

# Now you are in the Cloud – So what?

PRESENTATION AT M3 USER GROUP NORWAY

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**infor**



**THE FINAL DESTINATION ON THE JOURNEY?**  
**OR**  
**JUST THE STARTINGPOINT ON AN ADVENTURE**

M3 USER GROUP NORWAY

# Topics to be covered



**Optimise  
vs  
Transform**

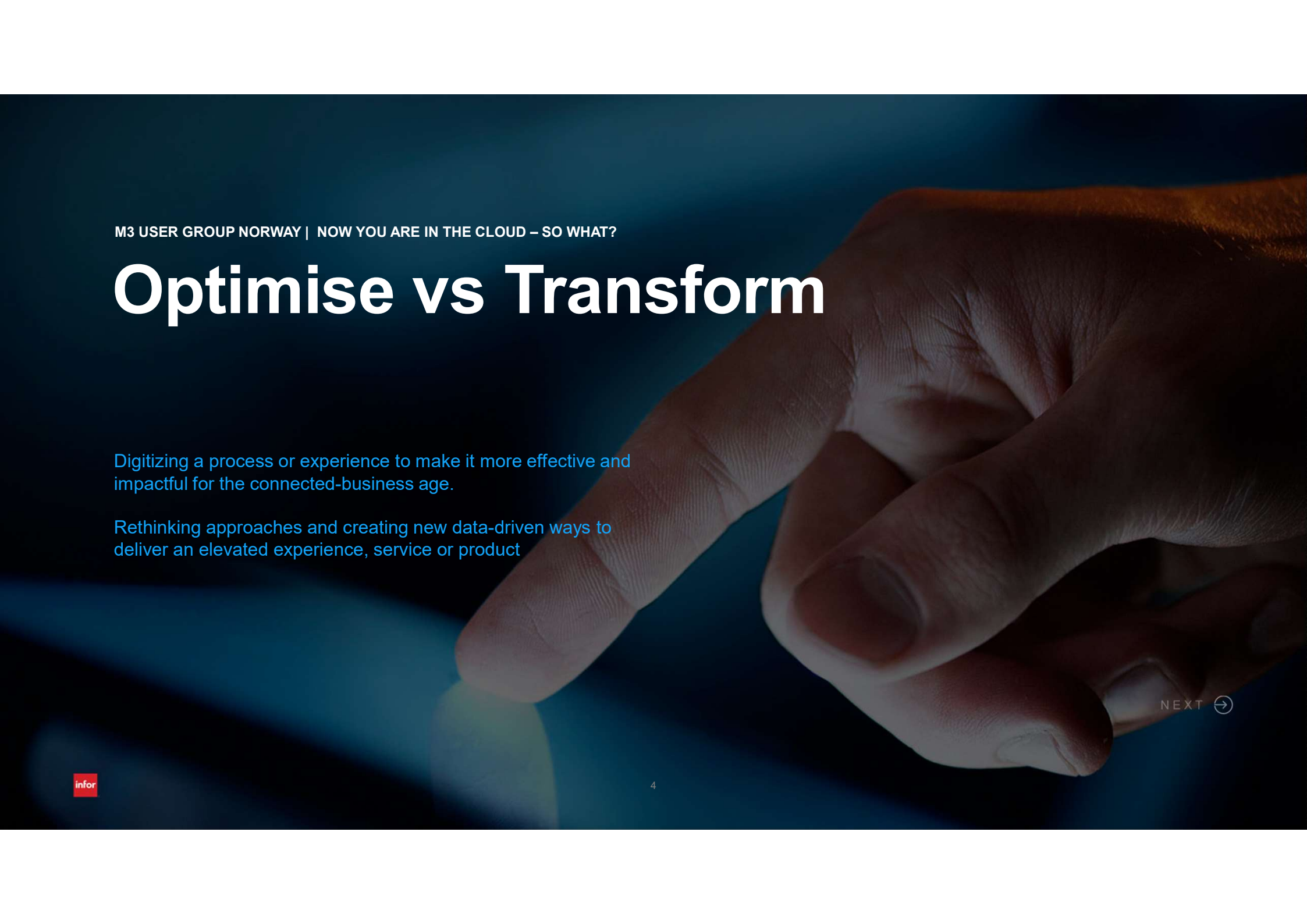


**The  
Digital  
Strategy**



**Governance  
in a Cloud  
context**



A close-up of a hand with the index finger pointing towards the left, set against a dark background with a blue light source creating a glow on the hand and the surface it's pointing at.

