

Why are we still bemoaning, or



... how would you start a world rekord today?

Relevance of Connected Business: **Social Architectures**

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Drivers for business transformation and their translation into the market

Digitalization – Information/Data/Software everywhere and anywhere and on any device

„DIGITAL TWIN , AI, BLOCKCHAIN, AUGMENTED, 3D“

Cyber Computing – Massive data availability shows us “what, not how”

„WATSON, Customer Centric Data vs Operational Data“

Internet of Things – Technology is enabler for inventive agile global business models

„UBER“

Omni-Channels – Networks create disrupted commercial environments

„ALIBABA“

New players interact in existing markets

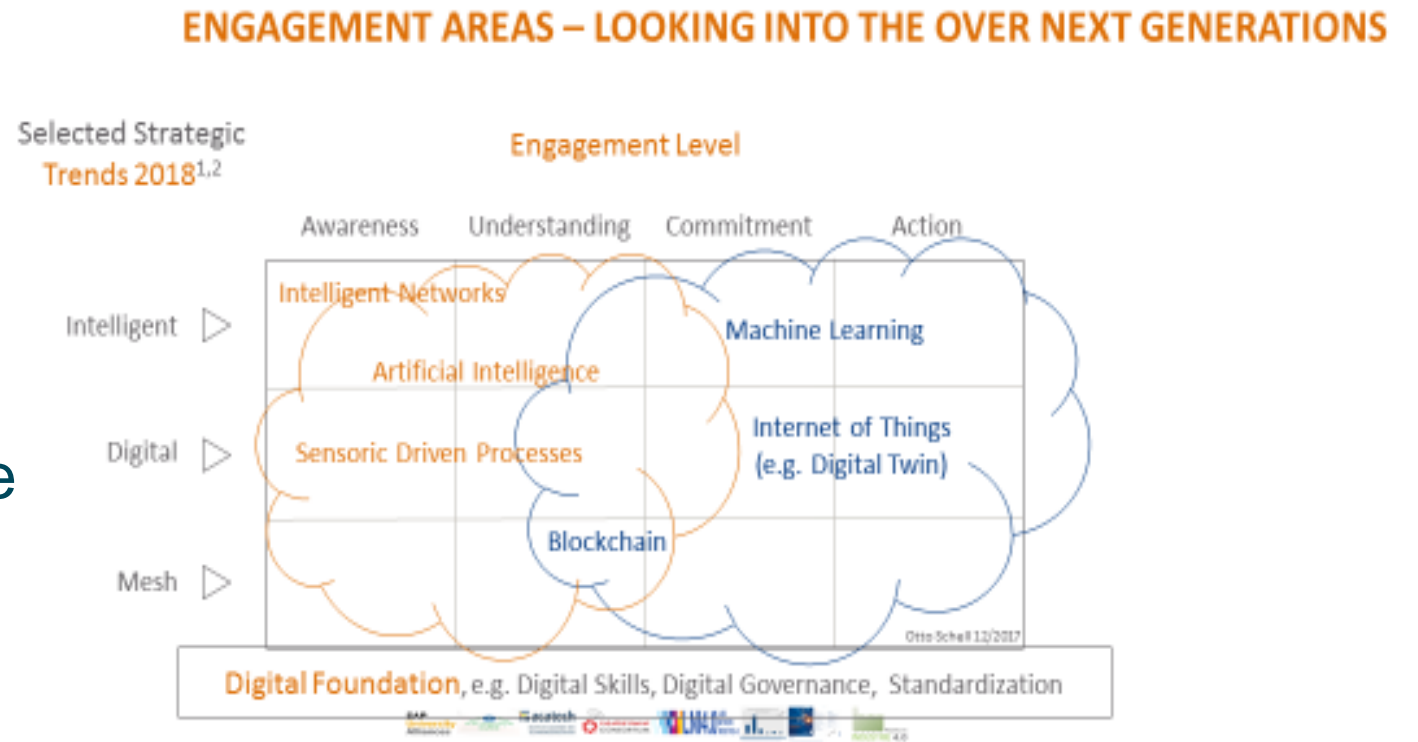
„AMAZON, MICROSOFT, GOOGLE“

Demographic changes - Different generations in context of behavior and work

„GAMIFICATION, TOUCHLESS, AVAILABILITY, SUSTAINABILITY“

Social Architectures - Relevance of Connected Business

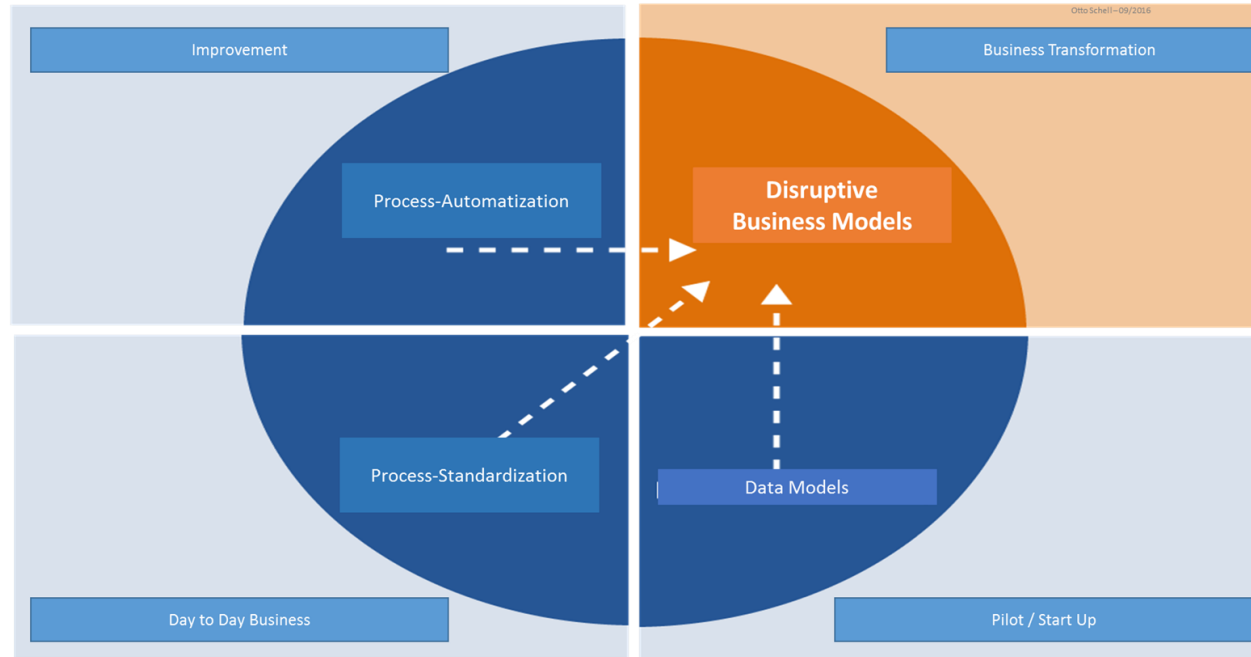
- Internet of Things is changing our the way of collaboration:
- Industries are challenged in their core and companies are attacking grown business models
- New business models are crashing existing landscapes



¹ Gartner Top 10 Strategic Technology Trends for 2018 [\[Link\]](#)

² DSAG internal hypotheses – Otto Schell 12/2017

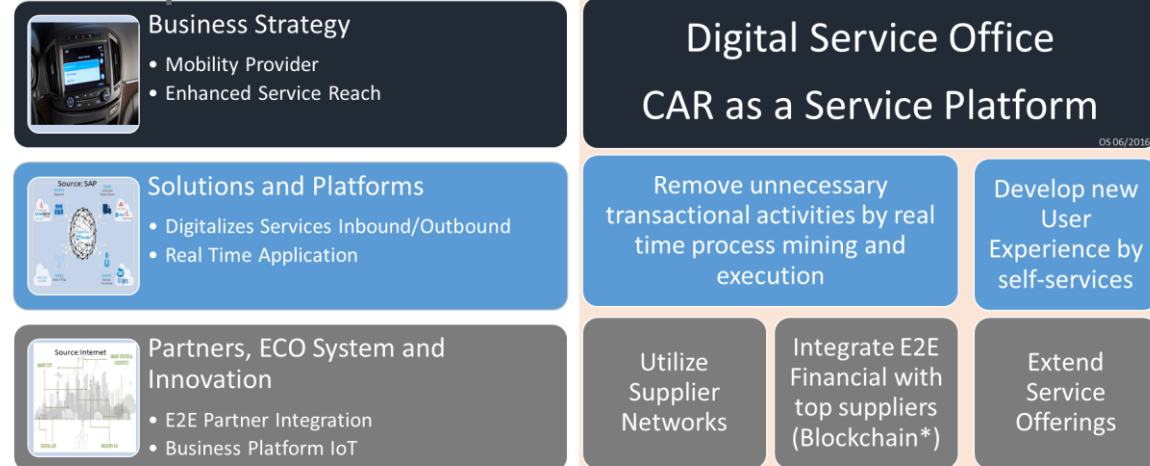
Business Transformation : The only way to Run Business



