

The future of managed business transformations

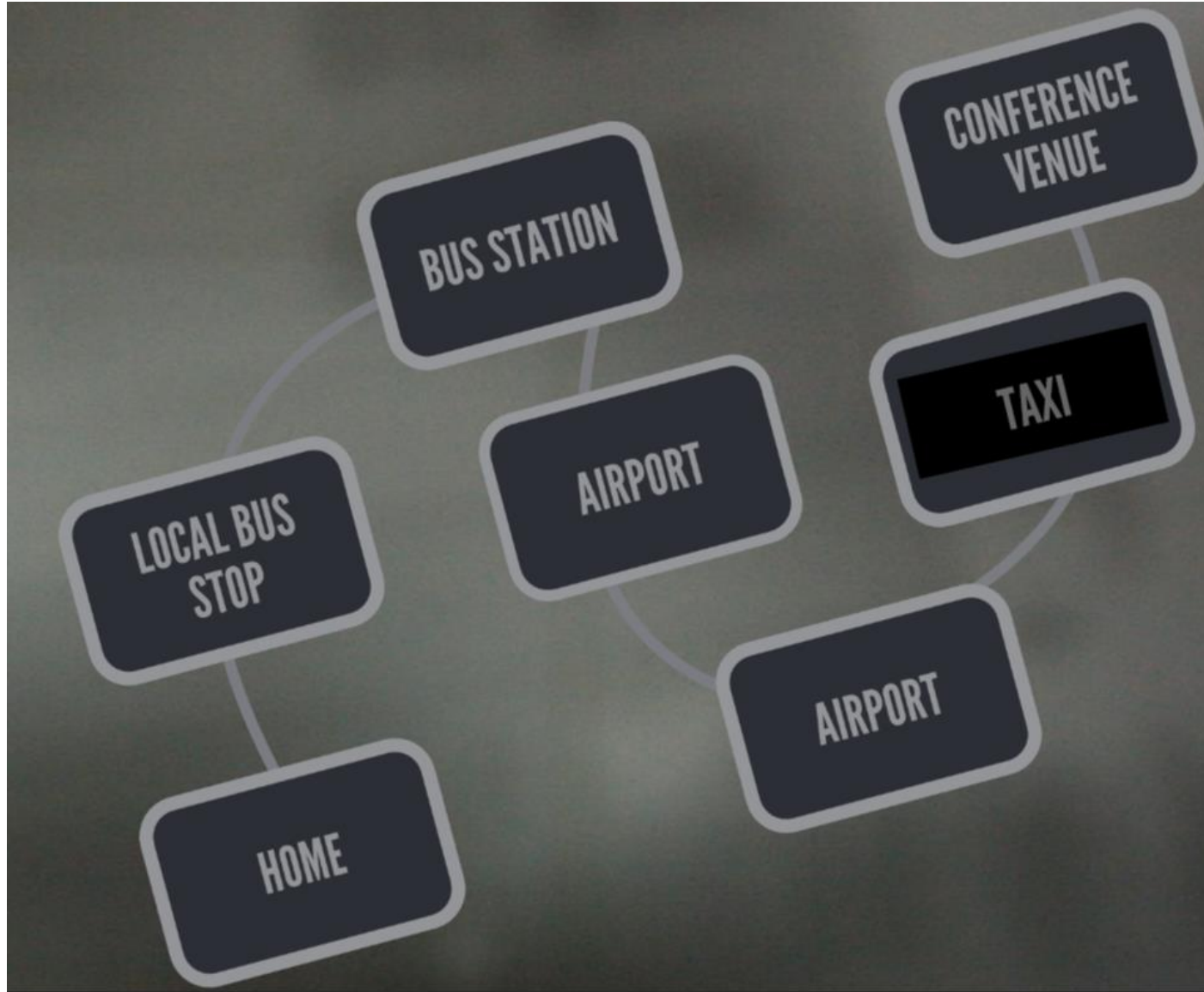
Kuno Brodersen, QualiWare



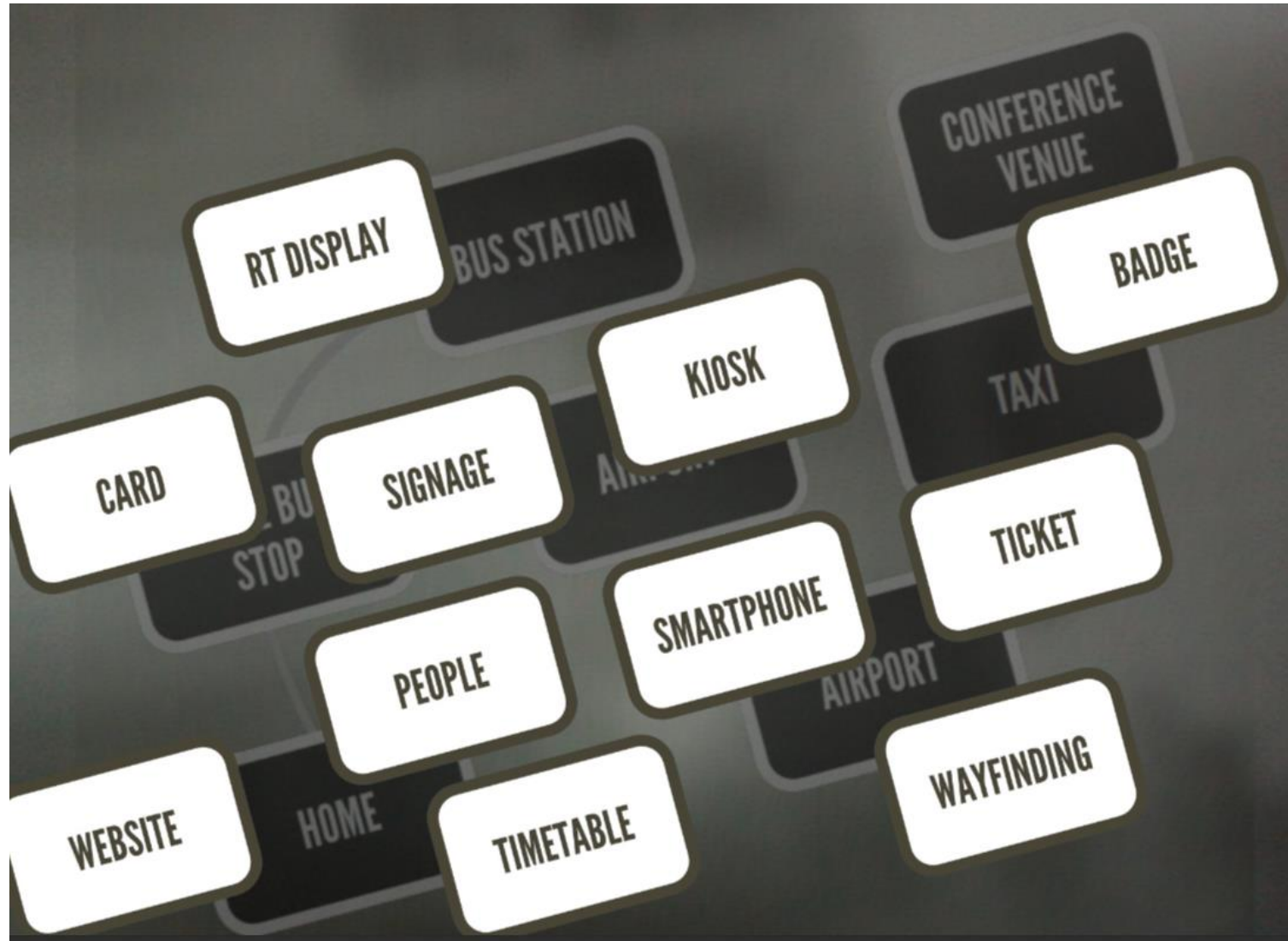


QualiWare worldwide

Analog age



Digital age



