

Insight Briefing

Digital Transformation

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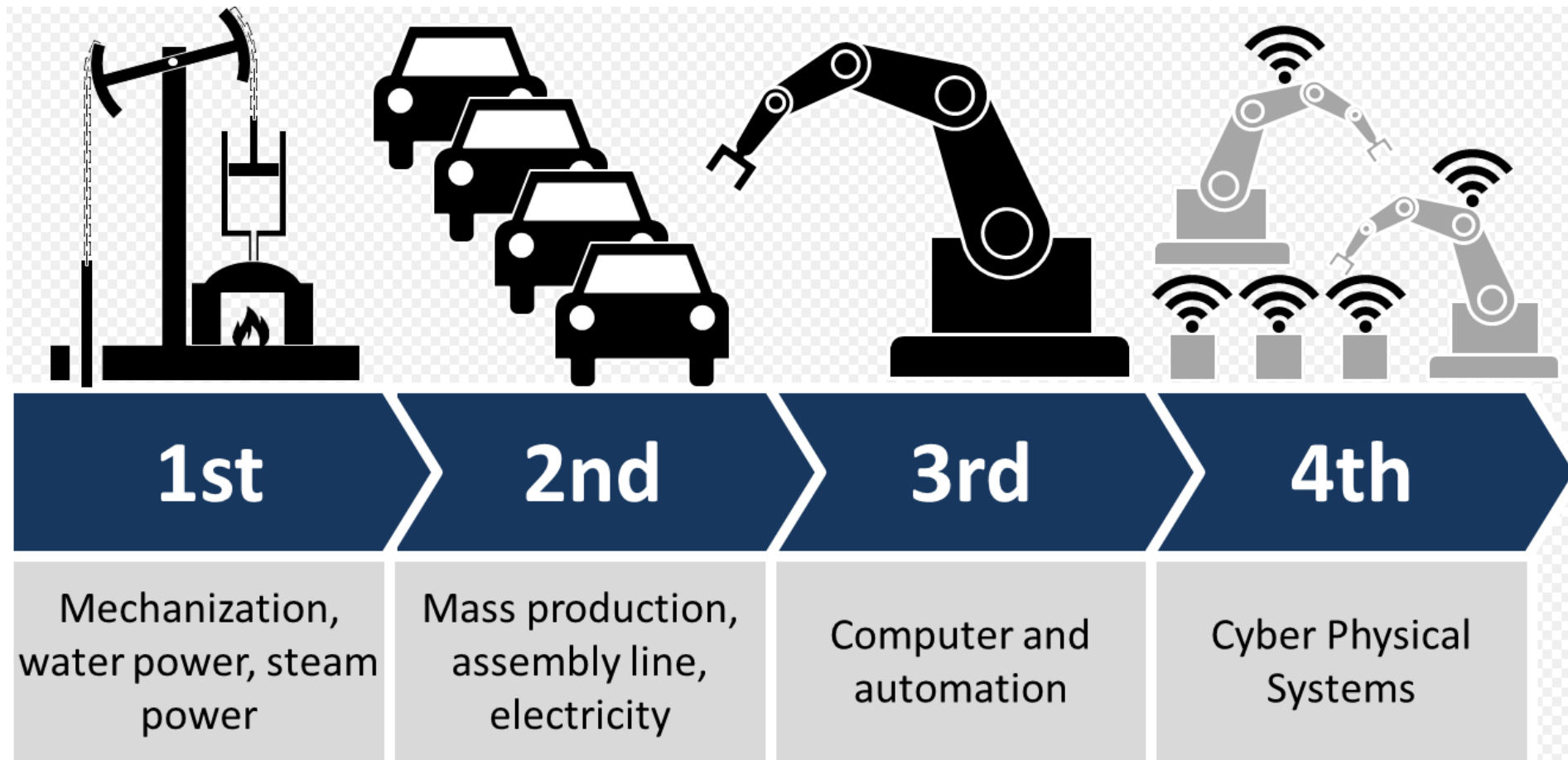
- Tuesday May 16, 2017
- 1.30-2.15pm



Agenda

- Introduction
- Industry 4.0 5
- Digital transformation 5
- Challenges 5
- Digital Solutions 5
- Your digital briefing 15
- Q&A 5

