



The Digital Journey or The Day After Tomorrow



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SUMMARY

A quick look into the presentation

- 
- THE COMPANY
 - THE DIGITAL WORLD
 - THE DIGITAL JOURNEY
 - THE DAY AFTER TOMORROW
 - THE FUTURE OF WORK
- 

THE COMPANY

Know us better



We're people oriented

company that empowers people to take initiative and grow.

4+

DACH, UK, US, Scandinavia

are the regions where we have long-term (4+ years) partnerships.

14+

Helping clients manage change

for more than 14 years now.

30+

By communicating in a transparent way

30+ permanent partners trust us.

8

Competence Centers

that are a gateway towards the realization of our clients' IT strategies.



English and German

are languages that we speak.

4

Germany, Switzerland, Austria, Romania

are the countries where we have offices.

20.5M €

Our turnover in 2017

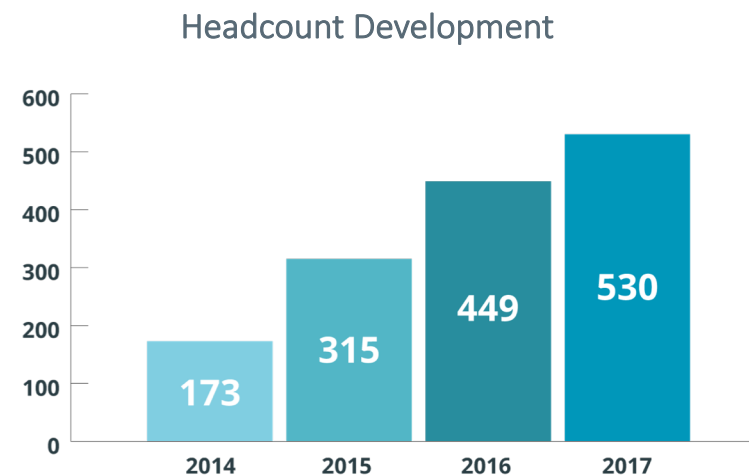
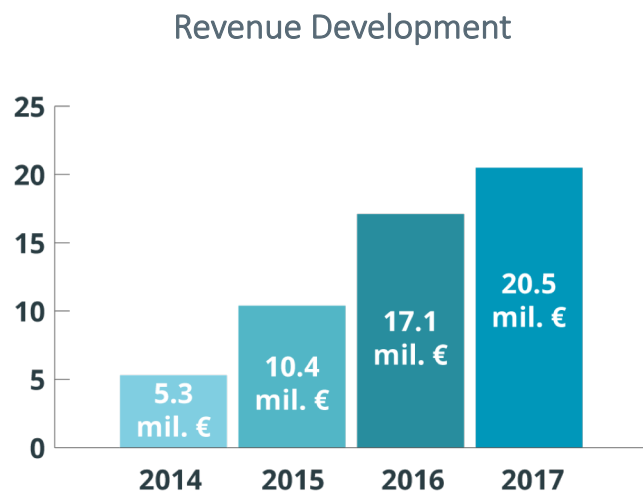
was 20.5 M €

>530

Passion for technology

is something that our growing team of ~530 specialists is known for.

Revenue and Headcount Development



Project Partner

Selected companies using solutions delivered by us:



MEDIA - SATURN



OSRAM



ZEPPELIN CAT



LIEBHERR



pbb
DEUTSCHE
PFANDBRIEFBANK



BAYER



Henkel



intel



KRÜSS



ZEISS

THE DIGITAL WORLD

Technology becomes DNA of every Business

Vision: a world where technology sits at the core of every business.

*Some businesses are already close to living that vision while most are just beginning a journey to get there. This journey is what **Digital Transformation** is about.*

Example 1: Amazon vs MediaSaturn



Amazon.com, Inc.
NASDAQ: AMZN - 6. Okt., 19:59 GMT-4

989,58 USD ▲8,73 (0,89 %)

Nachbörse: 988,89 ▼0,07 %

1 Tag 5 Tage 1 Monat 3 Monate 1 Jahr 5 Jahre Max.



MEDIA - SATURN

CECONOMY I

ETR: CEC - 6. Okt., 17:35 MESZ

10,40 EUR ▲0,02 (0,19 %)

1 Tag 5 Tage 1 Monat 3 Monate 1 Jahr 5 Jahre Max.



Example 2: Tesla vs Ford



Tesla Inc

ETR: TL0 - 6. Okt., 17:35 MESZ

301,65 EUR ↑0,25 (0,08 %)

1 Tag 5 Tage 1 Monat 3 Monate 1 Jahr 5 Jahre Max.



Ford Motor Company

ETR: FMC1 - 6. Okt., 17:35 MESZ

10,46 EUR ↑0,06 (0,58 %)

