

# To Transform or not to Transform? This is “not” the Question

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Sales Director



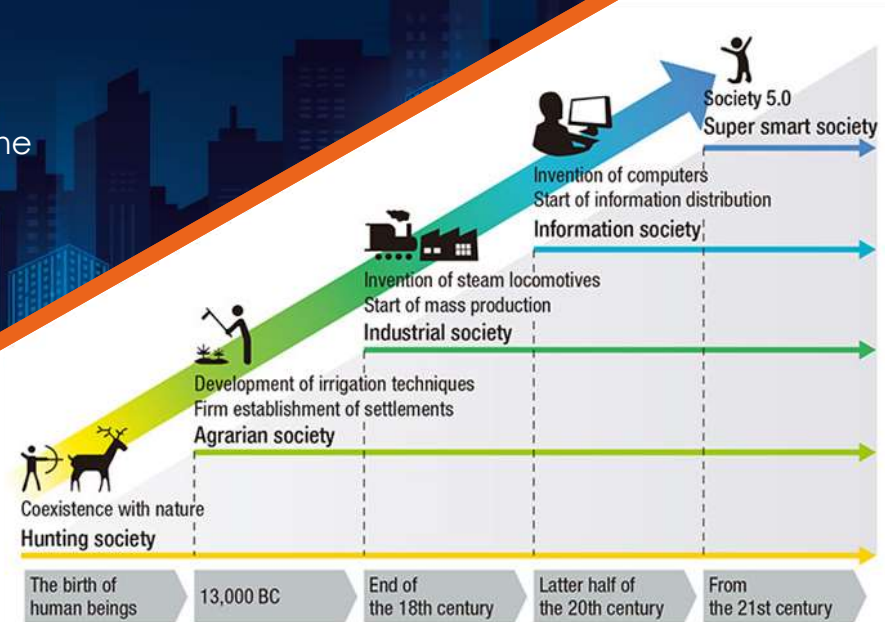
# Buzzwords of 2019



# Go Digital....Why, Am I Analog?

- In some countries, such as Japan, digital transformation even aims to impact all aspects of life with the country's **Society 5.0** initiative, which goes far beyond the limited **Industry 4.0** vision in other countries`
- [www.i-scoop.eu/industry-4-0-society-5-0/](http://www.i-scoop.eu/industry-4-0-society-5-0/)

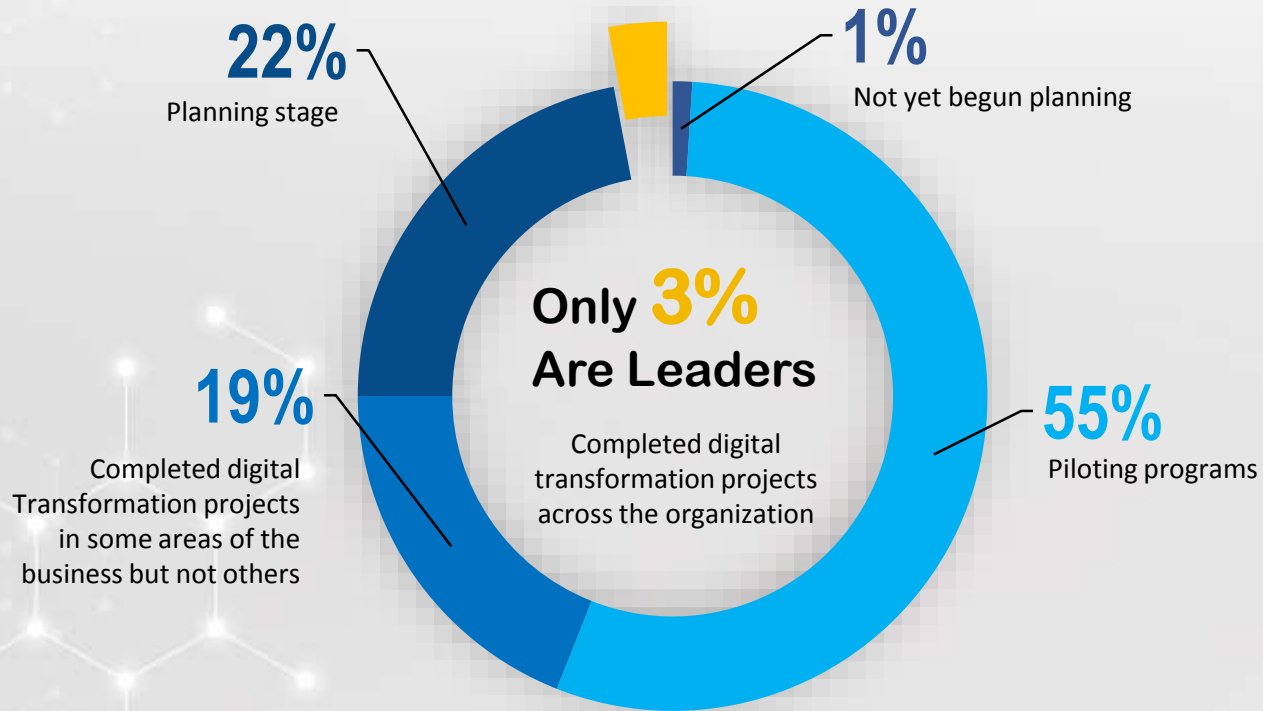
## Economic and social innovation by deepening of Society 5.0



