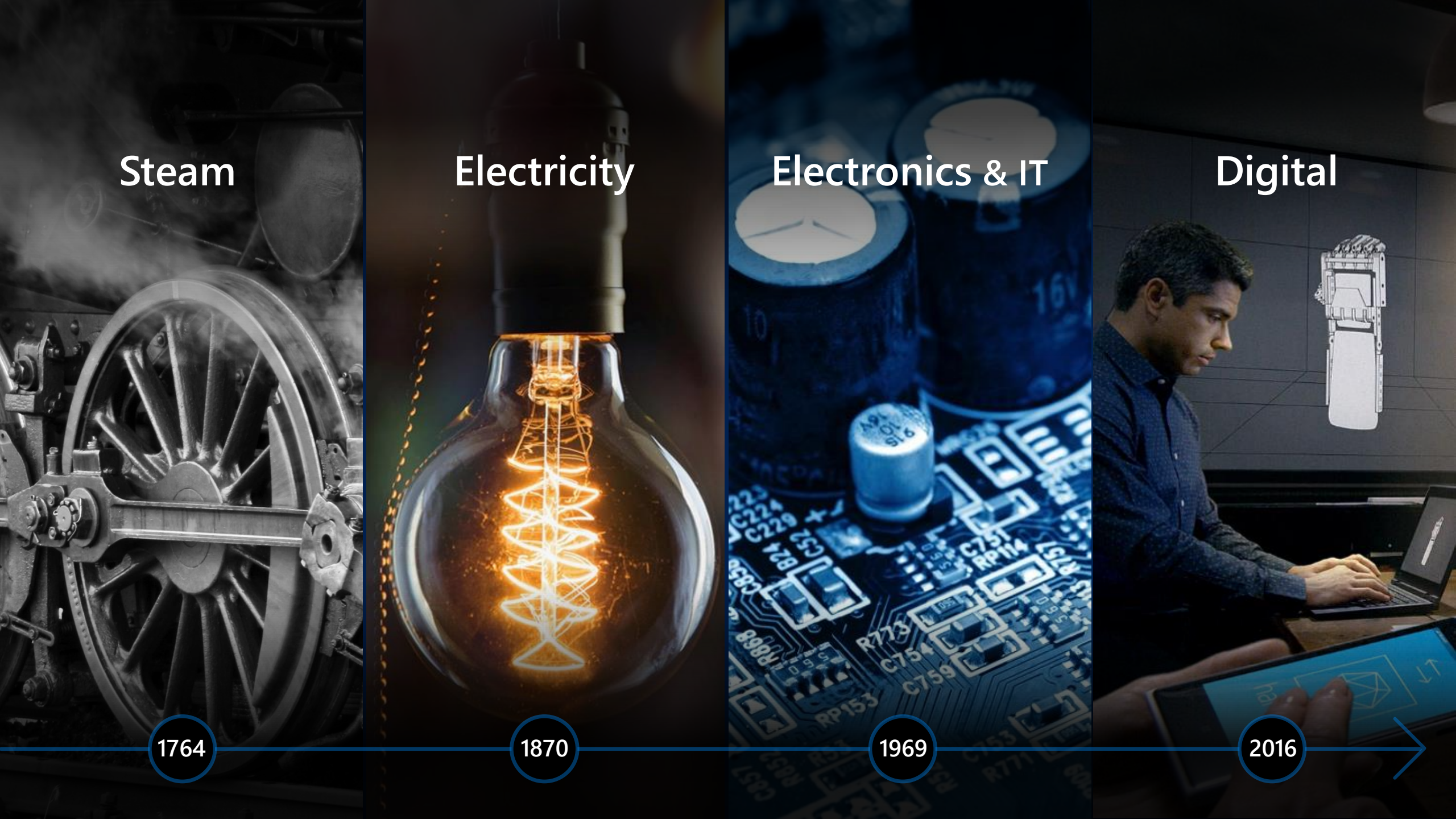
Microsoft

Technology to Power Digital Transformation

– Fremtidens platform & muligheder

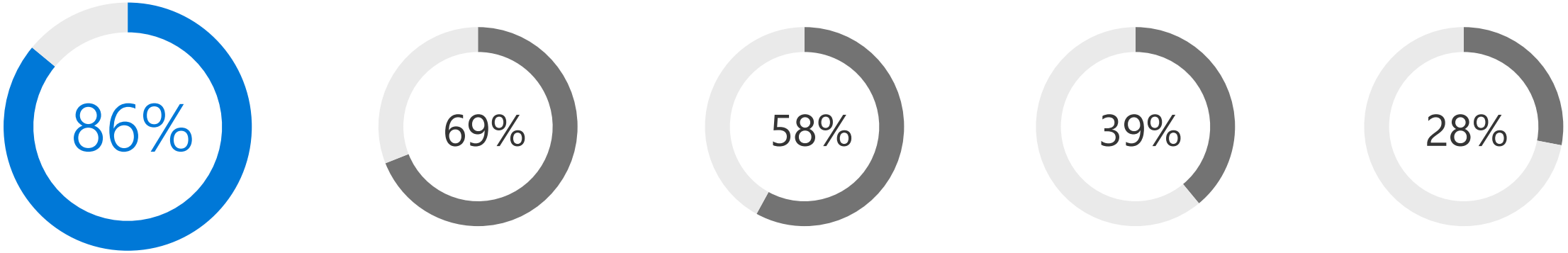
Nabil Chaykh
Business Group Lead DK & Iceland
Microsoft Business Applications