Example AIN

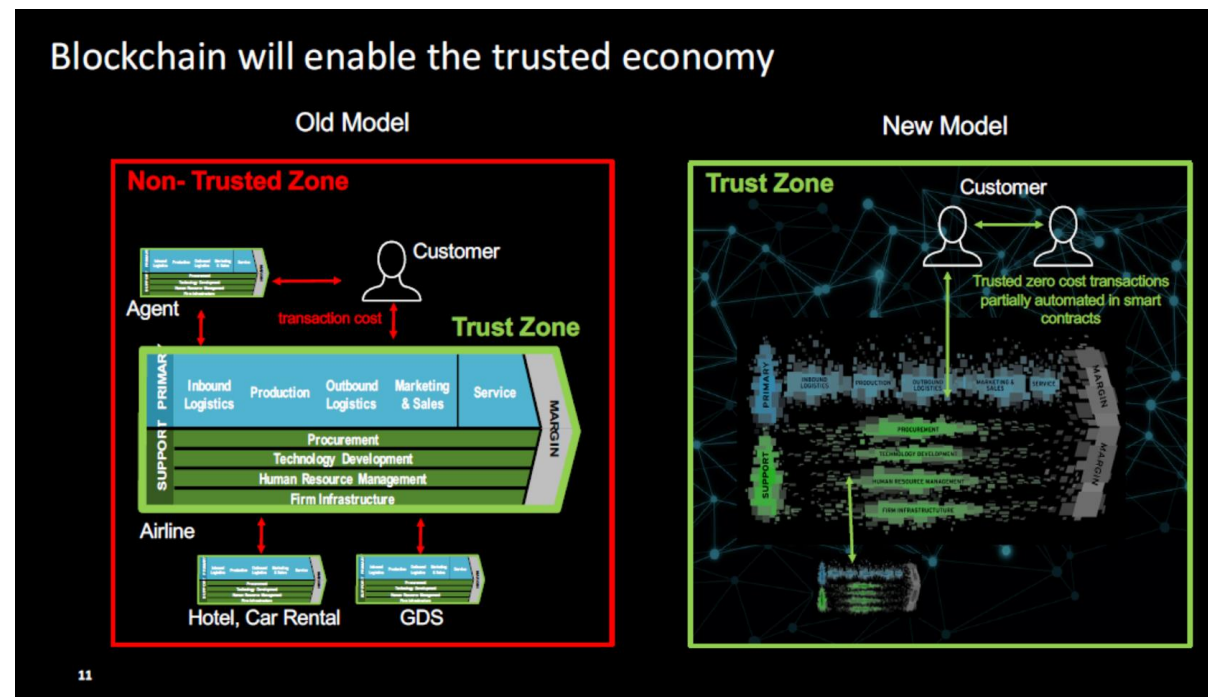
Cost Reduction						
Benefit Category	Benefit Type	Quantitative Benefit Description	Baseline (\$M)	Baseline Period	Benefit Hypothesis	Incremental Benefit (\$M)
					Estimate	Estimate
Maintenance Spend	Cost avoidance	Reduced maintenance spend on assets in critical condition (red assets) ¹				
		Improved management of maintenance activities				
Asset Strategic Sourcing	Capital avoidance	Better supplier pricing through long term asset planning and strategic sourcing				
Warranty Recovery ³	Cost recovery	Increase in OEM warranty recovery				
Asset Reuse / Disposal ⁶	Capital avoidance	Capital avoidance due to increased % of surplus assets recovered ⁷				
Lost Units	Cost avoidance	Reduction in # units (trucks) produced on non-scheduled overtime (NSOT)				
					Total	