**ACTIVITIES AND
ARTIFACTS **MERGE** INTO
COMPLEX EXPERIENCES**

Post Digital Age

An additional layer changing the fabric of reality itself



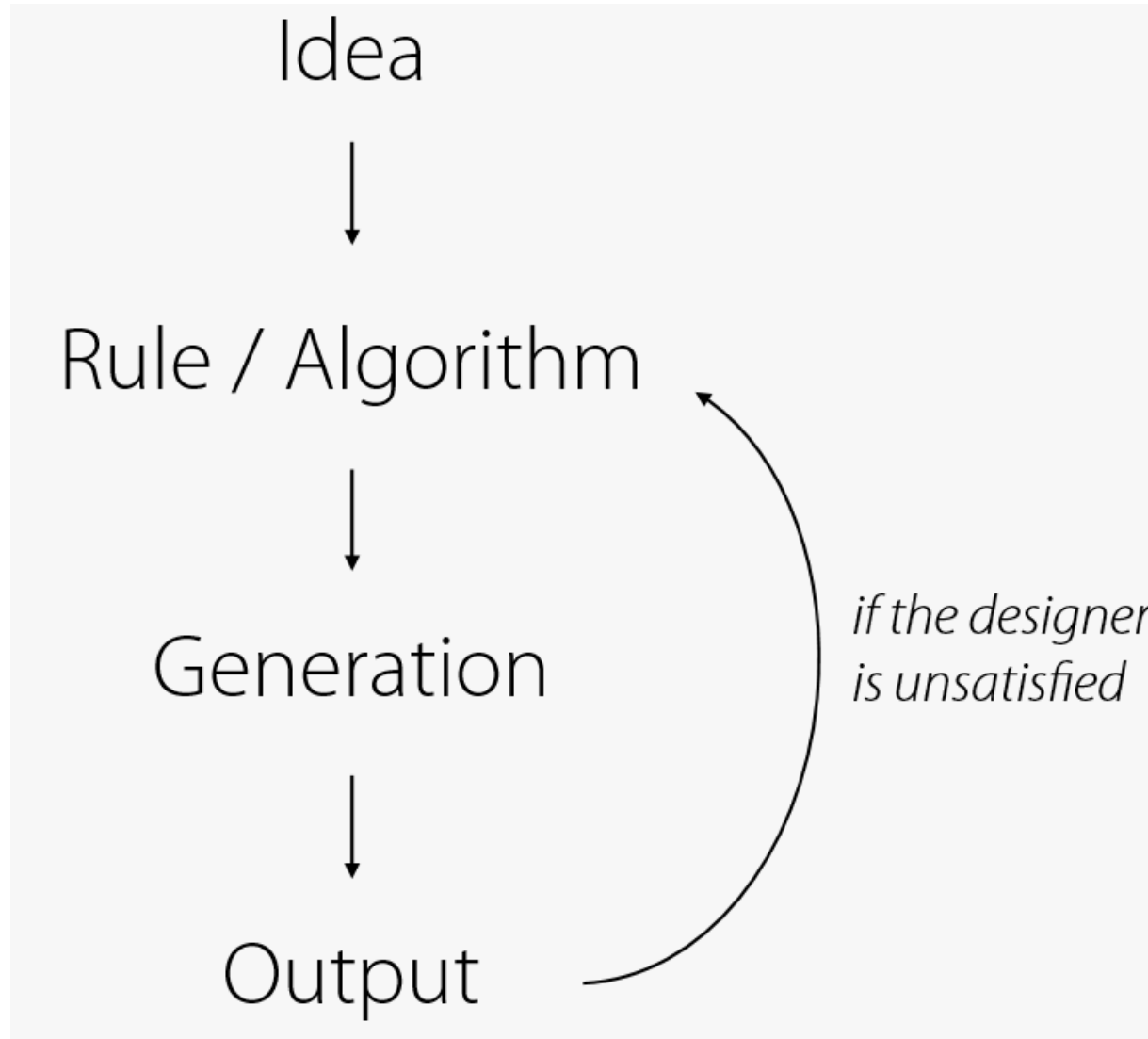
IT WILL BE NOTICED ONLY
BY ITS **ABSENCE**, NOT ITS
PRESENCE