Thursday, June 1, 2017


Steam
Electricity
Electronics & IT
Digital
1764
1870
1969
2016

86% of CEOs consider digital their #1 priority

TRENDS THAT WILL TRANSFORM BUSINESS OVER THE NEXT FIVE YEARS



Technological advances

Demographic shifts

Shift in global economic power

Resource scarcity & climate change

Urbanization

Source: PWC CEO Survey

Technology trends

100m
consumers will shop in augmented reality*

70%
global 500 will have dedicated digital transformation / innovation teams **

IT
in maintenance, services and consumables savings per year due to IoT. **

40%
of employees can cut their healthcare costs by wearing a fitness tracker **

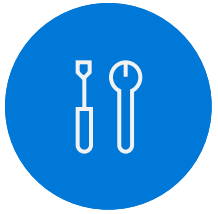
By 2020

customer experience will overtake price and product as the key brand differentiator

* IDC 2017 predictions
** Gartner 2017 predictions

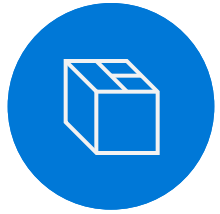
Digital Transformation

Engage customers

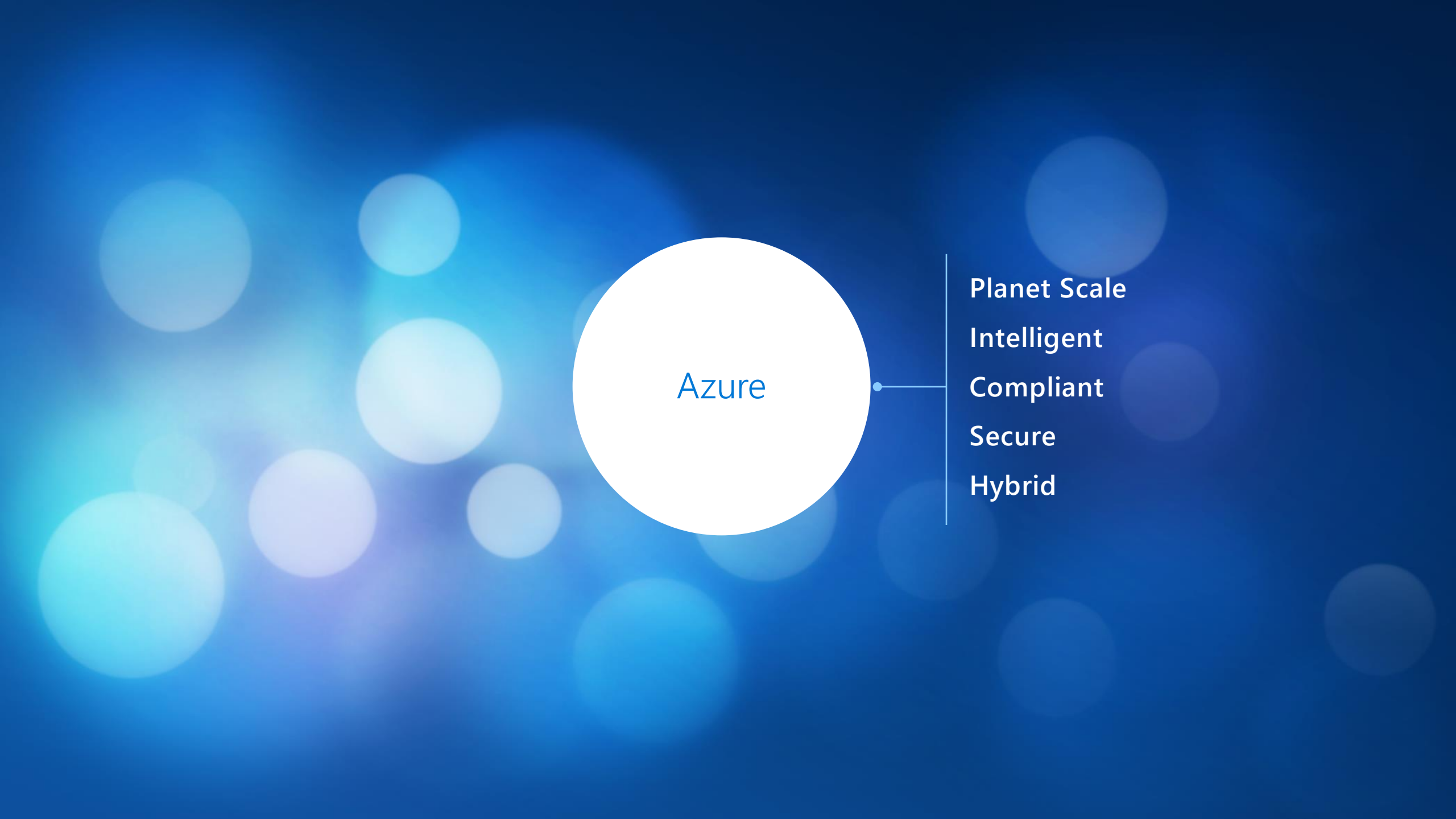


Empower employees

Optimize operations



Transform products

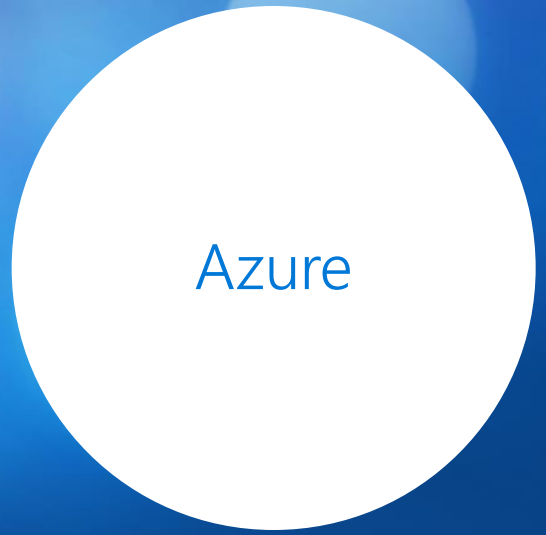

Azure
Planet Scale
Intelligent
Compliant
Secure
Hybrid

Office 365
Dynamics 365
Intelligent Apps
Azure
Intelligent Cloud

Intelligent Apps

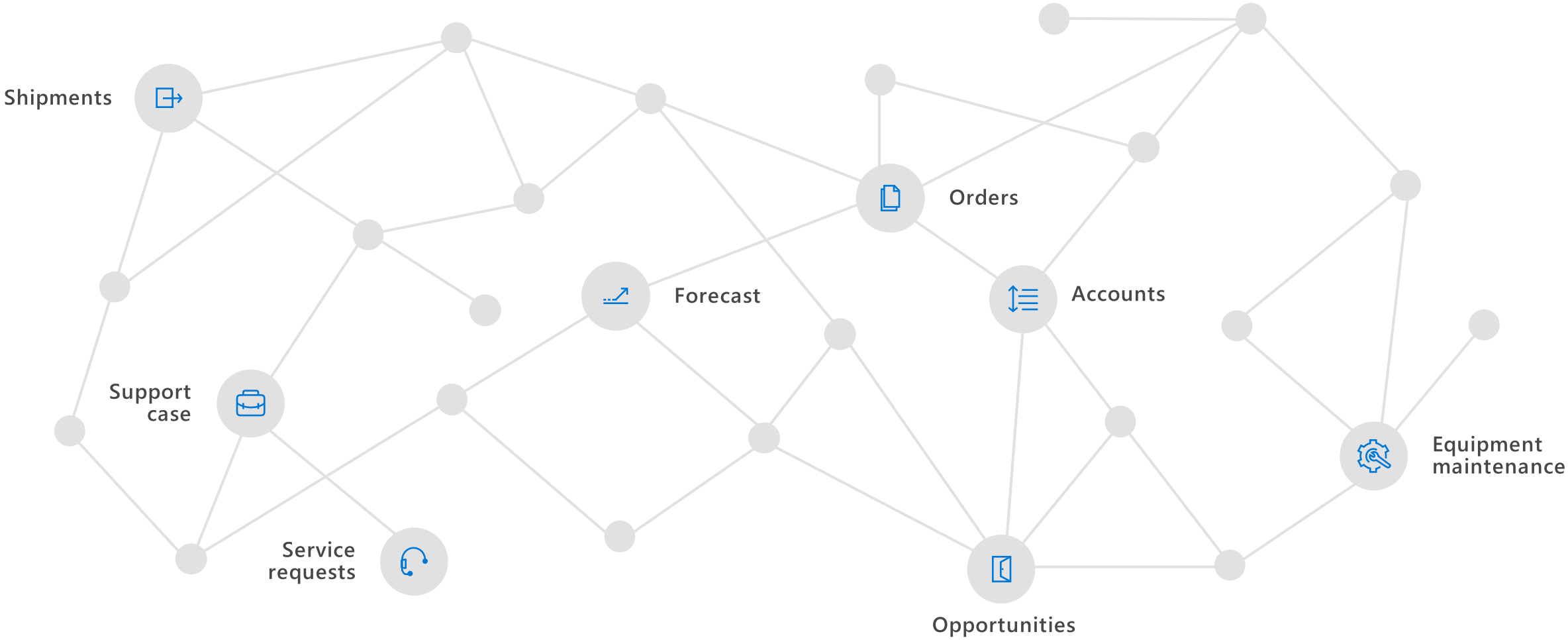
Power BI, PowerApps, Microsoft Flow, Common Data Service