Example Services



Blockchain* is a protocol for distributed ledgers that enable the decentralized, secure, direct, digital transfer of value and assets (Source – Internet)

Blockchain will enable the trusted economy

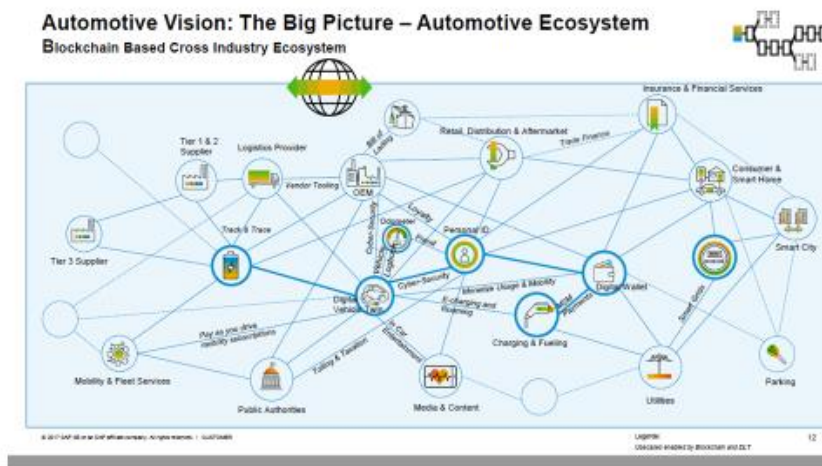


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Source: Blockchain in der Praxis: Aktuelle Beispiele und Herausforderungen für Unternehmen, Burkhard Blechschmidt, Cognizant Consulting (06/2018)

Reality check: Process Example - Procure to Pay

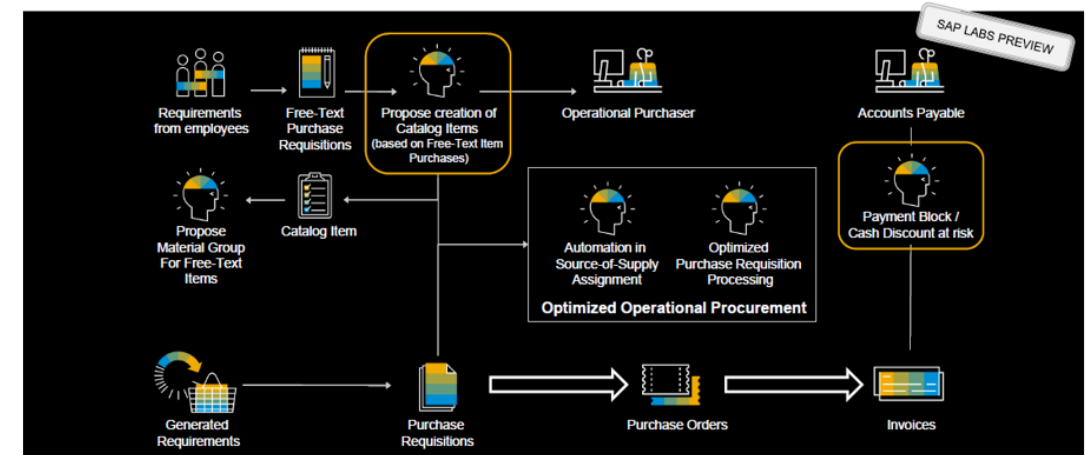
Blockchain as semantic driven internet protocol



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Supply Chain: Procure to Pay End-to-end process

Hyper-automated with SAP S/4HANA Cloud via SAP Leonardo Machine learning Intelligence



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DSAG & Digital Transformation – EVOLUSTRY is within all of us

> **Leverage know-how from more than 3,600 DSAG member companies & benefit from an international network of SAP user groups & other related organizations**

> Action: Strengthen exchange between university and industry with focus on small and medium-sized business

> **Gain valuable insights and get expert advice from more than 60000 peers & thought leaders from Business and IT executing digital transformation**

> Action: Engage in expert discussions, learn about digital transformation projects & get the latest information on relevant trends, business platform solutions & developments in a global Eco System



> **Accelerate, network & collaborate within customer community and stay influential in strategic discussions**