– N. NEGROPONTE, BEYOND DIGITAL (1998)

the new enterprise
connected + networked
contextual + engaging
evolutive + emerging
adaptive + dynamic
dynamic + agile
soft + fluid

Enterprise Design

The Generated Business



new enterprise design
intent, not plan
patterns, not solutions
engines, not artifacts
tools, not documents
principles, not guidelines
influence, not roadmaps
impact, not outcomes
platform, not food chain

The situation

- To stay competitive businesses need to **react rapidly** to market dynamics. **Decision making** and implementation of **required transformations** is made difficult by the complexity in business and the fact that for most people **change** is viewed negatively

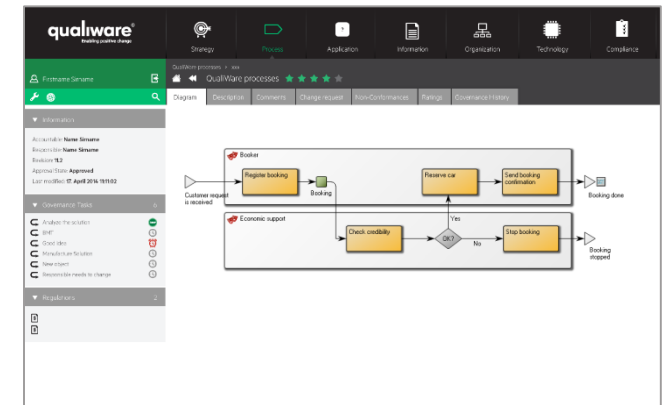
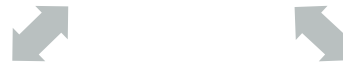
How can we help?