Intelligent Tools

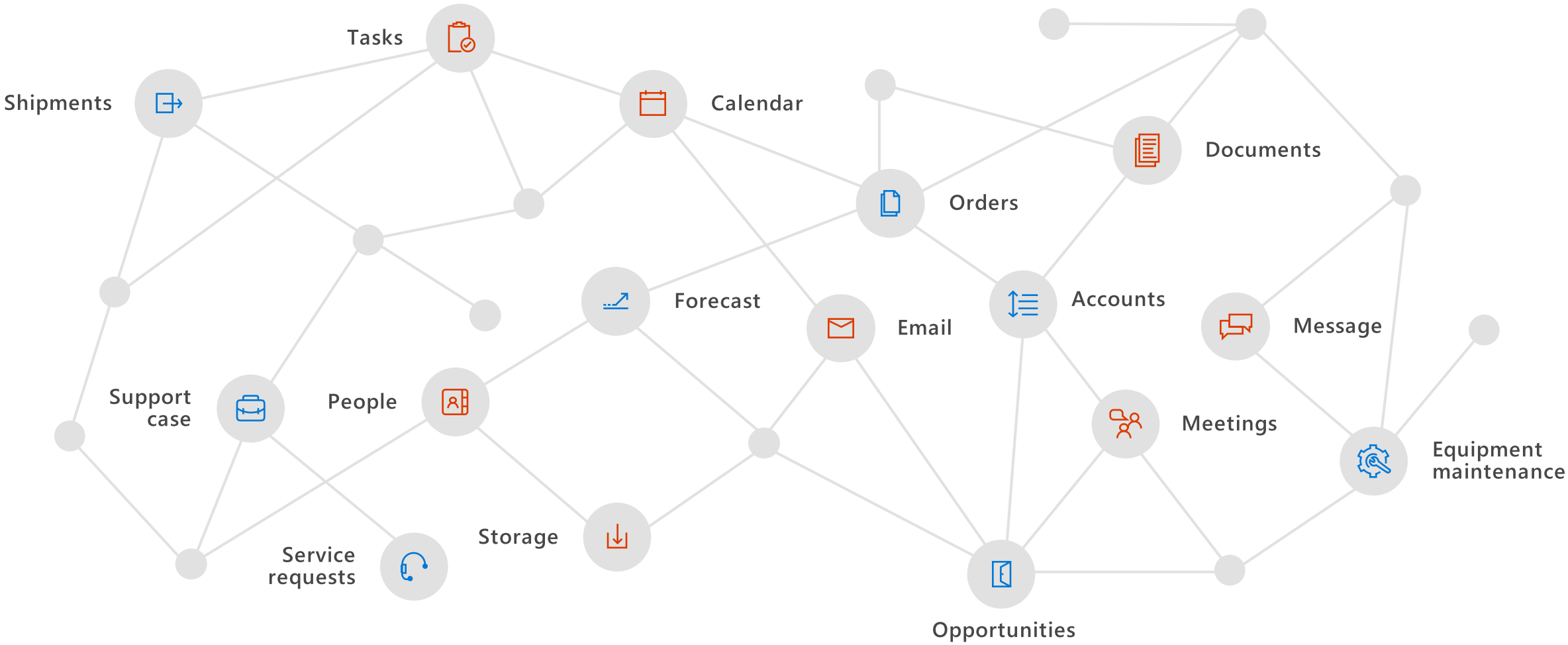


Intelligent Cloud

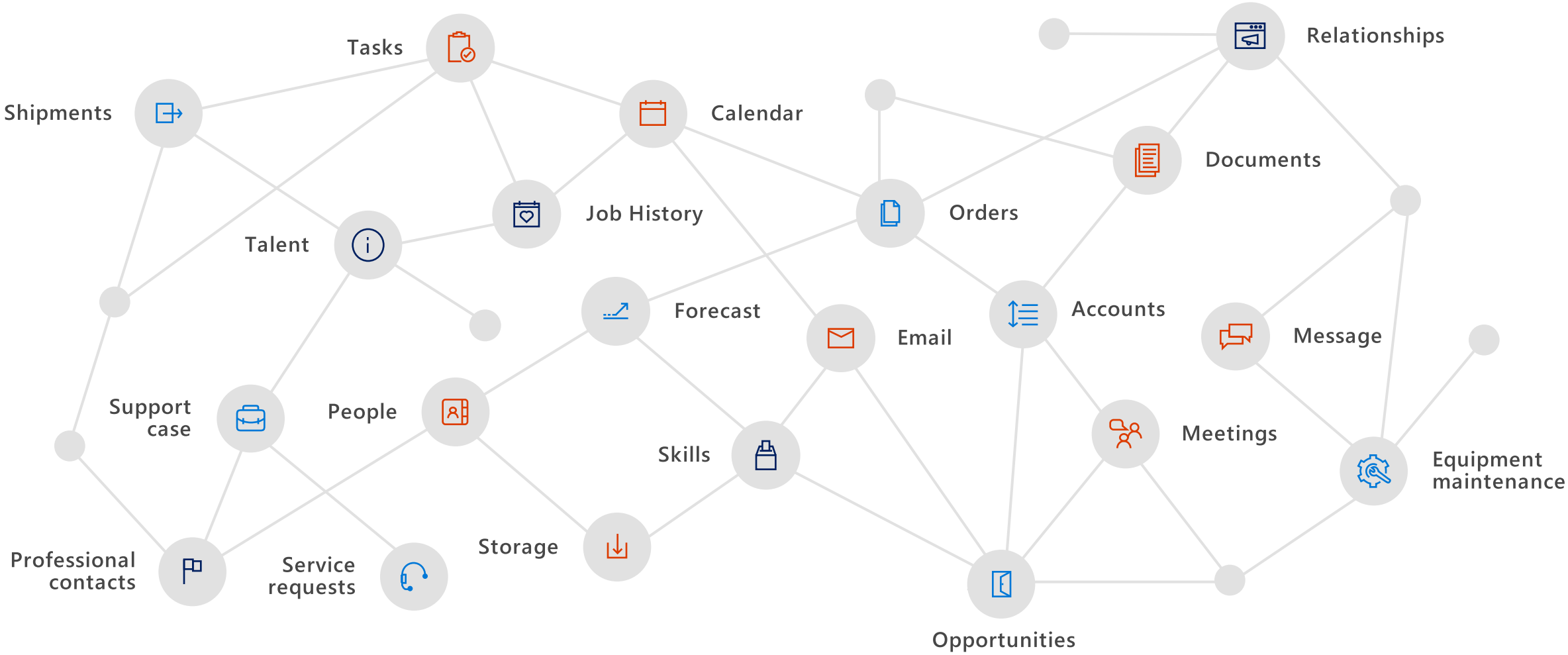
Connected Data: Dynamics 365