Lead to cash

- Drive personalized, transparent experiences
- Offer an end-to-end customer master data strategy
- Deliver insights to improve customer engagement

Design to operate

- Plan, source, and deliver the right goods and materials at the right time
- Balance supply and demand in real time
- Create a smart, connected digital supply chain

Source to pay

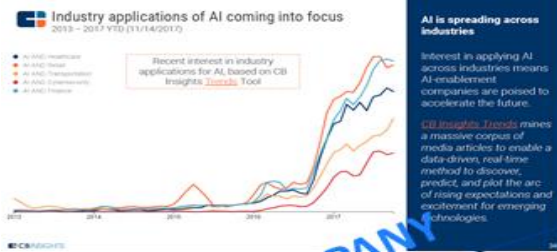
- Reduce inventory and optimize working capital
- Manage and avoid supplier risk proactively
- Eliminate maverick spend

Total workforce management

- Create complete financial transparency
- Maximize workforce agility and build the perfect teams
- Align talent strategy to business priorities

Embedded
Analytics

Megatrends in Digital Economy: Opportunities / challenges in the ECO System



SIMULATE HUMAN NERVE CELLS

Cambricon

Cambricon (NYSE: CMC) is developing a brain-inspired processor chip that simulates human nerve cells and synapses to conduct deep learning. The company's chips can enable AI for computer vision, autonomous driving and flying, security monitoring, speech recognition, and more. Cambricon also offers an AI software platform for developers.

Cambricon says its chips double the performance of a conventional GPU while also consuming less power.

Select investors: Alibaba Entrepreneurs Fund, Leroux Ventures Group, Honghua Capital



COLLABORATION

COMPANY

Society

Engineering / Manufacturing, Procurement, Finance, HR, IT,....

Line of Business

Industries

Discrete/Process to Service

Business

Technology

Human Interface

Emotion

Platform / Networks

Appliance

Cooperation

PUT AI IN EVERYDAY DEVICES

MYTHIC

Mythic offers a chip for enabling local AI to run everyday devices into intelligent systems without leveraging the cloud. Mythic's chips work in tandem with the company's software to make devices see, hear, and process the world. Target markets include smart home, healthcare systems, and security and monitoring for commercial and home use, and drones for industrial applications.

Mythic's platform targets devices that previously lacked the computing power, battery life, and reliable cloud connectivity to support decision making with AI.

Select investors: Data Collective, AME Cloud Ventures, Lux Capital, Draper Fisher Jurvetson



OSchell / 05/2018

HELP PARALYZED PATIENTS

synchro

Synchro is a medical device company developing an "endoscopic neural interface" called the Synchro - an implantable brain device to achieve direct brain control of assisted technologies. The technology platform is being developed to help paralyzed patients facilitate control of external devices such as robotic limbs, computers, and exoskeletons by translating brain activity into physical movement.

Select investors: US Department of Defense, DARPA, Neurotechnology Ventures



Ideation: Define the skill cluster needed

TOPICS WE COVER (https://groupfuturista.com/About-Us)		
Machine Learning	Digital Darwinism	Drones
Data regulation	Autonomous Vehicles	Intelligent Transportation Systems
Industrial Automation	Surveillance Capitalism	Workplace Innovation
Additive Manufacturing	Computer Vision	Medical Device hacking
Deep Learning	Cloud Computing	BOT's
Gene Editing	Reinforcement Learning	Digital Twin
Robotics	Lean 4.0	Autonomous Car
IIOT	Reinforcement Learning	Enhanced Human
AI	Circular Economy	Gender Equality
Factories of the Future	Product as a Service	Global Warming
Healthcare	VR/AR	Renewable Energy
AI	Social Innovation	Robotics
Women in Tech	Cyber Security	Solar Eenergy
Blockchain	Wearable Technology	Sustainable Growth
Machine Intelligence	Precision Medicine	
Hyperloop trains	Geospatial technologies	
AI Assistants	Fraud Analytics	



The role of the DSAG-Academy



EDUCATE

Trusted advisor and curator



ENCOURAGE

Sponsor and motivator



ENABLE

Motivator, platform and consultant

(Motivator for change and platform for experience and knowledge exchange to create a culture of lifelong learning in companies)



EMPLOY

Mediator, recruiting-supporter and network-enabler

We shape
the workforce
of tomorrow.