Coherency

Consistency

Consensus

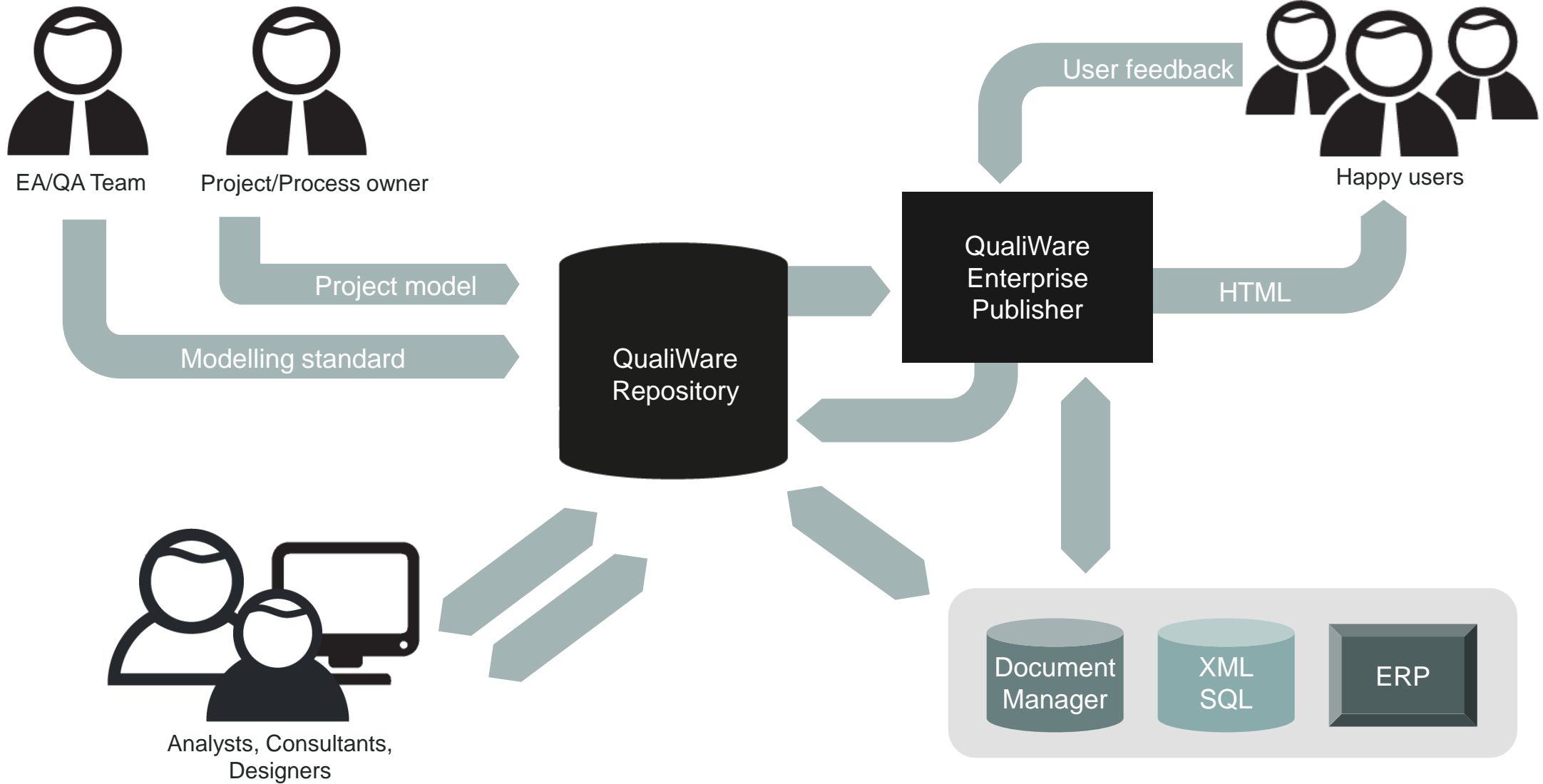


The solution

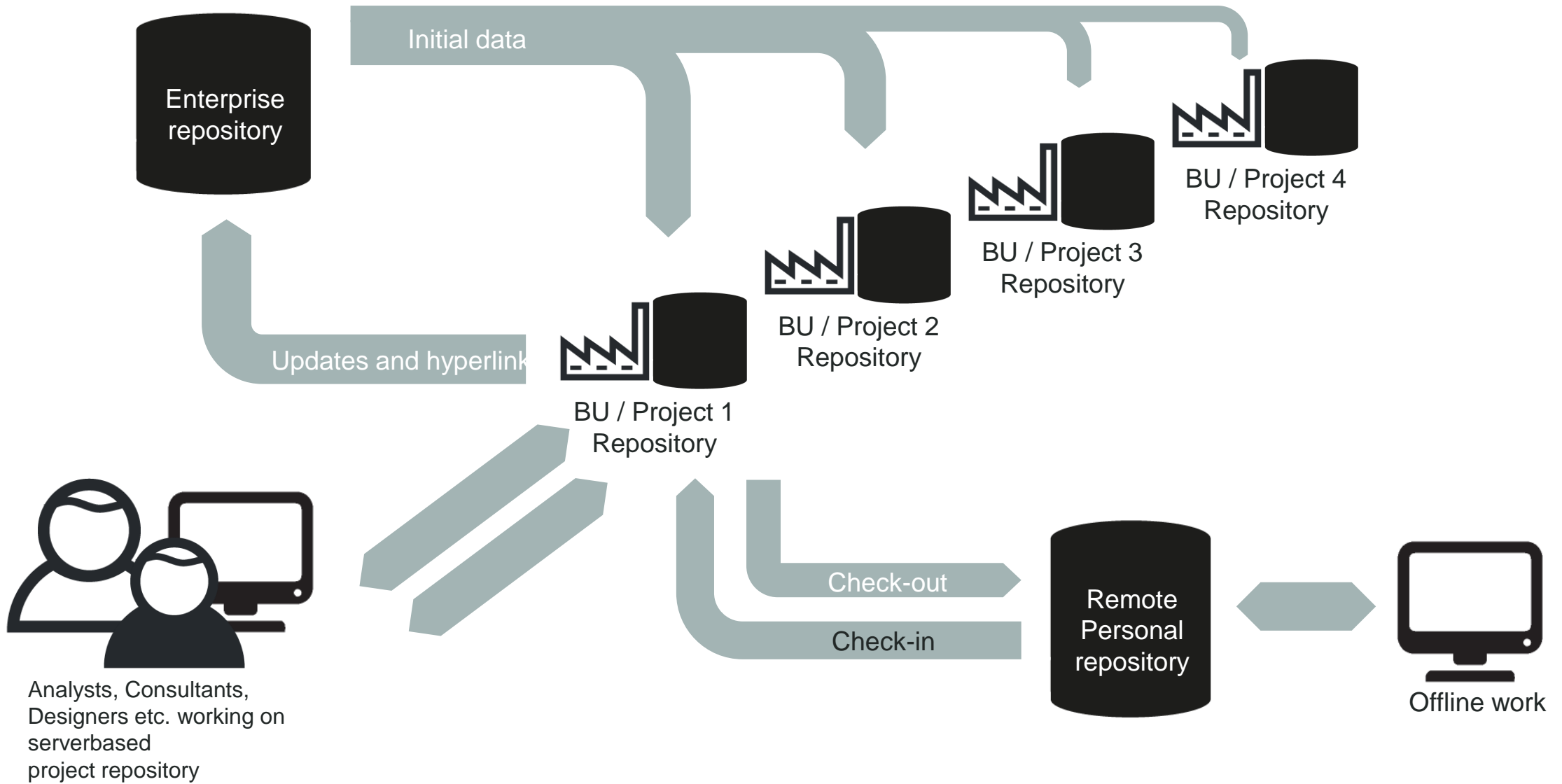


- *QualiWare enables positive change* by providing tools, methods and services that ensures coherency, consensus and consistency, and we support the **agile** and **innovative** company in handling **complex knowledge**, maintained by **multiple persons** with **different roles** and backgrounds, in a **continuous process**.

Typical scenario



Corporate repository architecture



"10+ mill USD annual savings in maintenance fee by discontinuing more than 500 applications"

Using QualiWare's technology, literally thousands of customers from private as well as public sectors have reported improvements like the above.