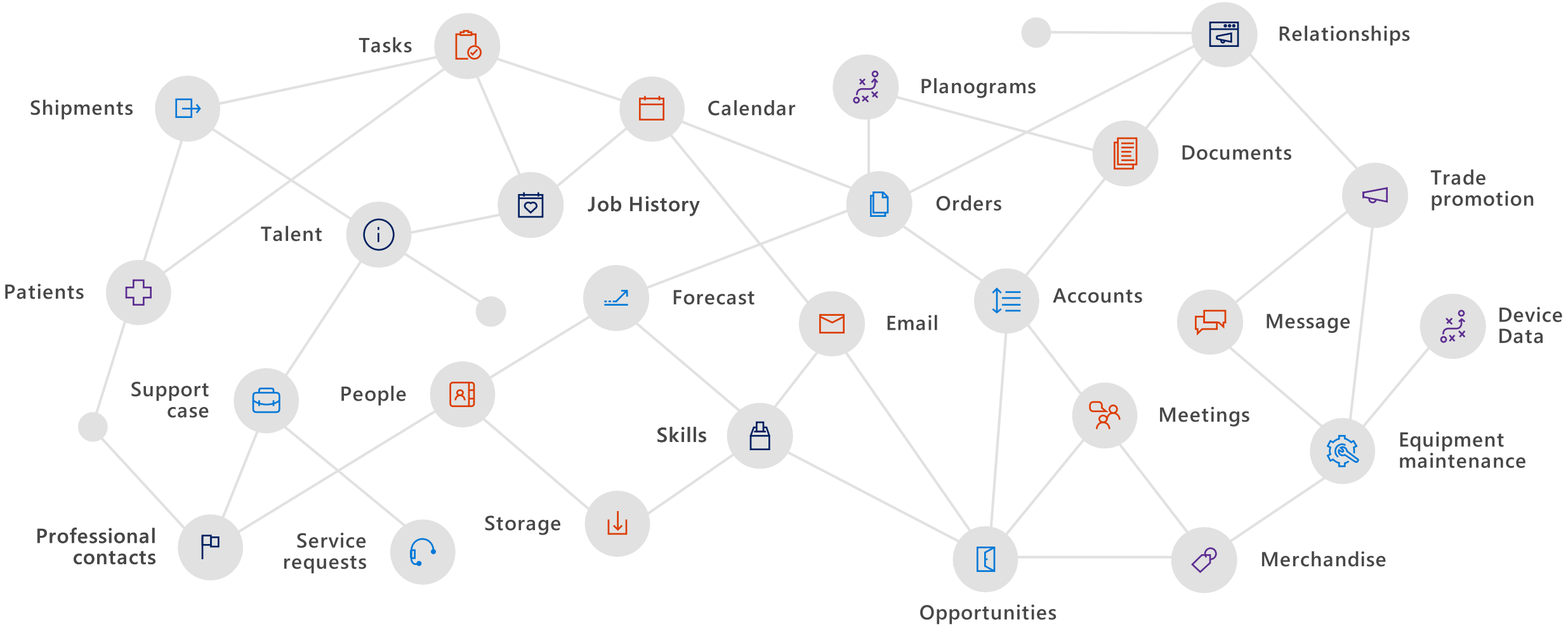
Connected Data: Dynamics 365 + Office 365



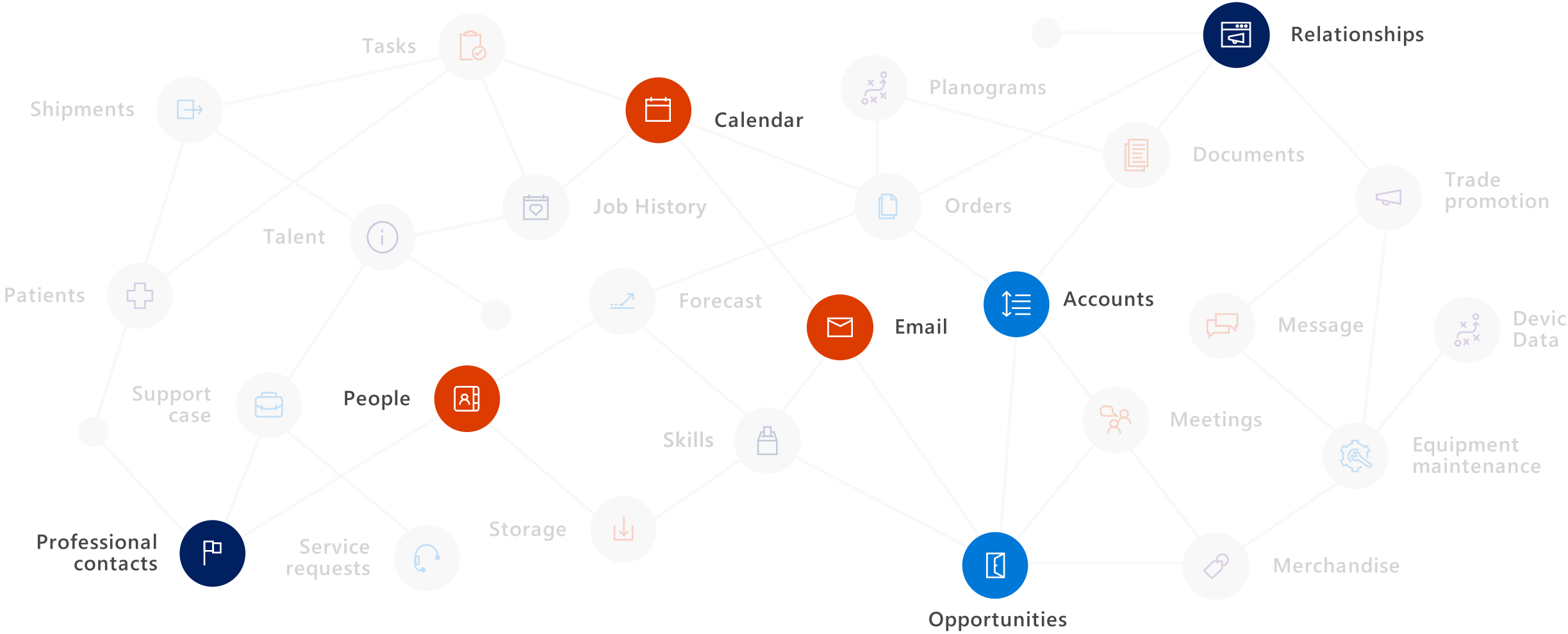
Connected Data: Dynamics 365 + Office 365 + LinkedIn