Collective “Creativity” Governance

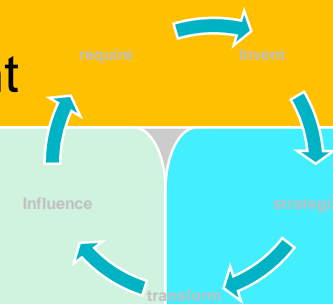
Rules of Engagement
Models of Engagement

Social Architectures

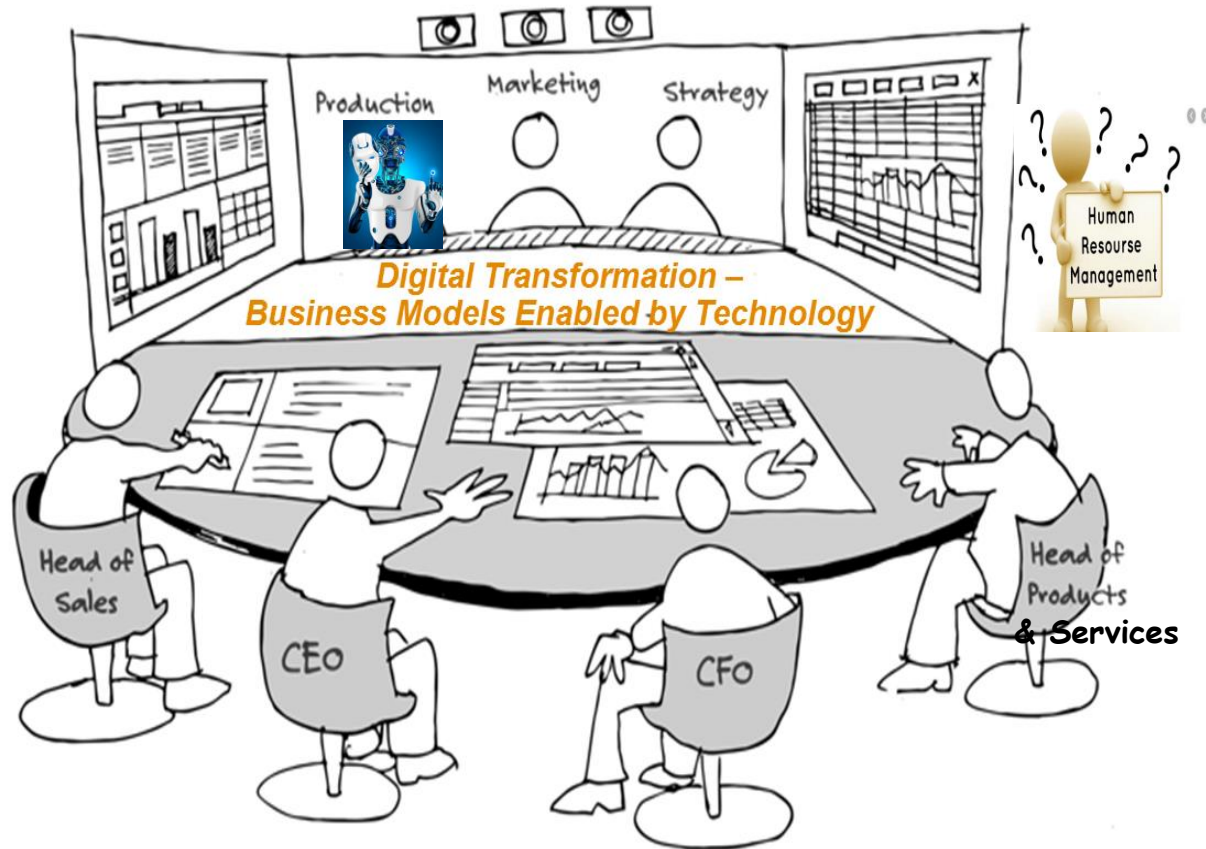
- Exposable platforms (common / inventive)
- Economic network integration (industrial / public)
- Talent/Skill related (approachable / incentivized)