"Reduction in training lead time from 30 to 3 days when introducing an employee to a new work area"

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“More than 200 external audit days per year resulting in just two findings – ***a 90% decrease in findings*** compared to the previous management system”

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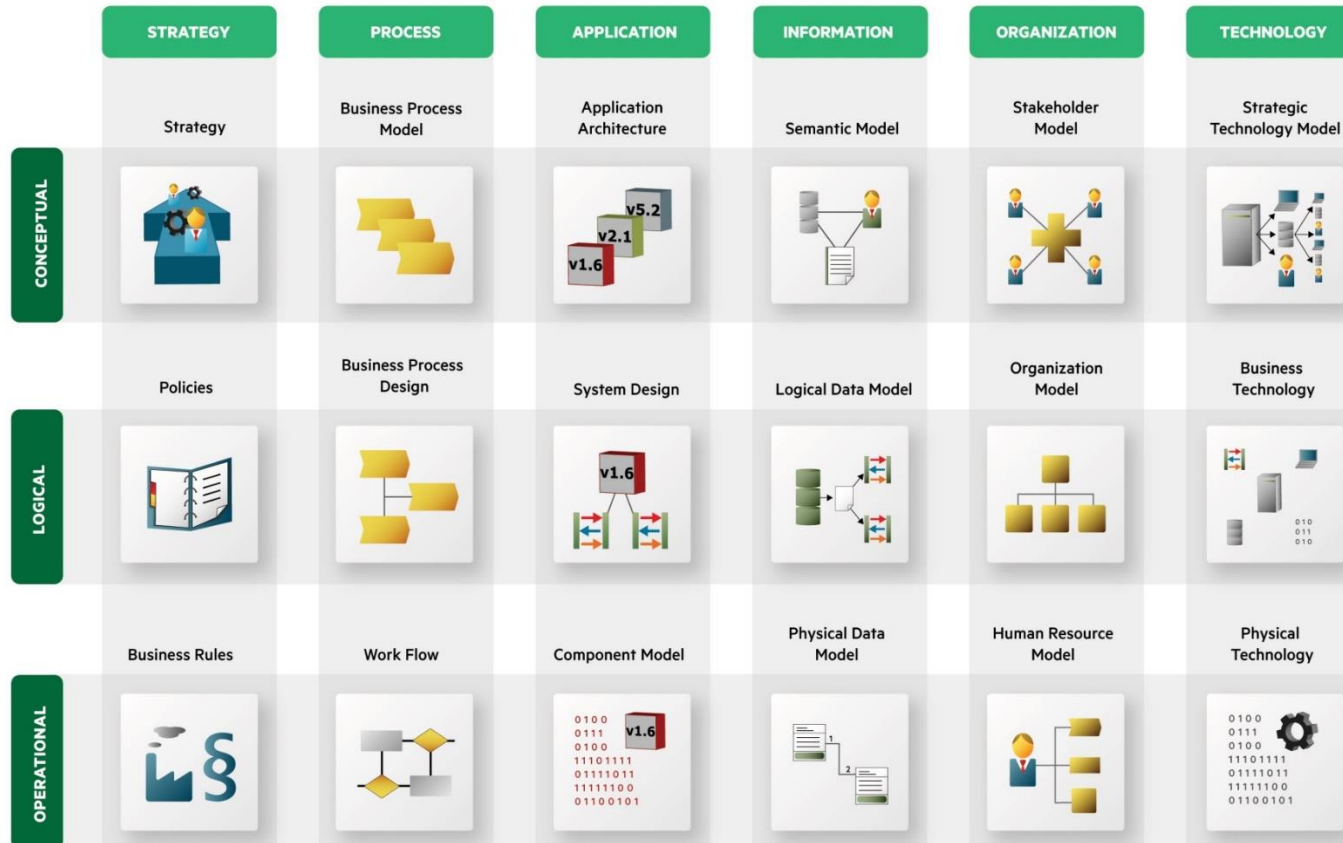
“An increase in relevant employee process improvement suggestions from average 50 per year to 1100 per year”

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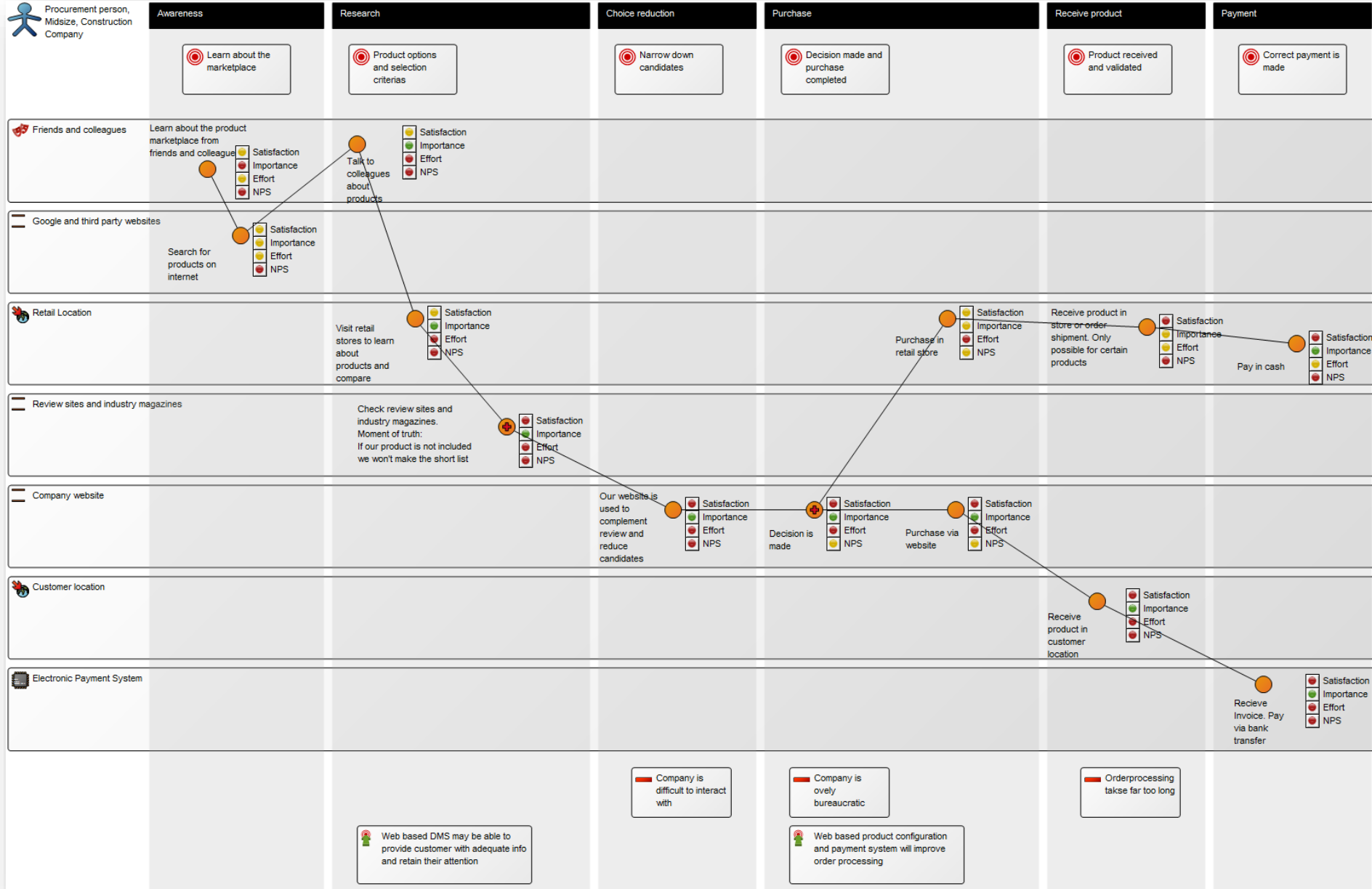
QualiWare productline