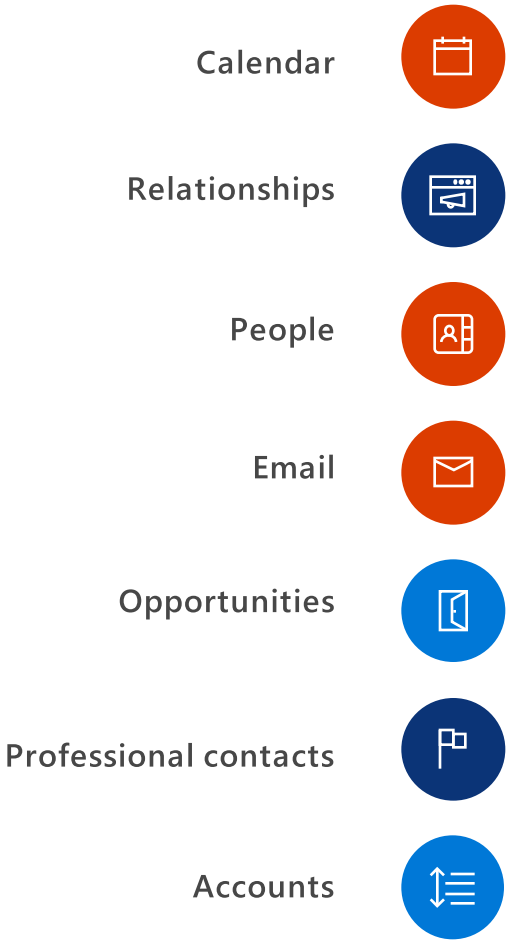


Connected Data: Dynamics 365 + Office 365 + LinkedIn + Partner Solutions



Connected Data: Dynamics 365 + Office 365 + LinkedIn + Partner Solutions





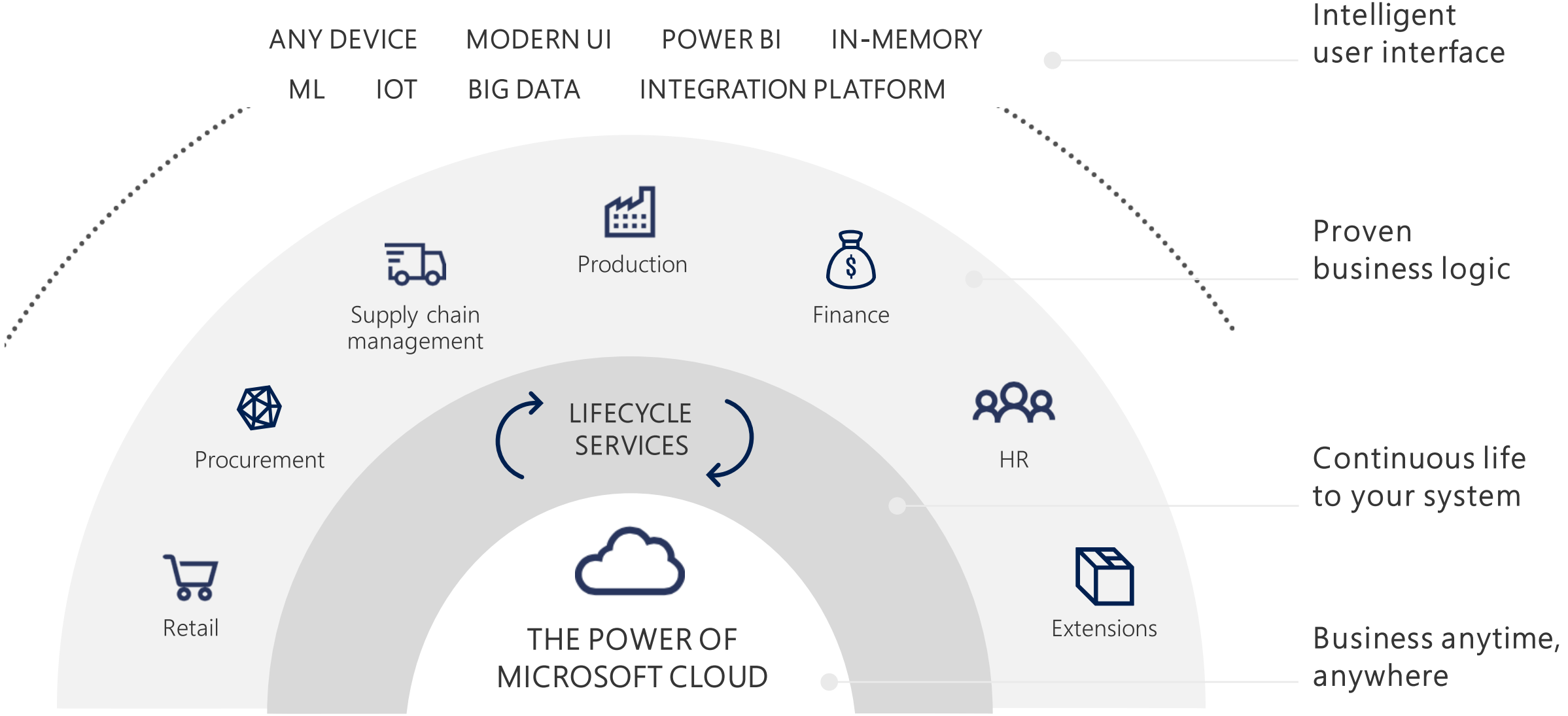
Insights from connecting the sales data across Sales, LinkedIn and Office:

- Opportunity priority
- Relationship health
- Recommended actions
- Connections to help close

Intelligent Applications

Microsoft Dynamics 365 for Operations

Evolution from Dynamics AX



Powering the digital transformation

Microsoft Dynamics 365 for Finance and Operations

Deliver efficiency through seamless end-to-end integration of Microsoft Business Applications.

Turn data from financial and business operations into accurate and actionable insights.

Drive faster innovation and continuous improvement to satisfy customer demands.

"Because Microsoft Dynamics 365 for Operations is a global solution that fosters increased collaboration and reduces administrative work, we're going to better meet the needs of our employees, and in turn we'll deliver better service to customers."

Rob Teitelbaum, Controller, Chemonics

Productive experiences

Employee empowerment

Enable cross-functional collaboration and access to real-time and actionable data to deliver business impact.

Innovation at pace

Drive faster innovation and continuous improvement to satisfy customer demands.

Seamless integration

Implement seamless integration of financial and business operations to keep ahead of the competition.

Power of cloud

Predictable, repeatable implementations

Deliver fast and repeatable implementation, update or upgrade through Microsoft Dynamics Lifecycle Services (LCS).

Business continuity

Implement seamlessly integrated applications to ensure business continuity with high availability and disaster recovery.

Global footprint

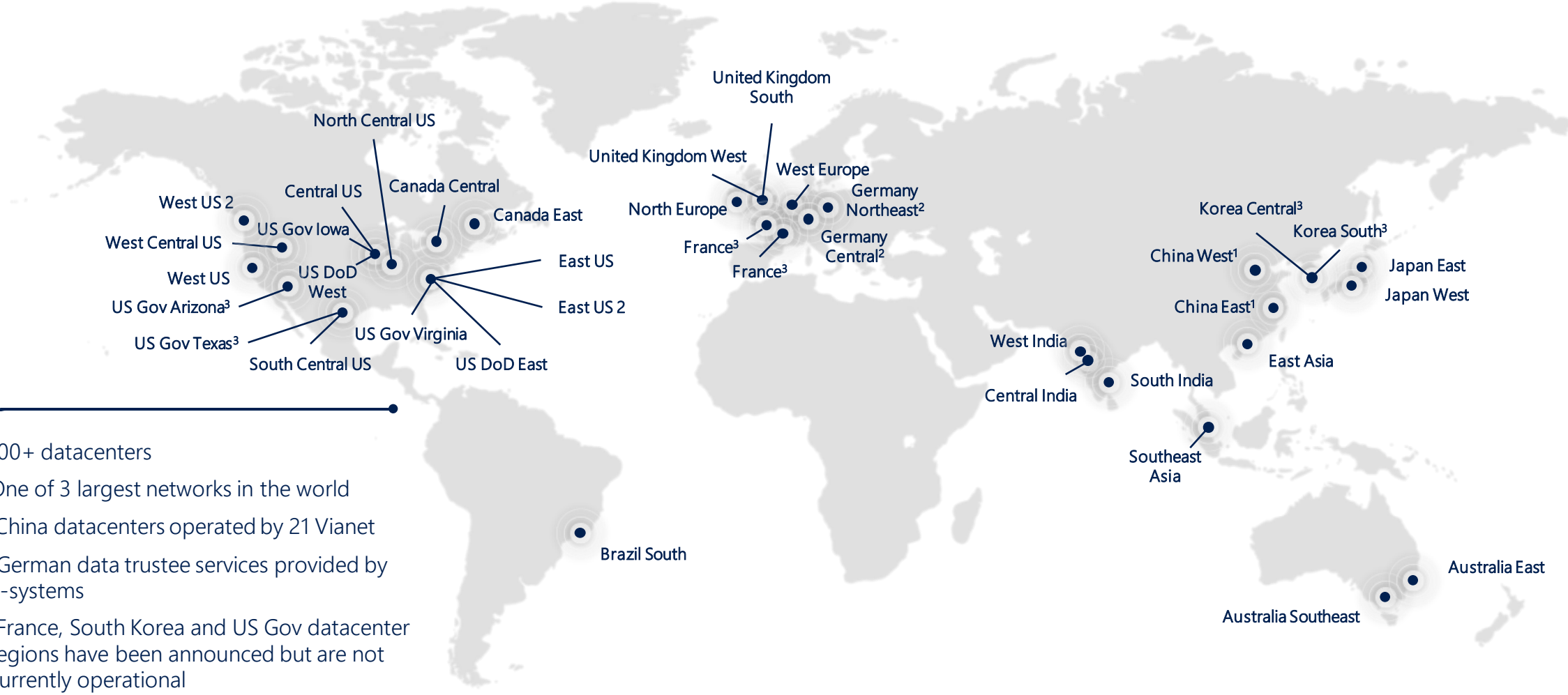
Grow new business in existing market or expand to new markets easily and confidently.