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# Optimise vs Transform

Digitizing a process or experience to make it more effective and impactful for the connected-business age.

Rethinking approaches and creating new data-driven ways to deliver an elevated experience, service or product

NEXT →



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## Some Key Challenges

In an environment when several different dimensions are changing in an accelerating pace new ways of working needs to be established to meet and manage upcoming and often unknown requirements



### The workforce of tomorrow

Skills are a personal matter  
Freelance is increasing  
AI & ML will have a major impact  
Generation Z are entering the business life



### The Customer of tomorrow

From B2B  
to B2C  
to B2Me



### The Network of tomorrow

Network - the new highways  
Combine vendors, freighters and financial institutes  
IoT – with a new focus

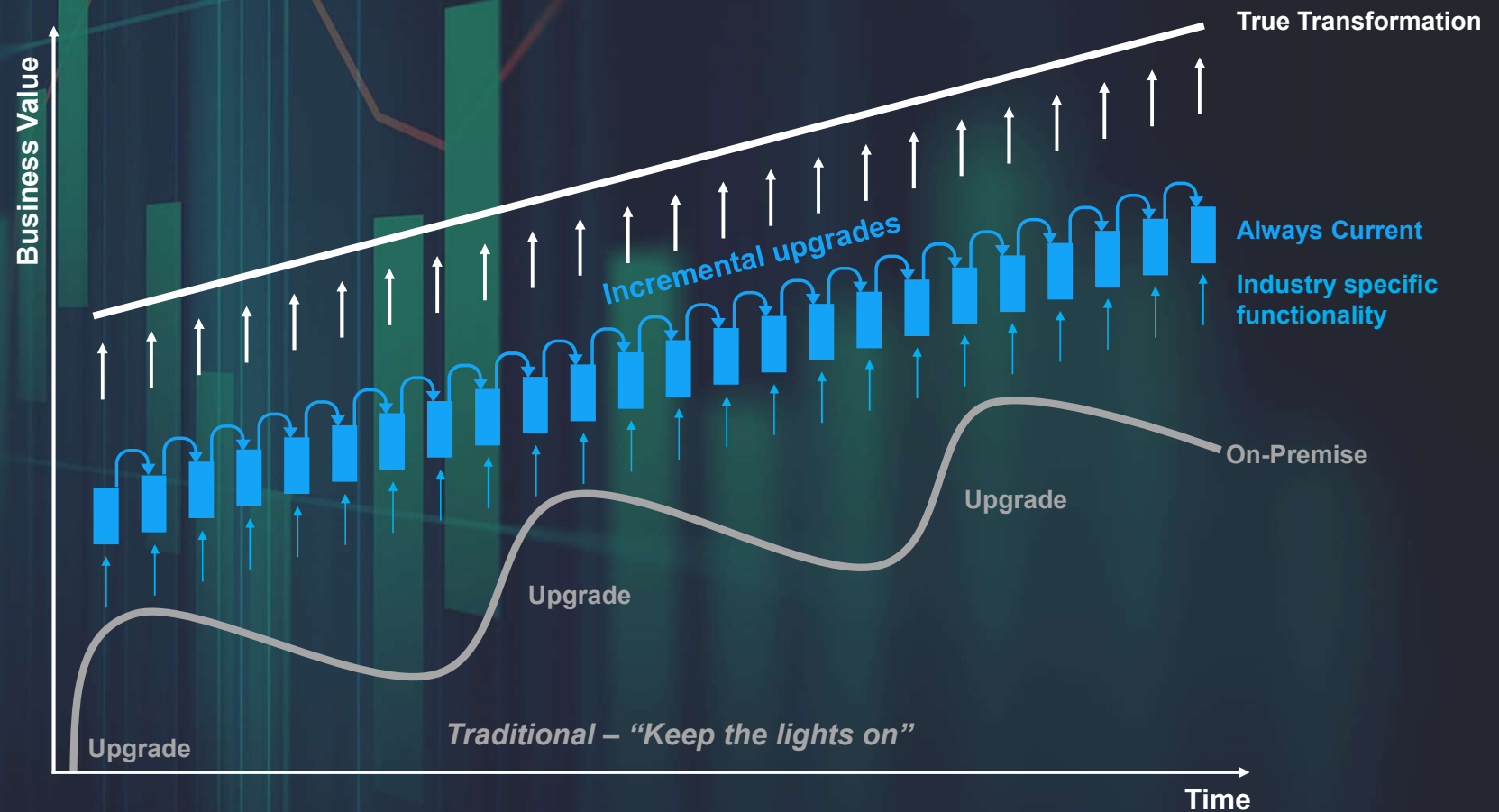


### The "Product" of tomorrow

Service is the new product

# Drive Industry progression by connecting the power of Business and Digitalization

When combining the promise of Business Transformation with an industry specific and “always current” solutions, True Transformation is possible