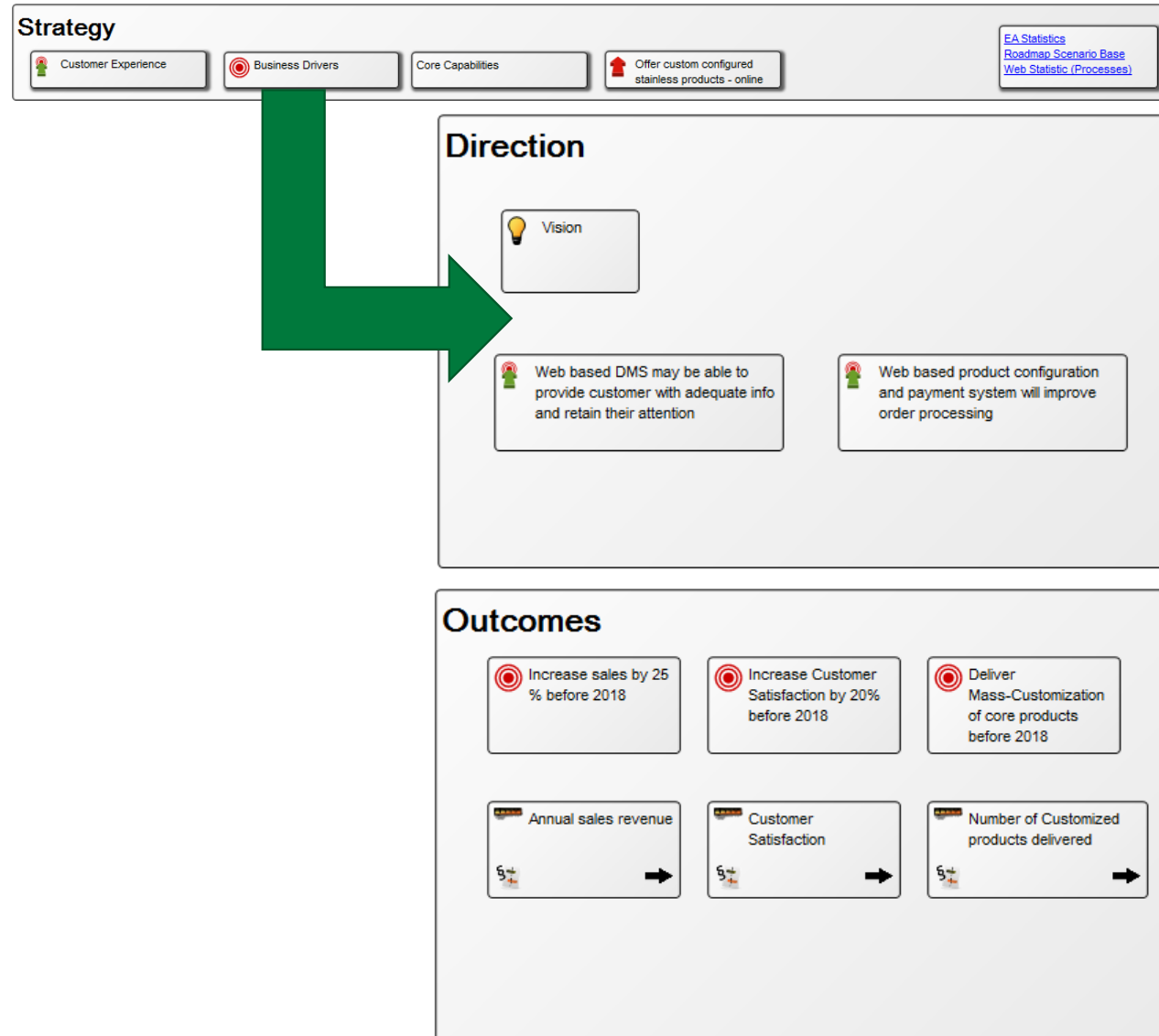
QualiWare EA Framework



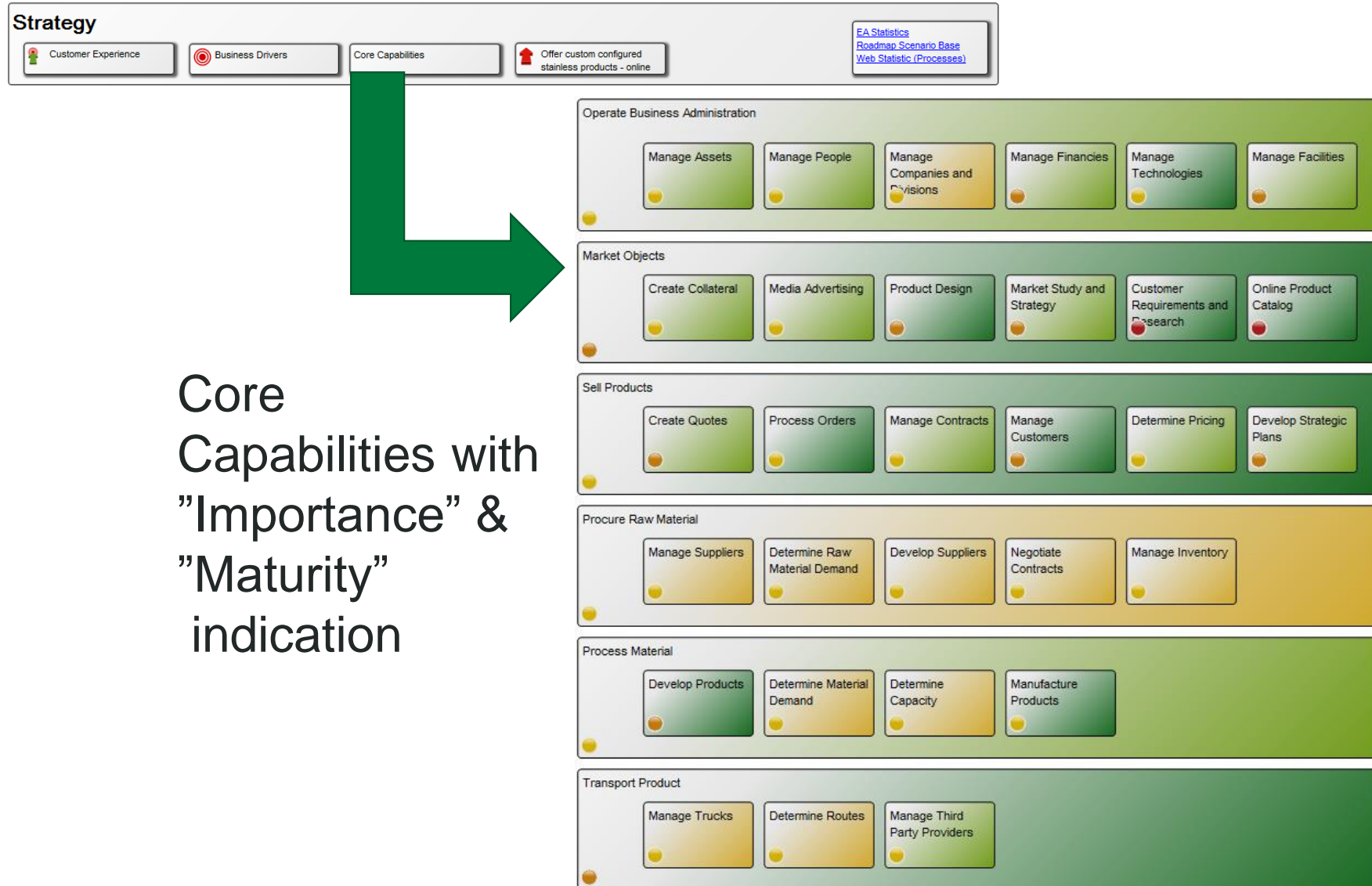
Customer Journey Map



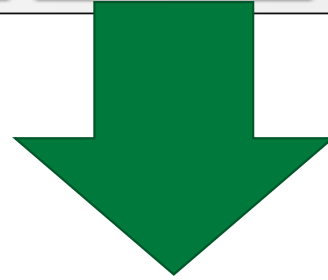
Business Outcomes & Metrics to apply to the future Customer Journey Map