1 Tag 5 Tage 1 Monat 3 Monate 1 Jahr 5 Jahre Max.



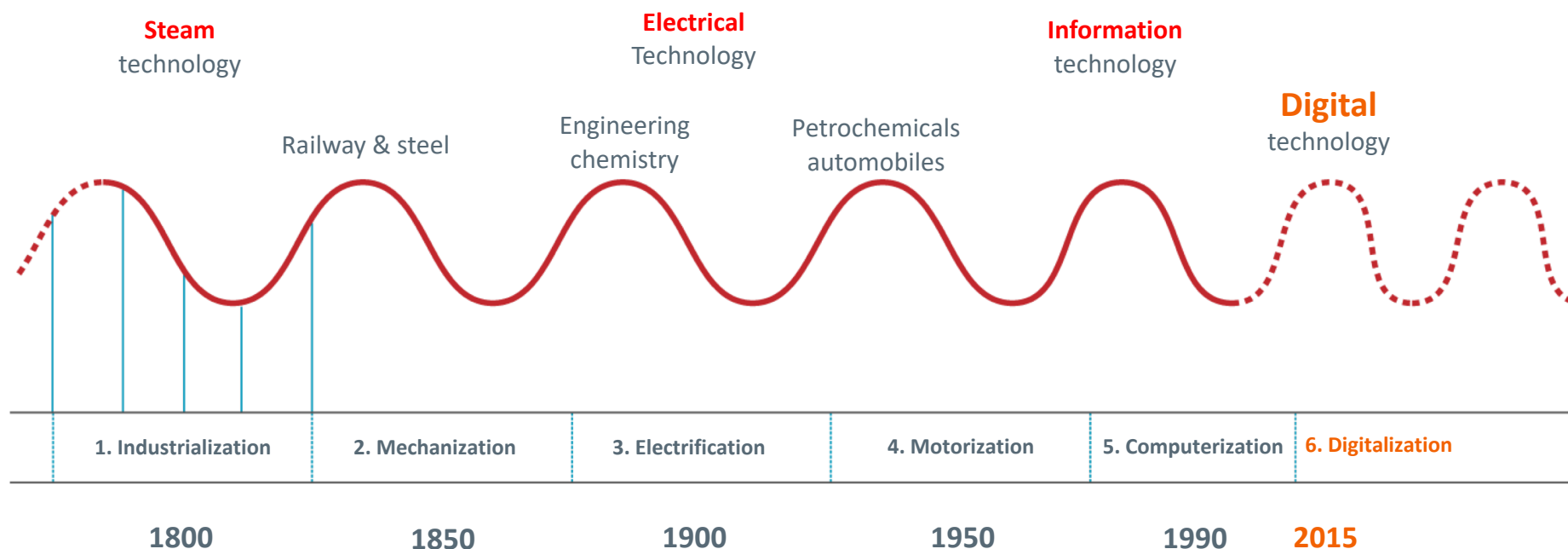
THE DIGITAL JOURNEY

We are **NOW** entering the Digital Age



Waves of Technological Innovations*

Historical super cycles of the modern society arise from the clustering of **basic innovations** that launch **technological revolutions** that in turn **create** leading new industrial or commercial sectors.



*Kondratiev super cycles theory

Transformation Challenges

CIOs and IT Leaders are under more pressure than ever



Changing
Customer
Expectations



Static
processes



Insufficient
technology
know-how

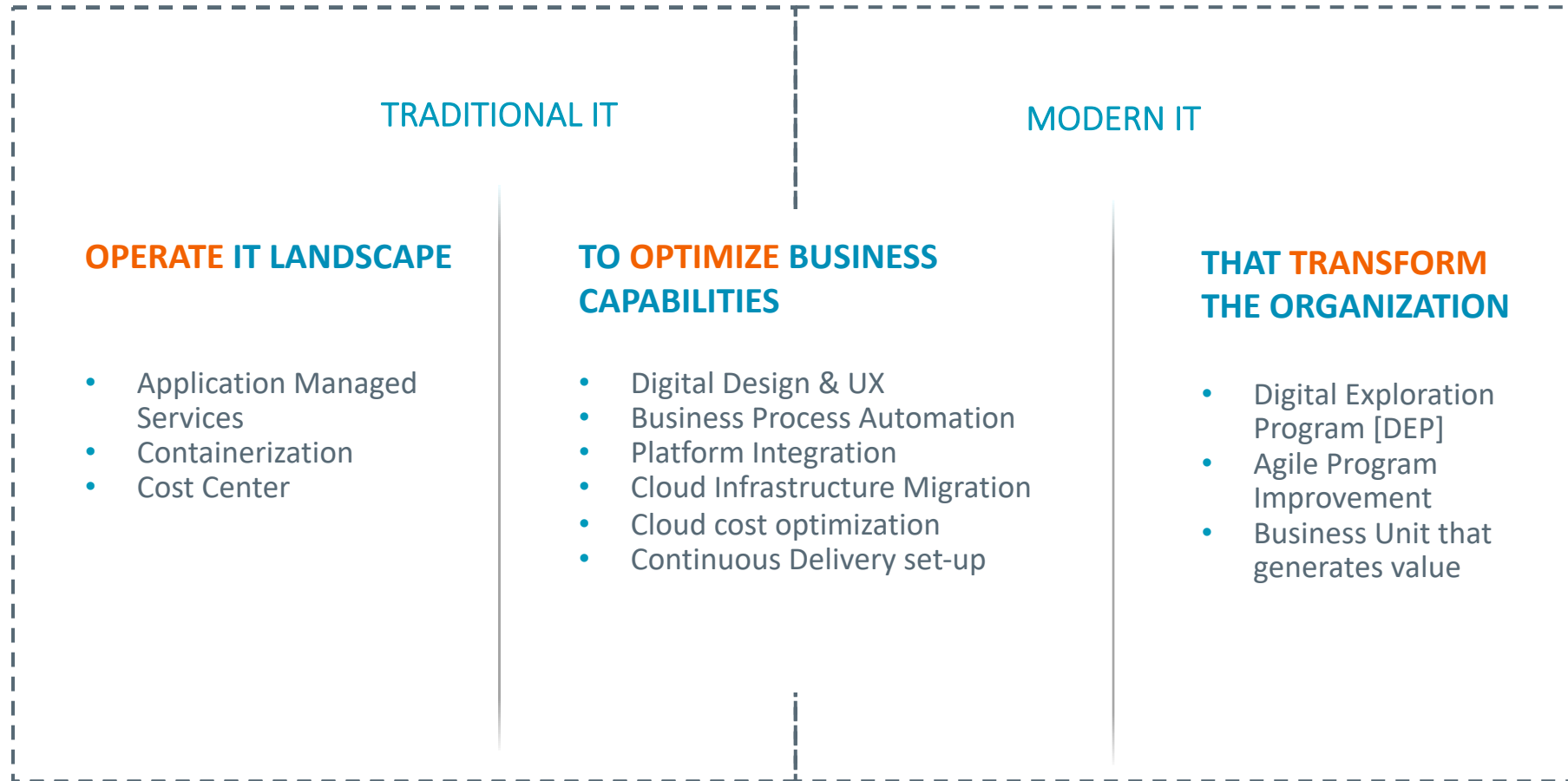


Cost
pressure



But most lack the organizational mindset and knowledge to speed-up delivery cycles and create business value out of emerging technologies.