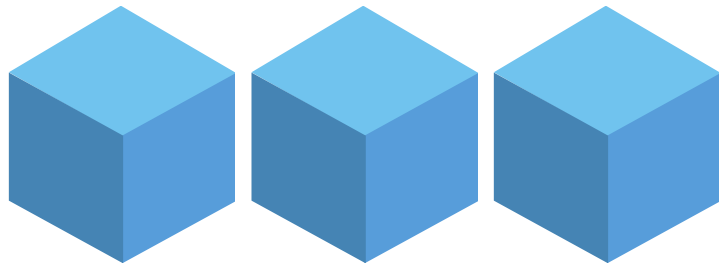
**AUTOMATE  
OPTIMISE**



**DIFFERENTIATE  
TRANSFORM**

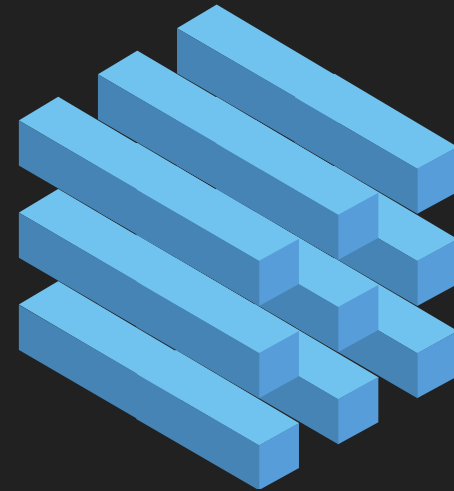


# AUTOMATE OPTIMISE



Digitising a process or experience to make it more effective and impactful for the connected-business age

# DIFFERENTIATE TRANSFORM



Rethinking approaches and creating new data-driven ways to deliver an elevated experience, service or product

# AUTOMATE



Digitizing a process or experience to make it more effective and impactful for the connected-business age.



Automated / customer configured quote to order process



Compliance dashboards and warnings for 'off-plan' projects



Workforce productivity with barcoding & RFID in production, warehouse & logistics

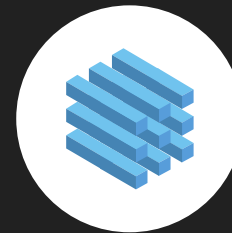


Predictive maintenance-plant



Electronic document management of orders, specifications, bids

# DIFFERENTIATE



Rethinking business and creating new data-driven ways to deliver an elevated experience, service or product.



New business models including subscription, rental & consumption charging



XR training & remote assist for engineers in the field to diagnose & repair



3D printing of spare parts on customer site – stock held virtually



Predictive maintenance on customer equipment allowing for dynamic service contracts



