new capability. It is about embedding the right tools in the right places so teams can move faster, make better decisions, and focus more energy on the work that creates value.

Protect the Core Platform

Core systems underpin control, auditability, and scalability. Protecting the platform makes everything else easier.

Prioritise What Impacts the Customer

The highest-value investments are those that improve customer experience, reliability, and service delivery.

Focus on Practical Automation

The best returns come from removing repetitive tasks, improving utilisation, and embedding automation into the way teams work every day.

There is a growing gap between organisations that have strengthened their foundations and those still working through the complexity.

FY26 enabled the reset. FY27 is where that reset can translate into performance, resilience, and growth.

For IT leaders, the opportunity is clear: move beyond efficiency and start getting ahead.

News

Who wrote the blog post 'EOFY 2026: The Reset Is Done – Now It's About Getting Ahead'?

The article is credited to Jean Roux, CFO of blueAPACHE, and dated 26 June 2026.

What does the article say FY26 has been about for IT leaders?

FY26 has been a reset year focused on tightening the fundamentals: simplifying environments, getting better control of cost, improving visibility across systems and data, and addressing things that had become harder to manage.

How does the article expect managed services to change?

Expectations are increasingly centred on automation, visibility, security, and predictive support, with the focus moving from activity to outcomes—how stable, secure, and performant environments are and how clearly service delivery supports the business.

What does the article mean by the FY26 reset?

Jean Roux describes many organisations simplifying environments, controlling costs, improving visibility and strengthening governance. He argues that organisations which did this well have a stronger foundation for FY27. The article does not claim that every customer removed legacy equipment or converted all capital spending to operating expenditure.