Traditional vs Modern IT



What if YOU could own the journey?



**become
agile**

**convert
emerging
tech into
business
value**

**focus on
transformation
(not execution)**

**optimize
costs**

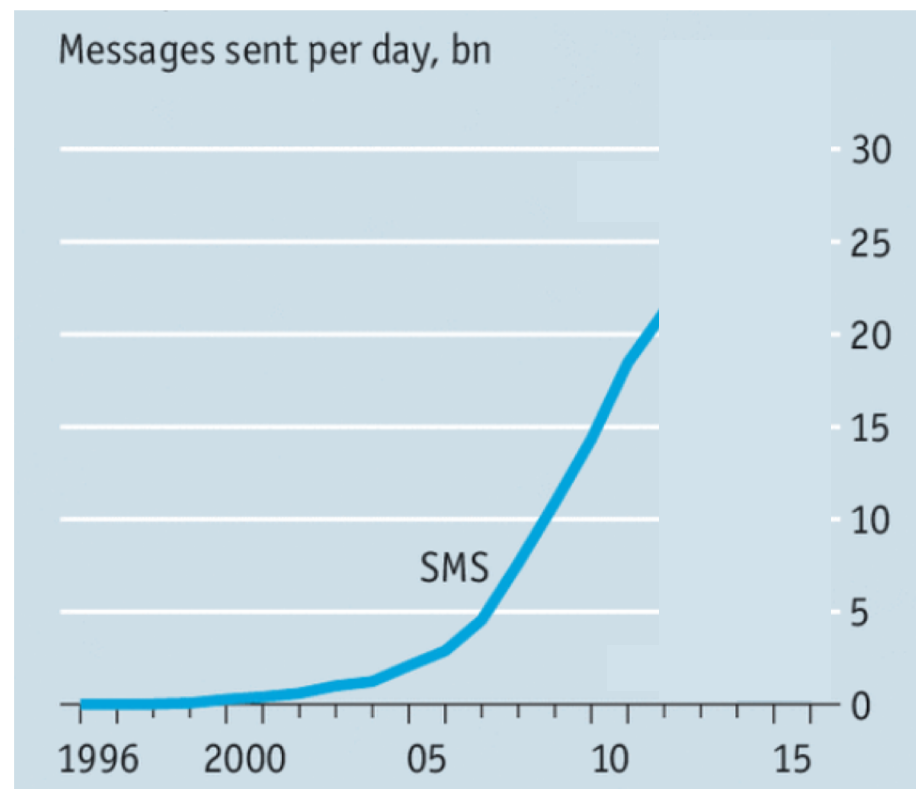


THE DAY AFTER TOMORROW

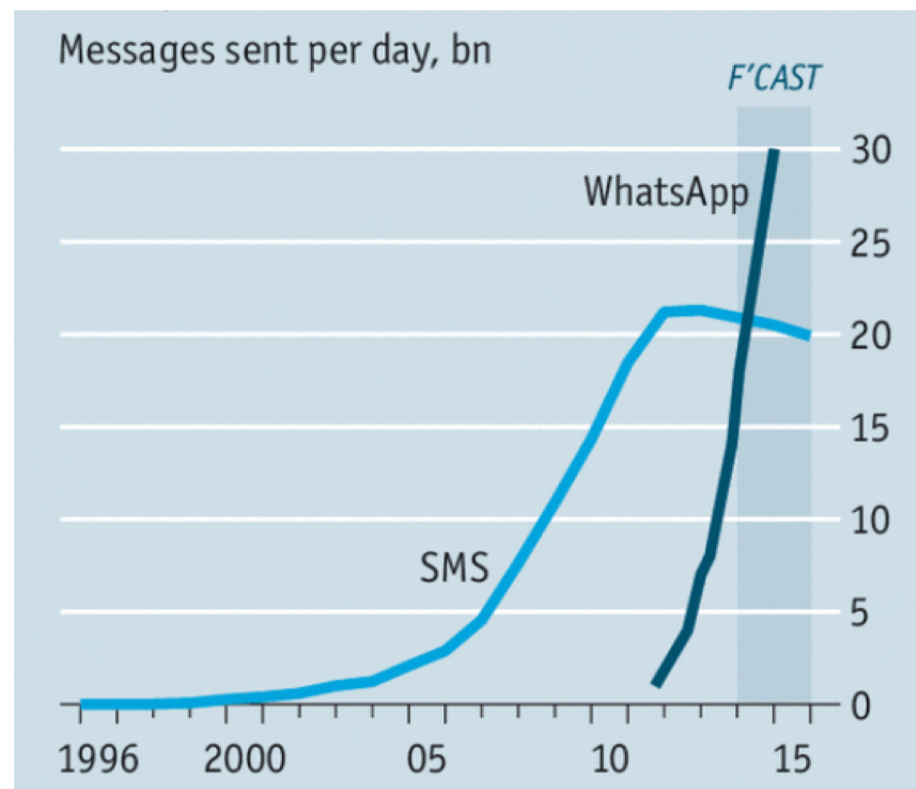
THE DAY AFTER TOMORROW



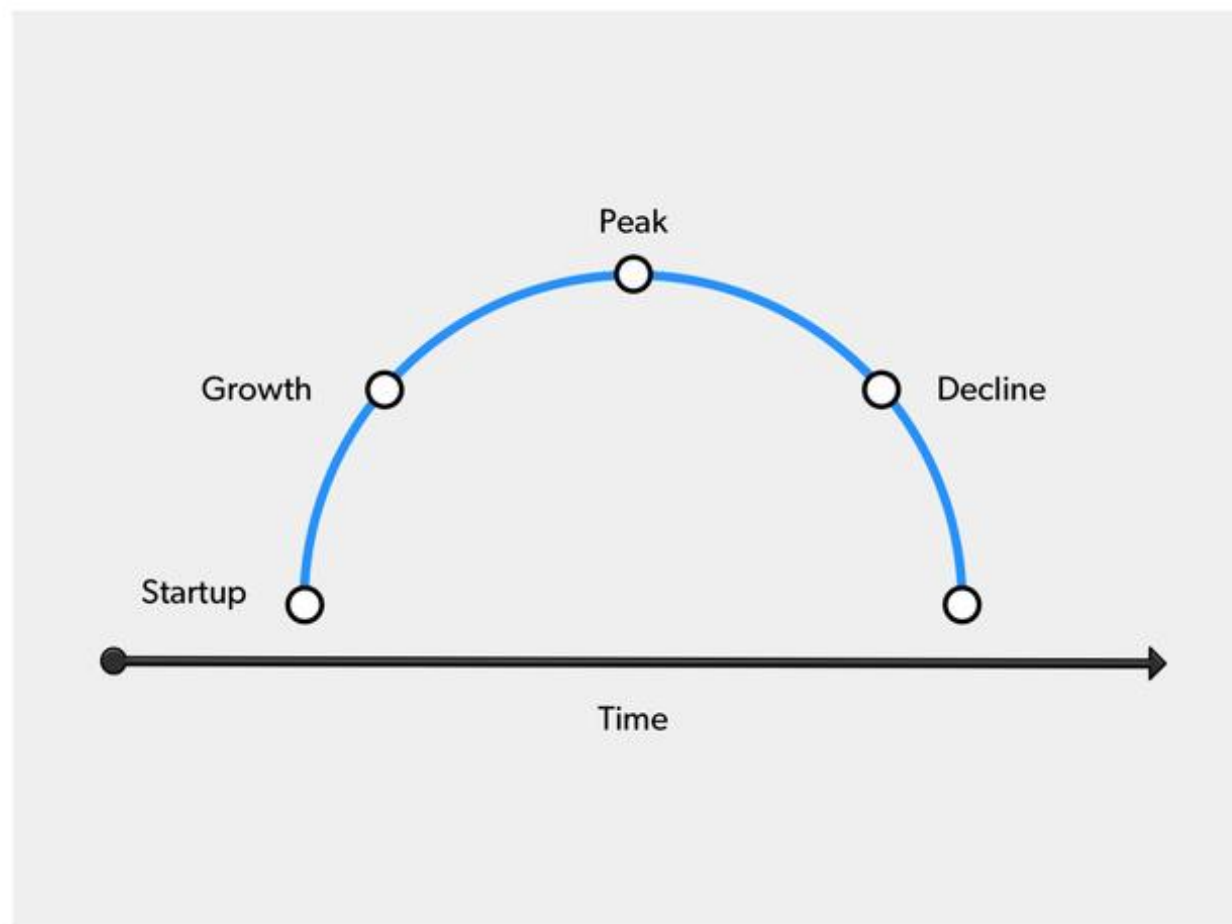
The World Looks Great...