\* Source: Prepared based on materials from the Japan Business Federation (Keidanren)

# Transformation Readiness

# Don't Worry, you are not Alone



Source: © SAP Digital Transformation Executive Study

# Elements of Digital Transformation





# Culture at Top

More than **6 out of 10** respondents consider culture as the **number one hurdle to digital transformation**



(Percentage indicates responses ranking the issue in top two)



Lack of clear leadership vision



Presence of archaic IT systems and applications



Lack of digital skills



Cultural issues

Source: CapGemini Research institute Report

# Choose the Way to Transform

*"It is not the strongest species that survive, nor the most intelligent, but the ones most responsive to change"*

*Charles Darwin*



# The Future of Digital Business Environment

1



Community-Centric  
Open Collaboration



Non-Hierarchical  
Organizations



Borderless Dynamic  
Workforce



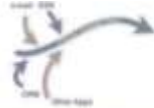
Sharing  
Economy

New Models of Work

2



Enterprise  
App Stores



Unified Information Streams,  
Apps + Data Dashboards



Quantified  
Enterprise



Contextual  
Applications

The Evolution of Apps at Work

3



Wearables



Internet of  
Things



On-Demand  
Micro Factories  
(3D printing)



Workplace  
Robots

New Devices

Source: The future of digital work via @dhinchcliffe @ZDNet #IoT

# Transform Challenges into Opportunities

- Understanding
- Perspective
- Openness
- Curiosity
- Determination



# Digital Strategy



- Willing to transform
- Understanding Digital World
- Being the first
- Follow
- Be the last one

# Parts of Digital Transformation

- Empowered Employees
- Engaged Customers
- Transformed Products
- Optimized Operations