Telematics & data science to optimize 'fleet' utilization for customer

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# The Digital Strategy

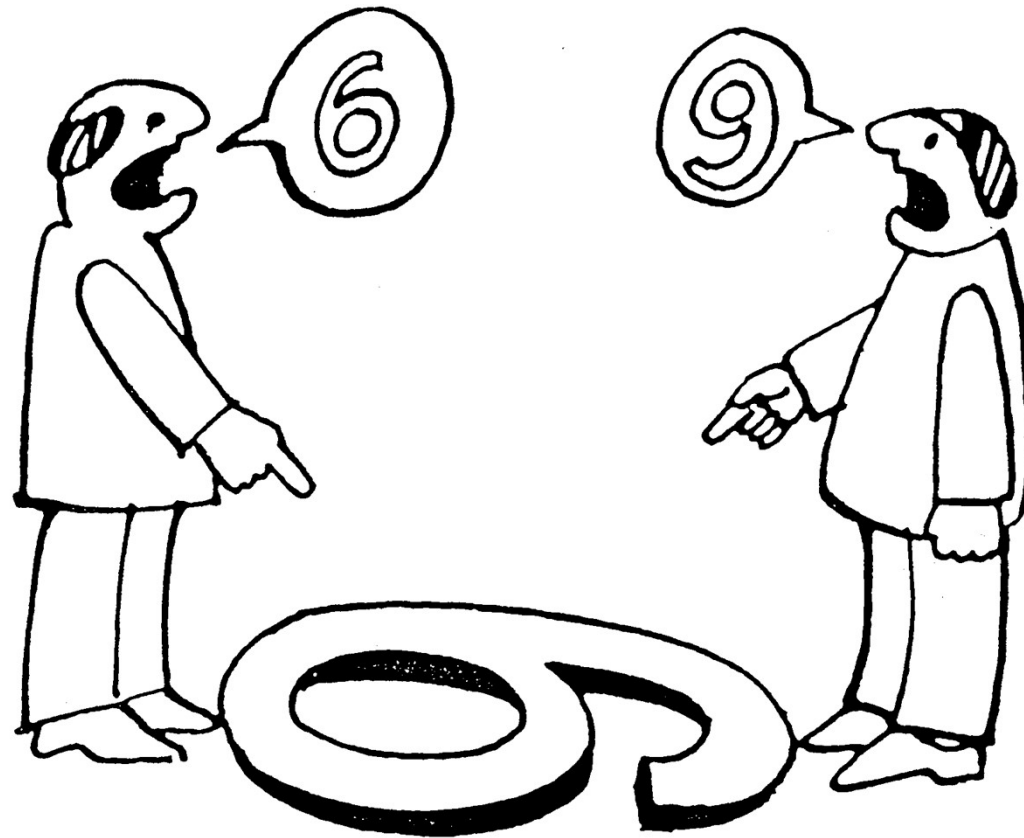
Start with the end in mind to set the future destination and identify the steps and values that can be delivered through out the journey

NEXT →





## Clients vs. Users



## Perspective & Opinion



# Experience vs. Design



WE'RE  
ING LOCAT RE




Tasks vs. Outcomes







A black and white photograph of a hand holding a small white rectangular sign. The sign has a thin black border and contains the text 'How to develop a framework for pursuing digital initiatives?'. The background is a blurred, dark, textured surface, possibly foliage or a wall. The hand is positioned at the bottom center, with the thumb and index finger holding the sign.

*How to develop  
a framework for  
pursuing digital  
initiatives?*



# Start with the end in mind

DREAM BIG: WHAT WILL YOUR NEW ORGANIZATION LOOK LIKE?

```
lib/scientist/result.rb 1:1
class Scientist::Result
  attr_reader :candidates
  attr_reader :control
  attr_reader :experiment
  attr_reader :ignored
  attr_reader :mismatched
  attr_reader :observations

  # Public: Create a new result.
  # Parameters:
  #   experiment - the Experiment this result is for
  #   observations - an Array of Observations
  #   control - the control Observation
  def initialize(experiment, observations = [], control = nil)
    @experiment = experiment
    @observations = observations
    @control = control
    @candidates = observations - [control]
    evaluate_candidates

    freeze
  end

  # Public: the experiment's context
  def context
    experiment.context
  end

  # Public: the name of the experiment
  def experiment_name
    experiment.name
  end

  # Public: was the result a match between all candidates?
  def matched?
  end
end
```

DIGITAL ROADMAP

# Solving Mission Critical Business Issues

CORE

FOUNDATION

Digital Backbone

Core  
Infor  
CloudSuite  
+  
Infor OS

WHAT THE  
PRODUCT  
DOES