"I'm convinced that with the Microsoft solutions we brought in, we are able to much better compete."

Paul Ossewold, VP of Digital Operations, Priva

Microsoft infrastructure investments

38 Cloud regions worldwide



- 100+ datacenters
- One of 3 largest networks in the world
- [1]China datacenters operated by 21 Vianet
- [2]German data trustee services provided by T-systems
- [3]France, South Korea and US Gov datacenter regions have been announced but are not currently operational

Global datacenters

Sovereign datacenters

"Our focus in moving to the cloud was to allow our team to access our data anywhere. [It] is revolutionizing our relationship with our customers and it's empowering us with information on hand to answer questions anytime, anywhere."

Ben Hagler, VP of Engineering and Operations, Hagler

Business anytime, anywhere

Mobile interface

Enable intuitive and seamless user interface to do business anywhere, anytime, on any device.

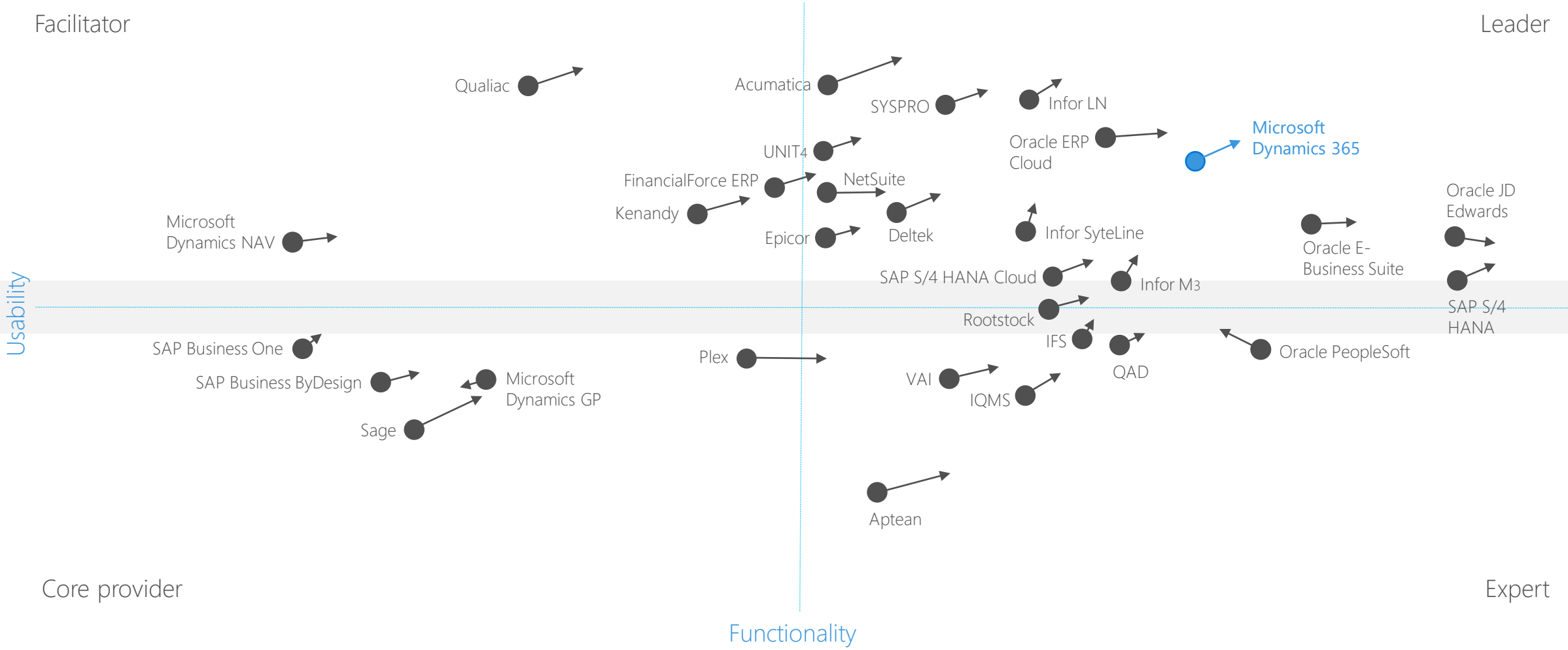
Task-based mobile apps

Enable your employees to complete commonly repeated tasks easily on their preferred mobile device.

Innovate business models

Better enable your business and find new business models to perform local or remote point-of-sale from any device.

ERP Value Matrix 2016



Source: Nucleus Research, 2016.

Digital Transformation

Optimize operations

MAERSK

Rapid customer adoption across the globe

Intelligent Applications

Microsoft

Tak for jeres opmærksomhed.

Links til videoer:

Volvo Cars: https://www.youtube.com/watch?v=cvLdbpICVGk

Maersk Container Industries: https://www.youtube.com/watch?v=6w1xoQ-s5W4

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