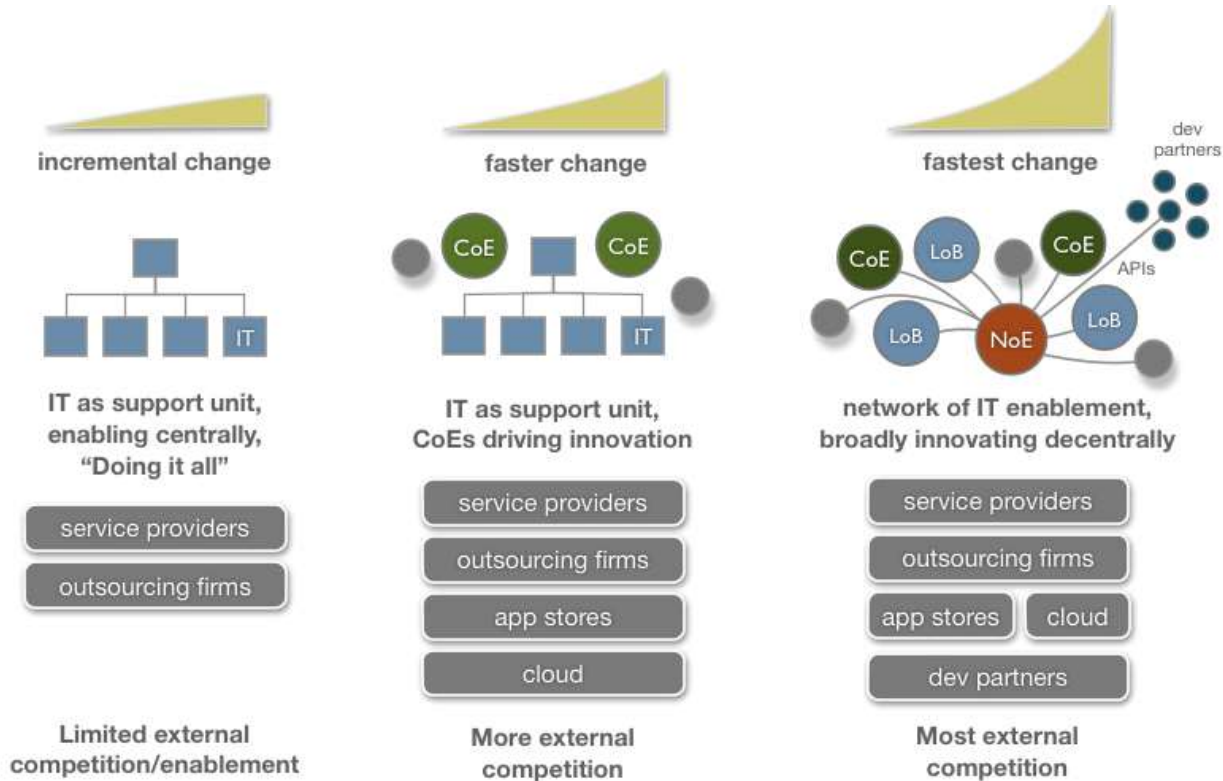
# | Choose your Partner

# Cloud Technology Evolution





# Enterprises and Digital Enablement

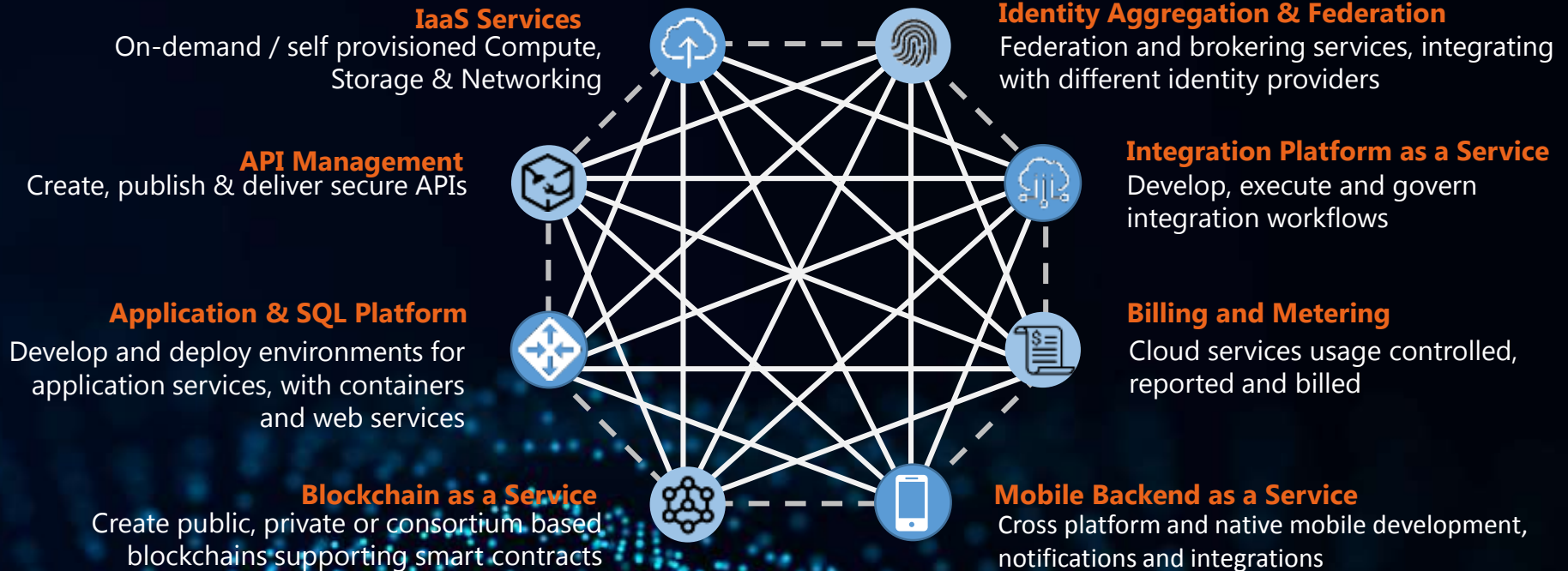


(cc) 2015 Adjvli. Creative Commons. By Dion Hinchcliffe.