Backbone

- Guiding Principles
 - Ethics
 - Research
- Lessons Learned



Our environments are seamless, fast, and “disruptive” at same time



Overrun own pragmatism and accept historical achievements

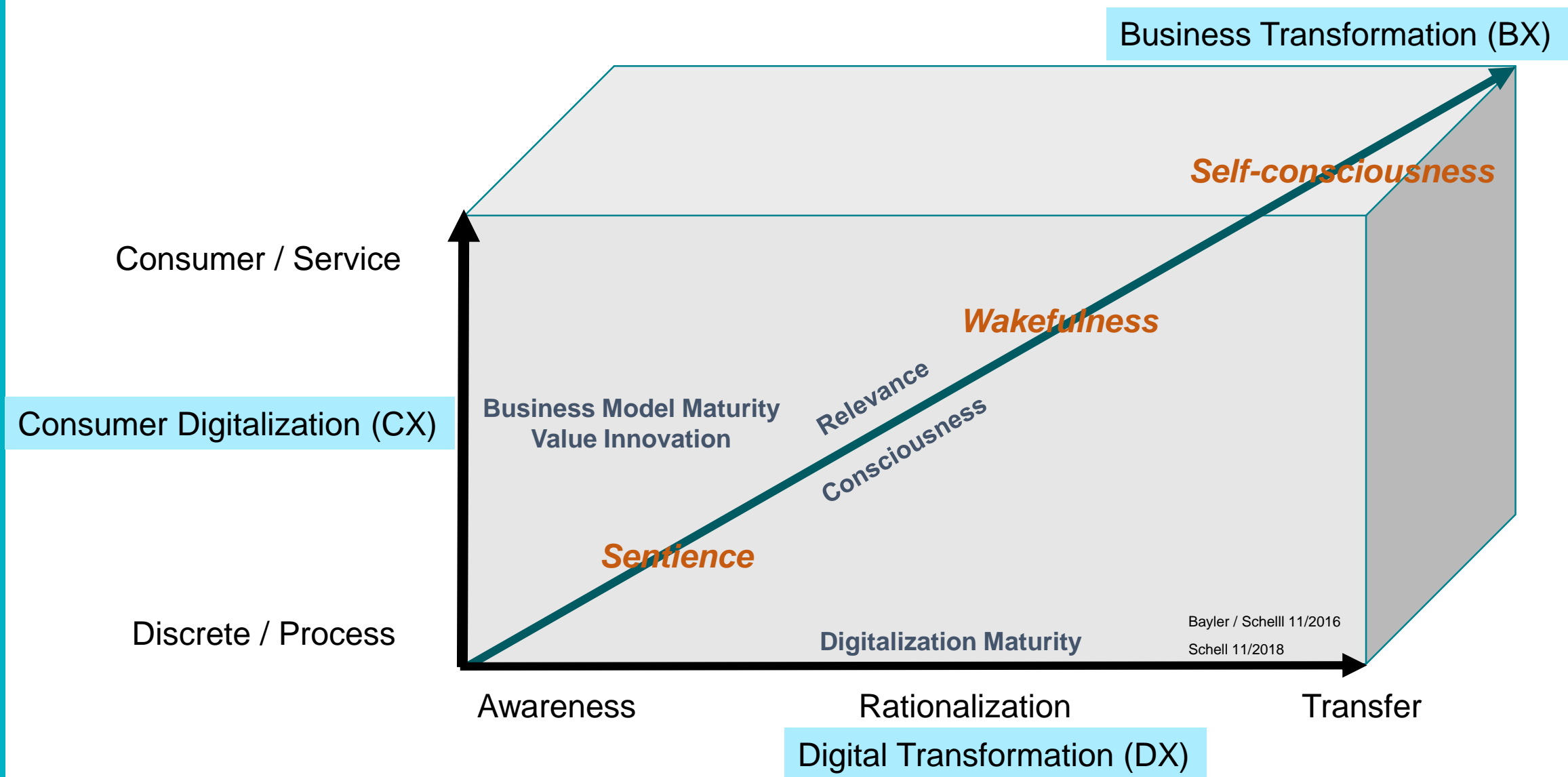
Start to generate in a holistic way holistic (process, system, data and services)

Discover „unused assets“ by running different value proposition

Create new skills

Trust, collaborate and govern within the Eco-System

Building Social Architectures - levelX



Digitalization is not
a question about the „why“,
it is the answer to the
„now“!