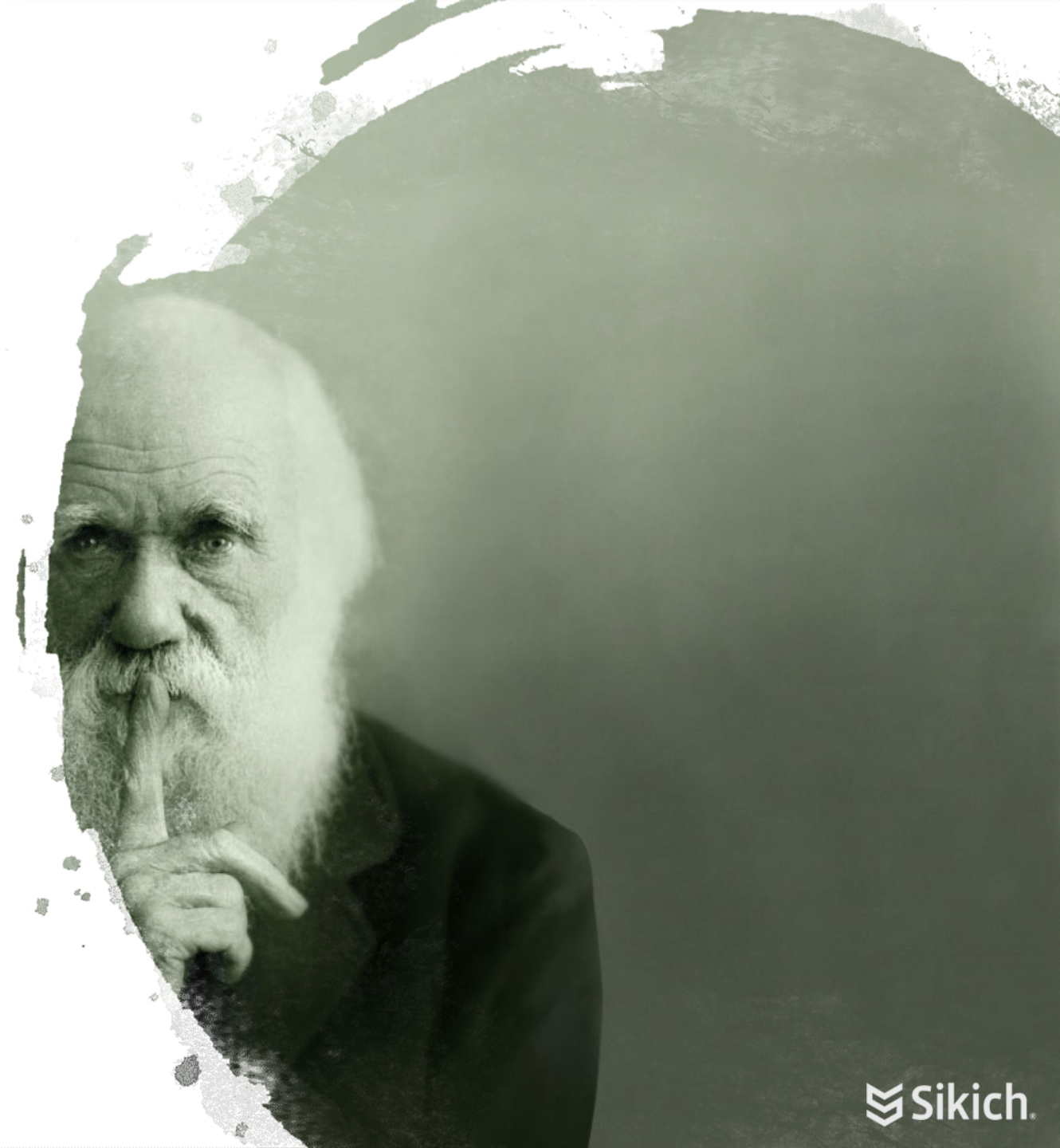




The 4th Industrial Revolution – Christoph Roser

Digital Transformation

- Is a strategy
- Is a process
- Is business outcome focused
 - Operational optimization
 - Employee empowerment
 - Customer engagement
 - Product Transformation
- Its about adaptation