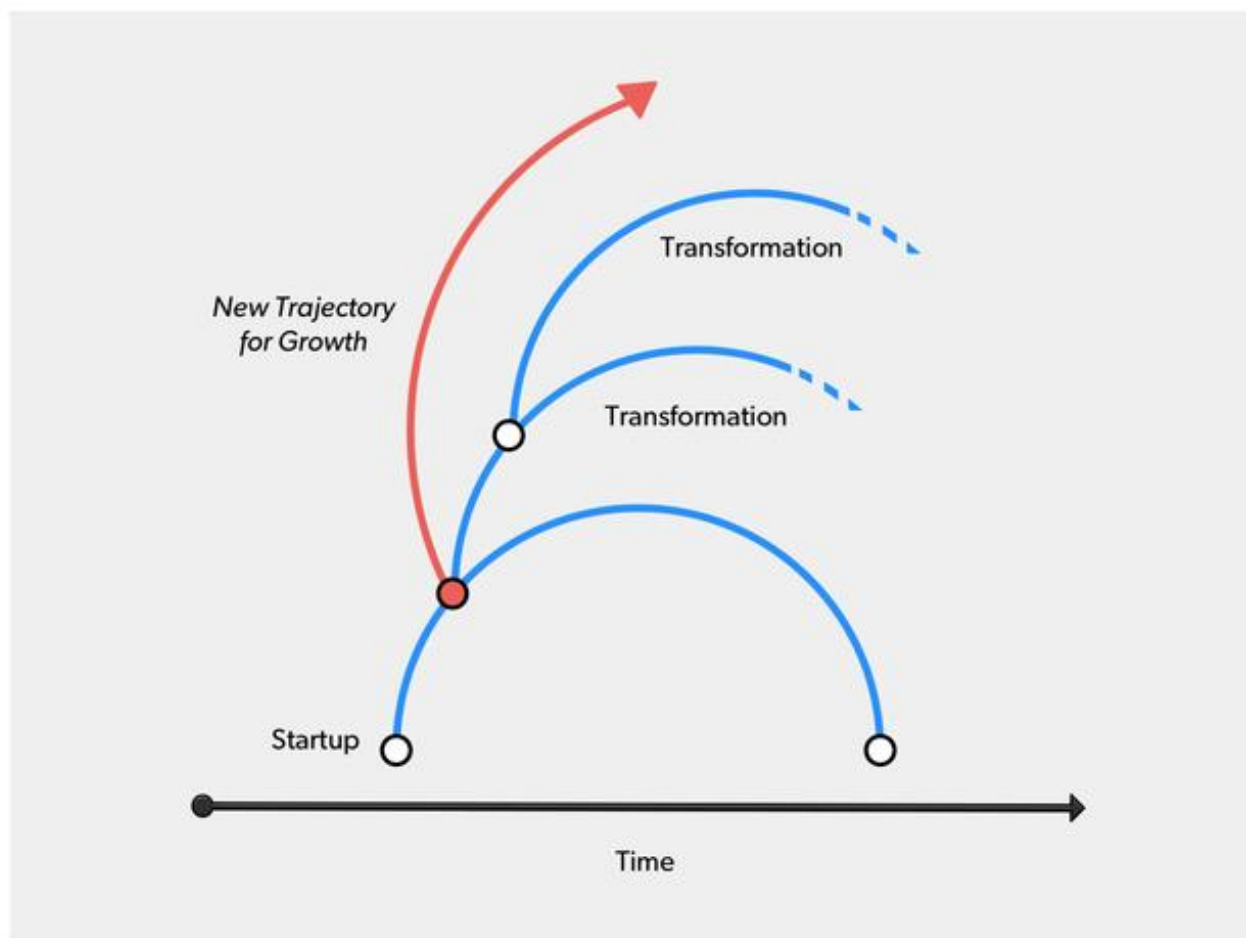
...But You Are Never Safe



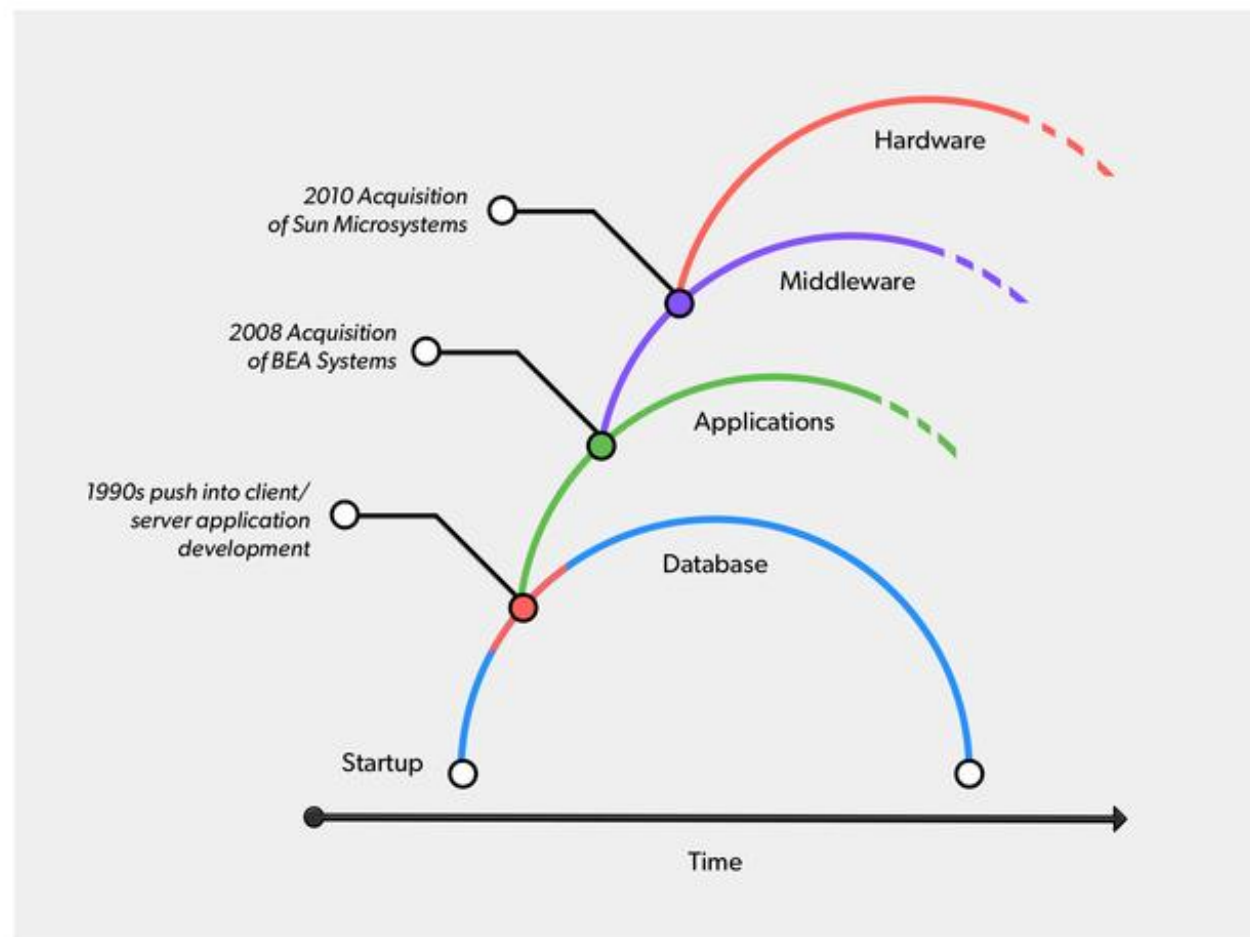
The Arc Of Company Life...