CoE = Center of Excellence | NoE = Network of Excellence | = Shadow IT

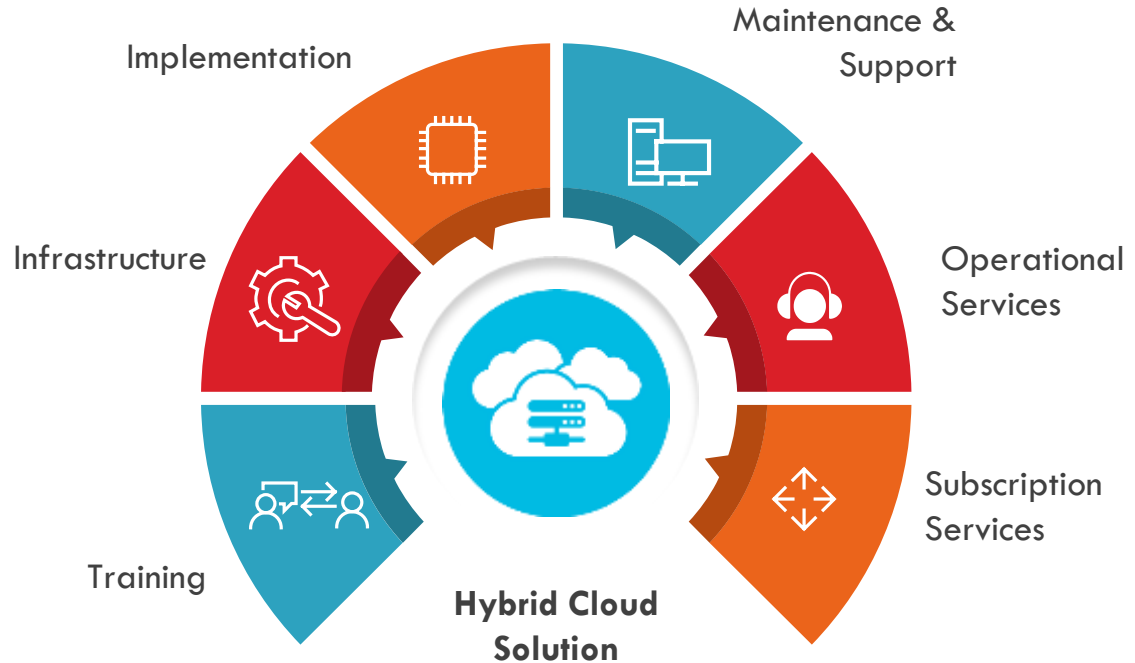
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# The Hybrid Cloud Service Blocks



# The MALTA-MITA Project

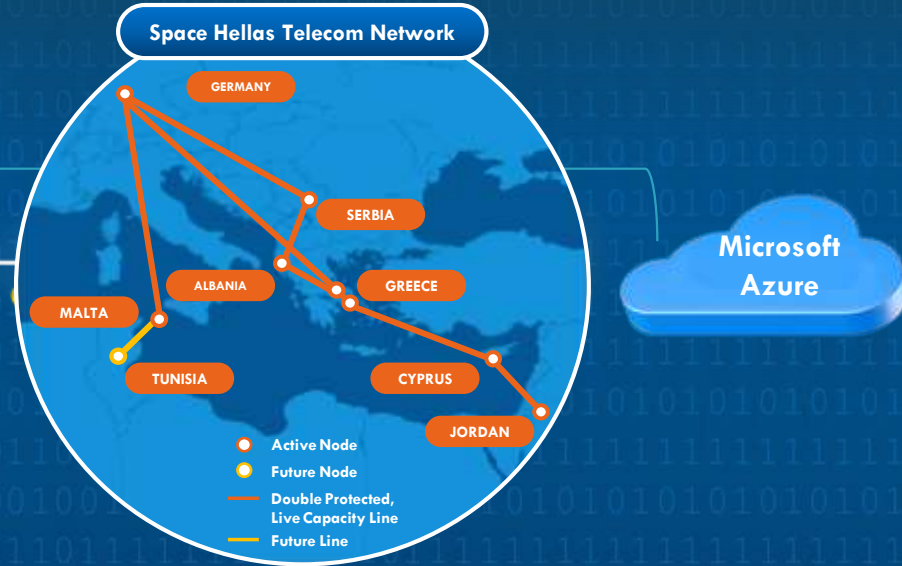
- Seven (7) Year Project funded by EU under the CONvErGE Program with 13M€
- The main objective of the project is to provide a Horizontal Layer (HL) as a key enabler for the modernization Government e-Services (G2G, G2B, G2C) based on a Hybrid Cloud approach and subscription services



# Connected Mode Through Express Route

Private Connection, optimum performance with control, flexibility and seamless provisioning”

- Connect direct to perform better – dedicated and direct access for assured and predictable performance
- Remove complexity providing one resilient fully managed connection



Predictable Performance and Enterprise grade resilience with SLA

# SPACE HELLAS

The Digital Transformation Catalyst

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Thank you for your attention



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