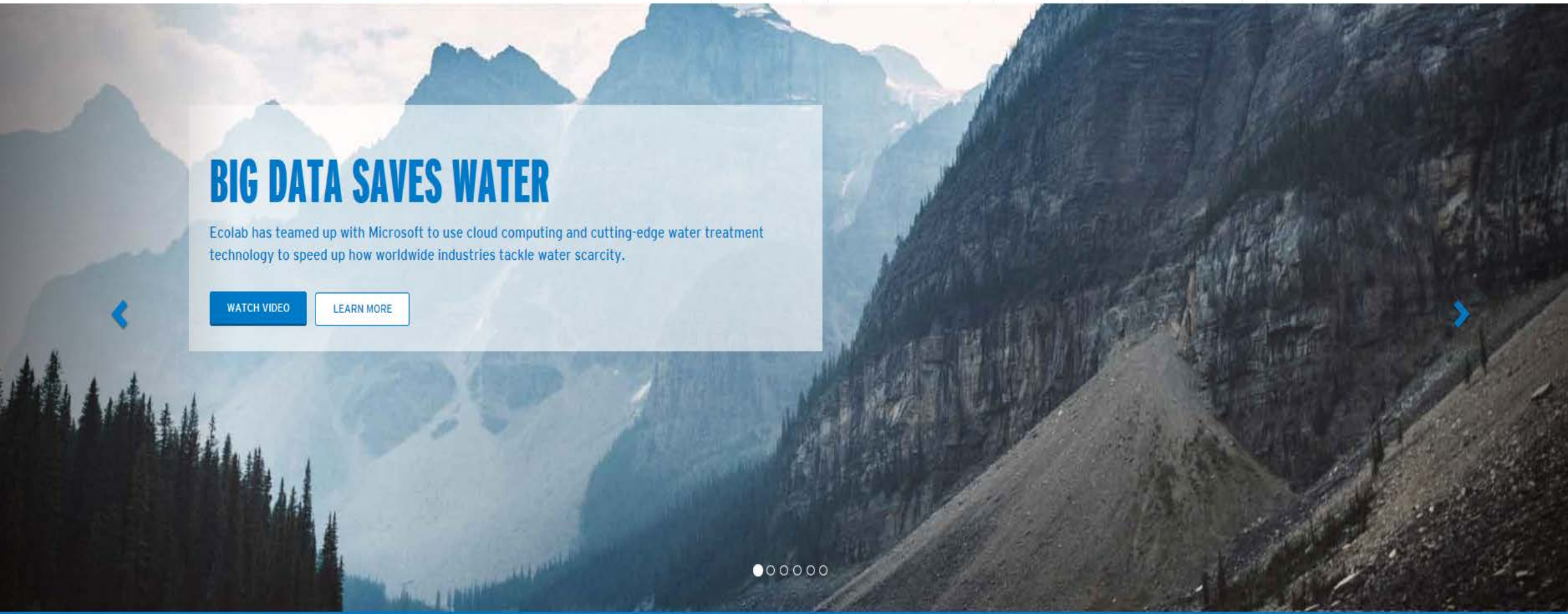


Digital Transformation

“Chemical manufacturers expect to increase revenue by digitizing products and services”

- 64% are planning on digitizing their existing product portfolio
- 41% will introduce new digital products
- 45% will launch additional digital services
- 35% will offer analytics and big data services to external customers

PWC Industry 4.0 Building the digital enterprise - Chemicals



BIG DATA SAVES WATER

Ecolab has teamed up with Microsoft to use cloud computing and cutting-edge water treatment technology to speed up how worldwide industries tackle water scarcity.

[WATCH VIDEO](#) [LEARN MORE](#)



Reinventing the Way Water Is Managed

From the time water enters a facility until the moment it is returned back into the environment, it's a critical component of our customers' businesses. We use expertise and innovation to help them manage their water - and measure success one drop at a time.

Digital Leaders perform better

METRIC	LAGGARDS	LEADERS
Three Year Average Gross Margin	37%	55%
Three Year Average Earnings before taxes	11%	16%
Three Year Average Net Income	7%	11%
Average IT spend as % of Revenue	3.2%	3.5%

The Digital Business Divide, Marco Iansiti, Karim Lakhani
Harvard Business School



Challenges

- Greater efficiency
- Slowing growth
- Increasing competition
- Demanding customers
- Aging workforce
- Costs of compliance
- Environmental sustainability
- Volatile feedstock costs
- Security & Privacy Concerns
- Where to start
- Change Management



Solutions

- Process Automation
- Vertical & horizontal supply chain integration
- Business Intelligence & Advanced Analytics
- Digitized products
- Social Listening
- Forging new markets
- Mobile applications
- Everything as a service
- Modern Apps - ERP/CRM/HR
- Security Strategy
- Digital Roadmap
- Change Management



Tech trends fueling the digital revolution

YOUR DIGITAL BRIEFING



Digital trends

2017

- Dark Analytics
 - Data Scientists
- Machine Intelligence
 - Natural Language
- Mixed Reality
- Inevitable Architecture
- Everything as a service
- Block Chain Trust economy
- Security & Privacy

2015

- Cloud
- Internet of Things
- Big Data
- Advanced Analytics
- Consumerization of IT
- Wearables
- Digital Natives
- Security & Privacy

Characteristics of Industry Leaders

- DATA, DATA, DATA
- Future / predictive focused
- Digital is owned outside the IT department

- Embrace change; manage change
- Accept manageable risk
- Scientific / Agile methods
- Continuous Improvement



Conclusion

Digital Transformation Portal

<http://bit.ly/2qaMxdf>

Industry 4.0 White Paper - CHEMICAL INDUSTRY

<http://www.sikichtech.com/chemindustry>

Webcast Thursday /25 11.00am PDT

www.digital-transformation-at-work.com

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