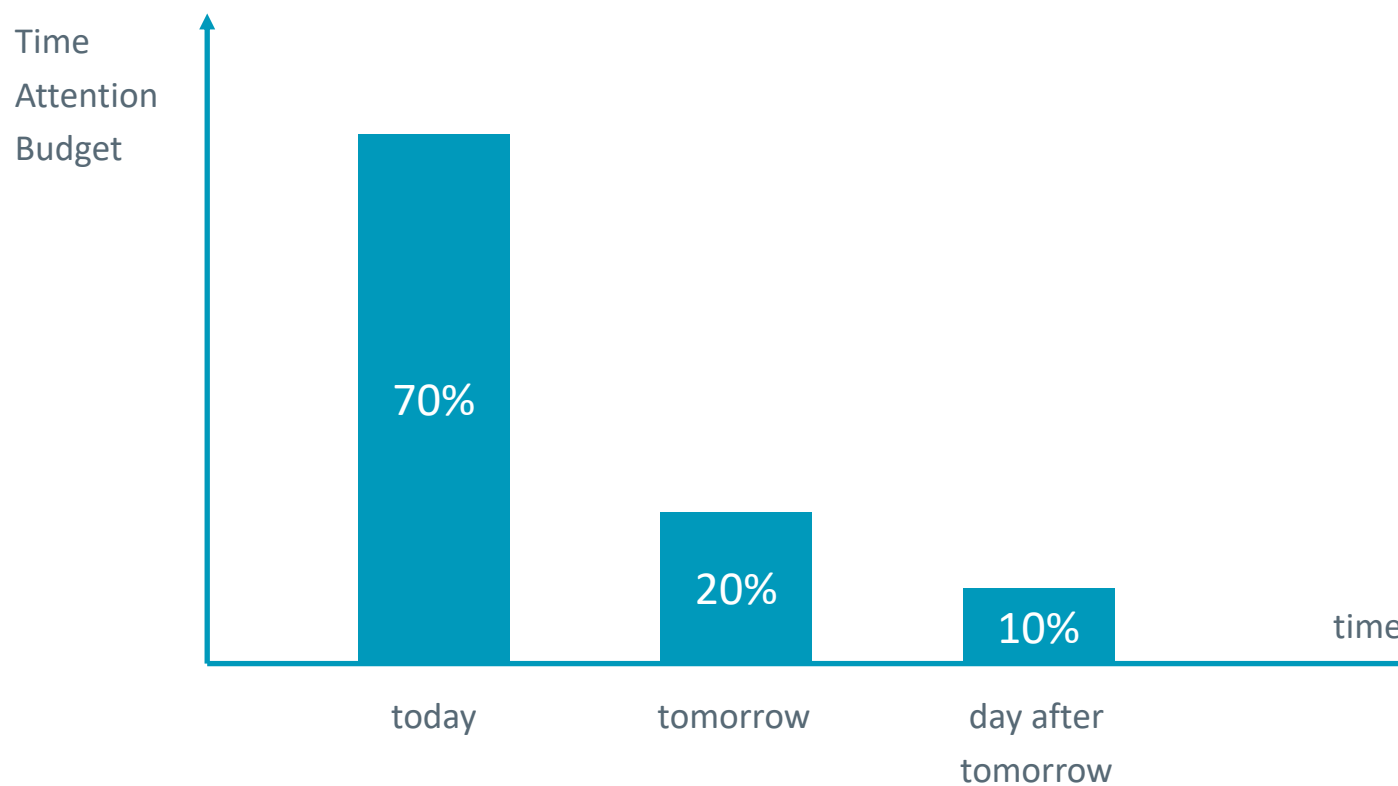
...And How To Prolong It



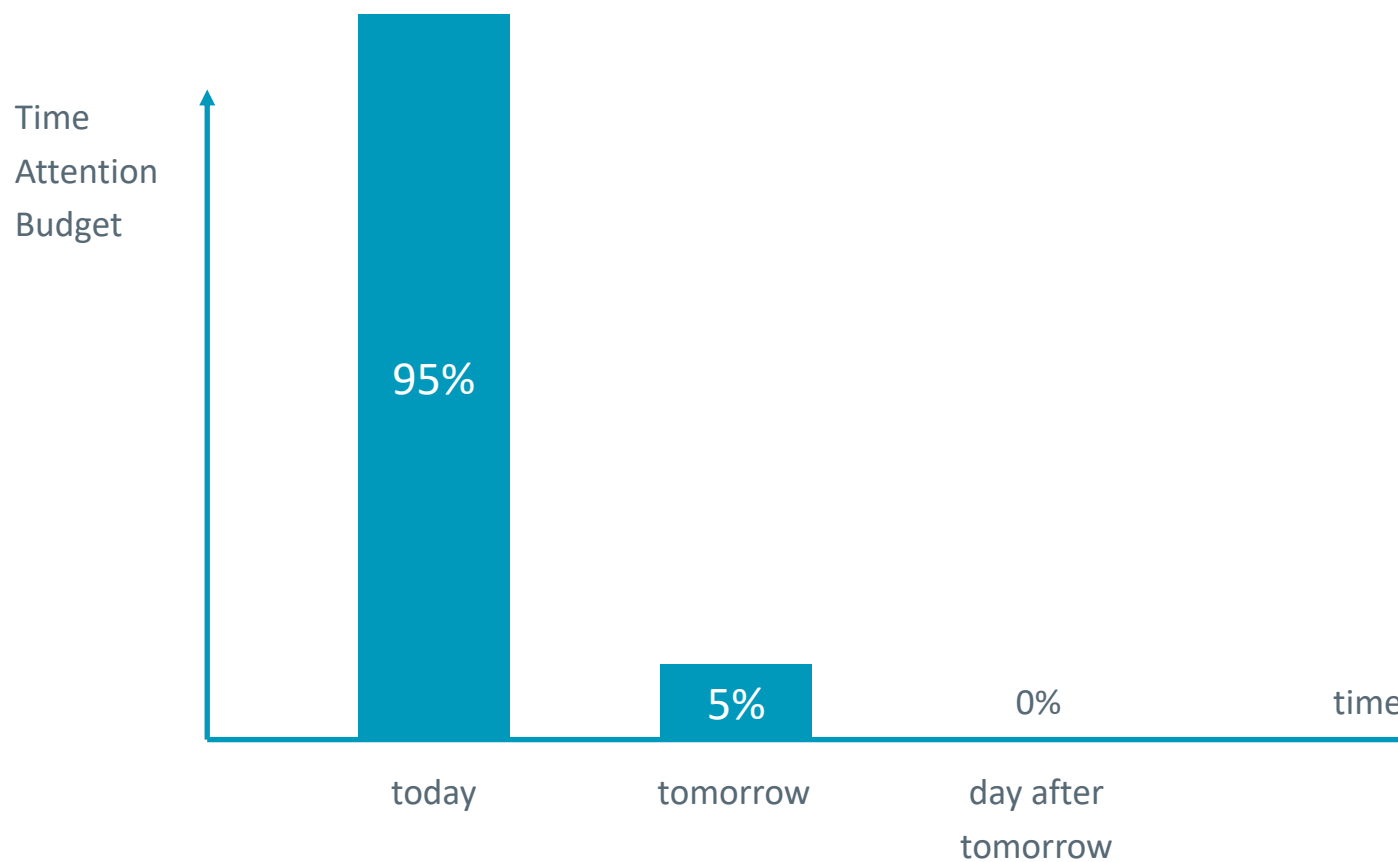
And Here's How It Looks For ORACLE



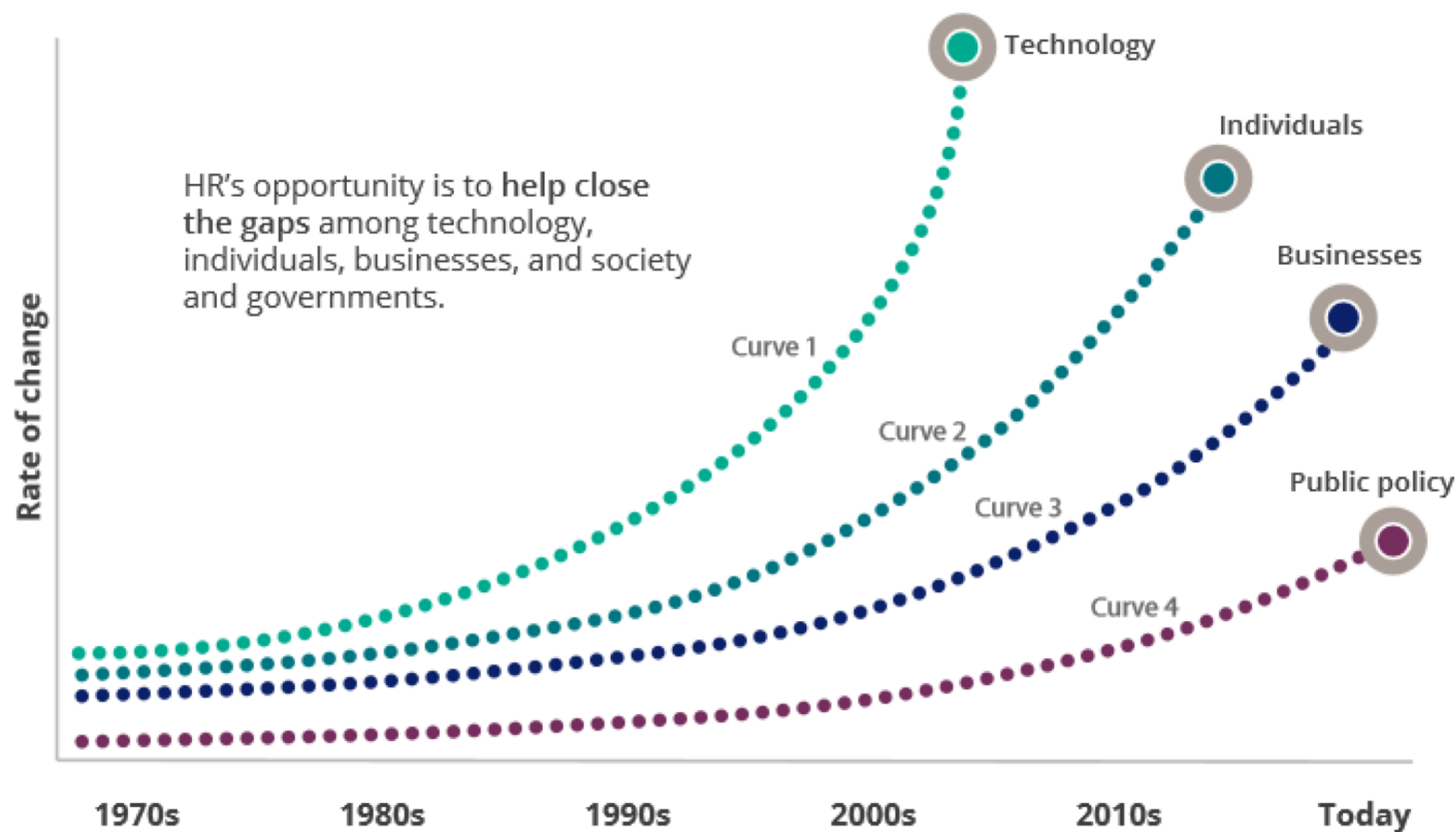
Budget Distribution



Quite Often The Reality...



The Gaps Grow Dramatically



Deloitte University Press | dupress.deloitte.com

BIG Questions...?

- Why is it almost impossible for large organisations to spot new and radical technologies quickly, and develop their potential?
- Why are large corporations so eager to acquire new startups, and why are they capable of messing them up so profoundly in such a record time?
- How is it possible that large corporations – even when they understand their challenges and the directions they need to take – are incapable of moving on their own, without external help and guidance?

THE FUTURE OF WORK

It's a VUCA World





It is not the strongest of the species that survives, nor the most intelligent that survives. It is the one that is the most adaptable to change.

Charles Darwin



Learn to Adapt!!!

Anonymous

Plantation Thinking vs Rainforest Thinking



The mono cultural world of a plantation



The lush rainforest:
diverse, unpredictable, evolving, exciting

Replacing a 100 Year Old Workforce Model

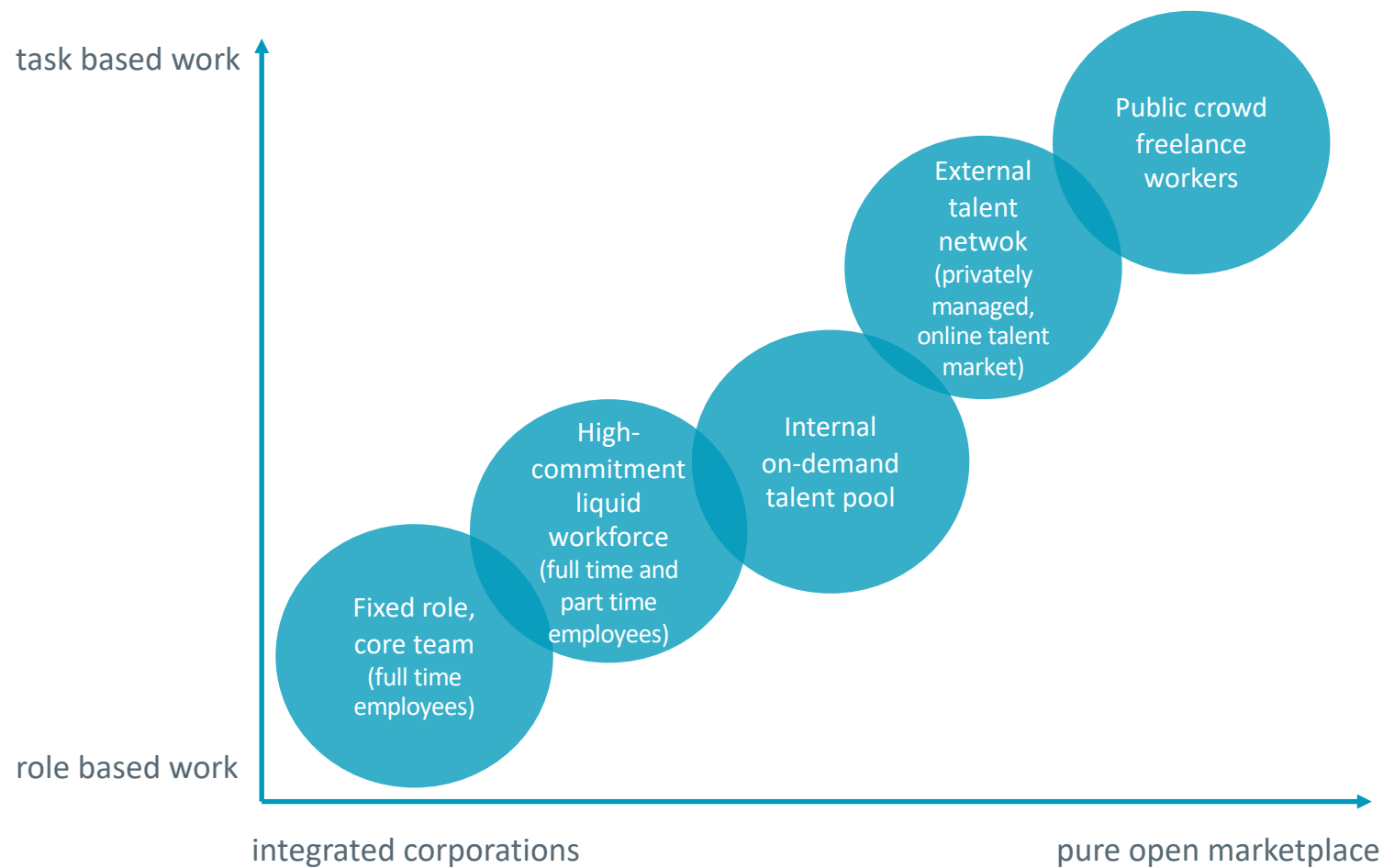
Old Workforce Model

- Based on fixed roles and rules
- Designed for stable markets and long-term project planning
- Extremely successful for large companies for decades
- Corporate bureaucracy and politics
- Inherently maintains the status quo

New Workforce Model

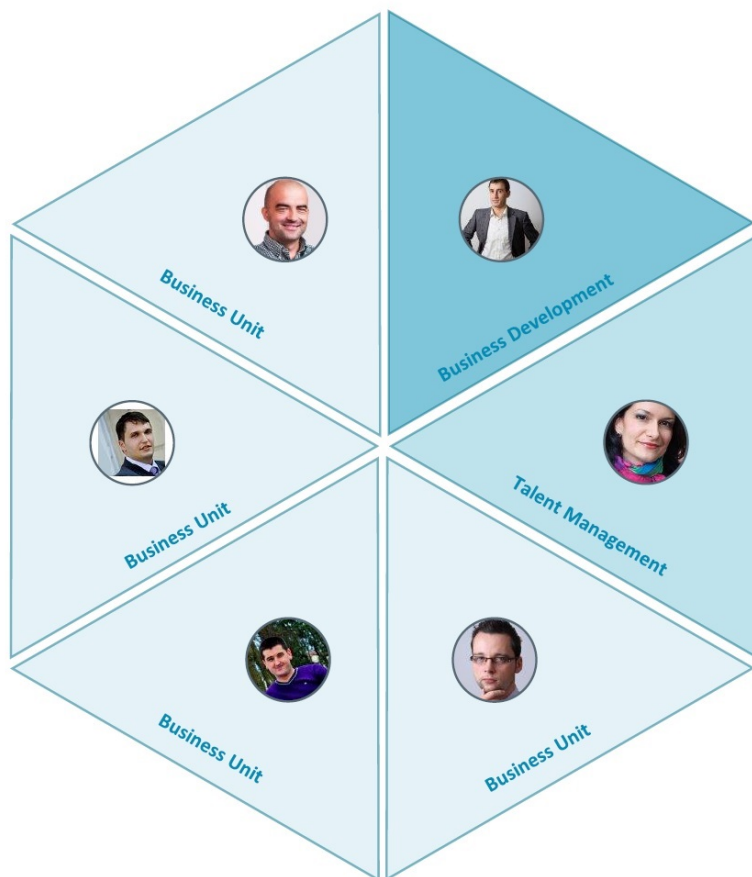
- No fixed roles, instead: tasks and skills are viewed as the basic components
- Management of work is going online, labor is going on-demand, thus solving the talent problem: efficiently matching the supply and demand for people and skills in a highly personalized way.
- Collaborative platforms fuel on-demand enterprises
- Virtualized and distributed workplaces (using tools like Slack, GitHub, Yammer, Skype, ...)

Workforce Marketplace



Accessa's Cell Based Organization

The operational way: Business Units



- Our organization is structured as a collection of cells, each serving a **specific purpose** and interacting with the other cells in order to fulfill that purpose
- Cells can be formed or removed **dynamically**, in order to meet market or organizational **demands**
- While Business Unit Cells and operational structures are responsible of **delivering projects**, Competence Centers consolidate functional knowledge in technical communities and are responsible for their **professional growth**

Accessa's Cell Based Organization

The strategic way: Competence Centers



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Any Questions?



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