Business Capabilities required for the future state Customer Journey Map

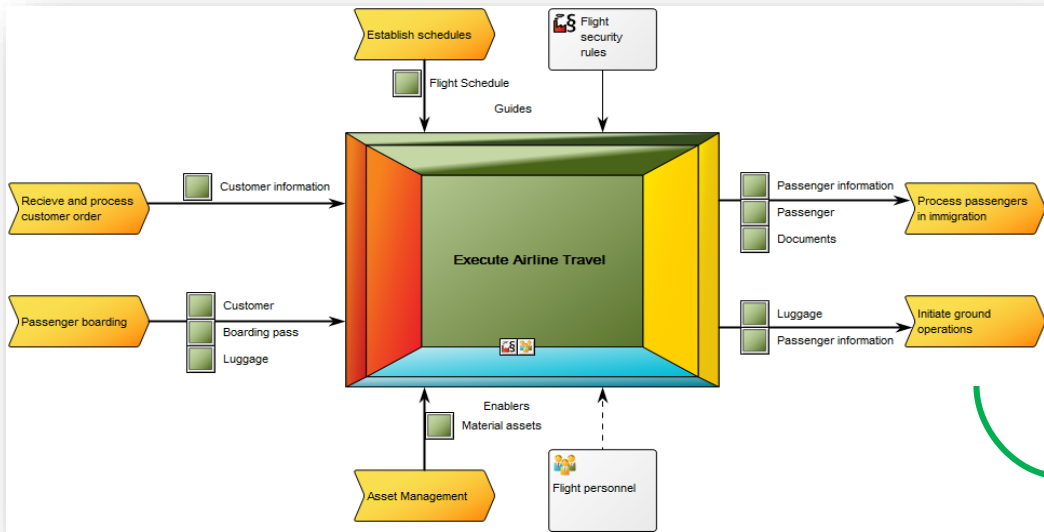


Strategic Roadmap

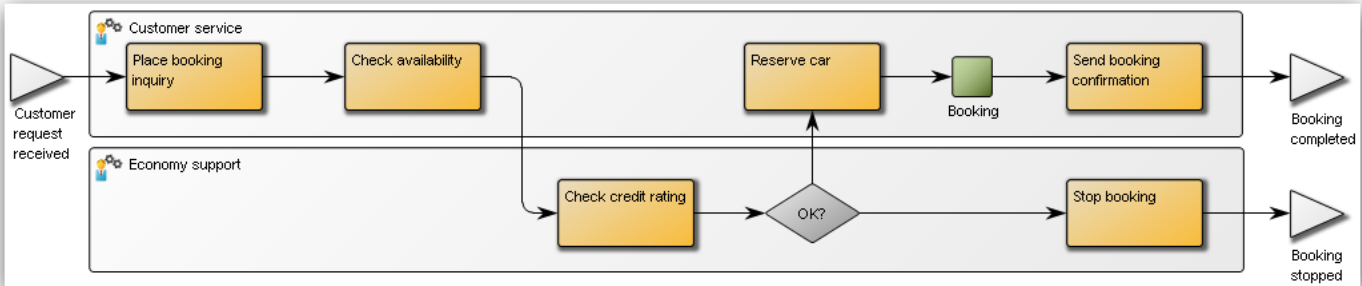


Offer custom configured stainless products - online

H2 - 2011	H1 - 2012	H2 - 2012	H1 - 2013	H2 - 2013	H1 - 2014	H2 - 2014	H1 - 2015	H2 - 2015	H1 - 2016
 Global CRM									
	 Develop processes for Mass Customization								
			 Online Product Configuration System						
			 Provide Total Customer Information and Service Platform						
						 Roll-out of new Products and Service Offerings			



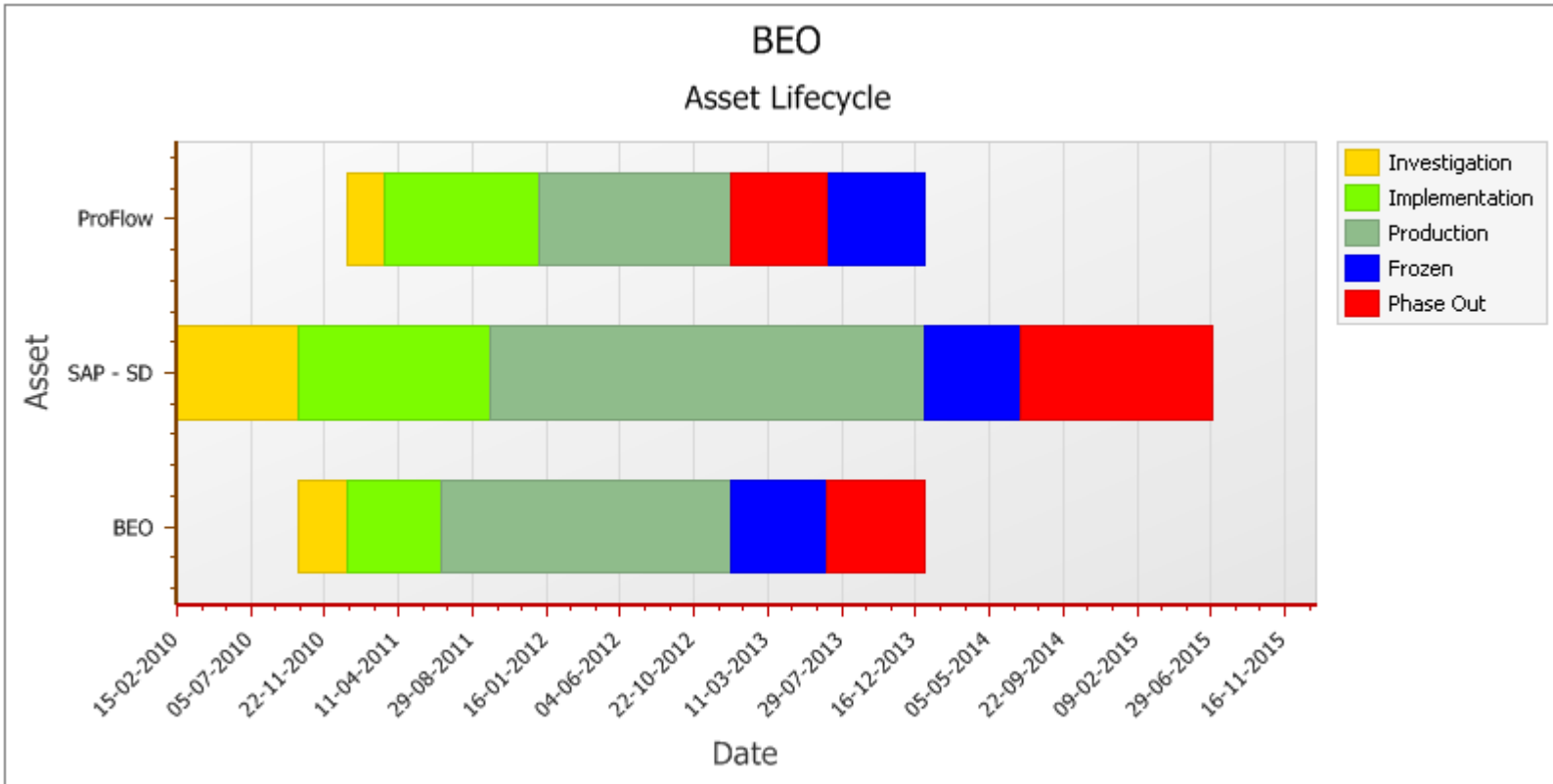
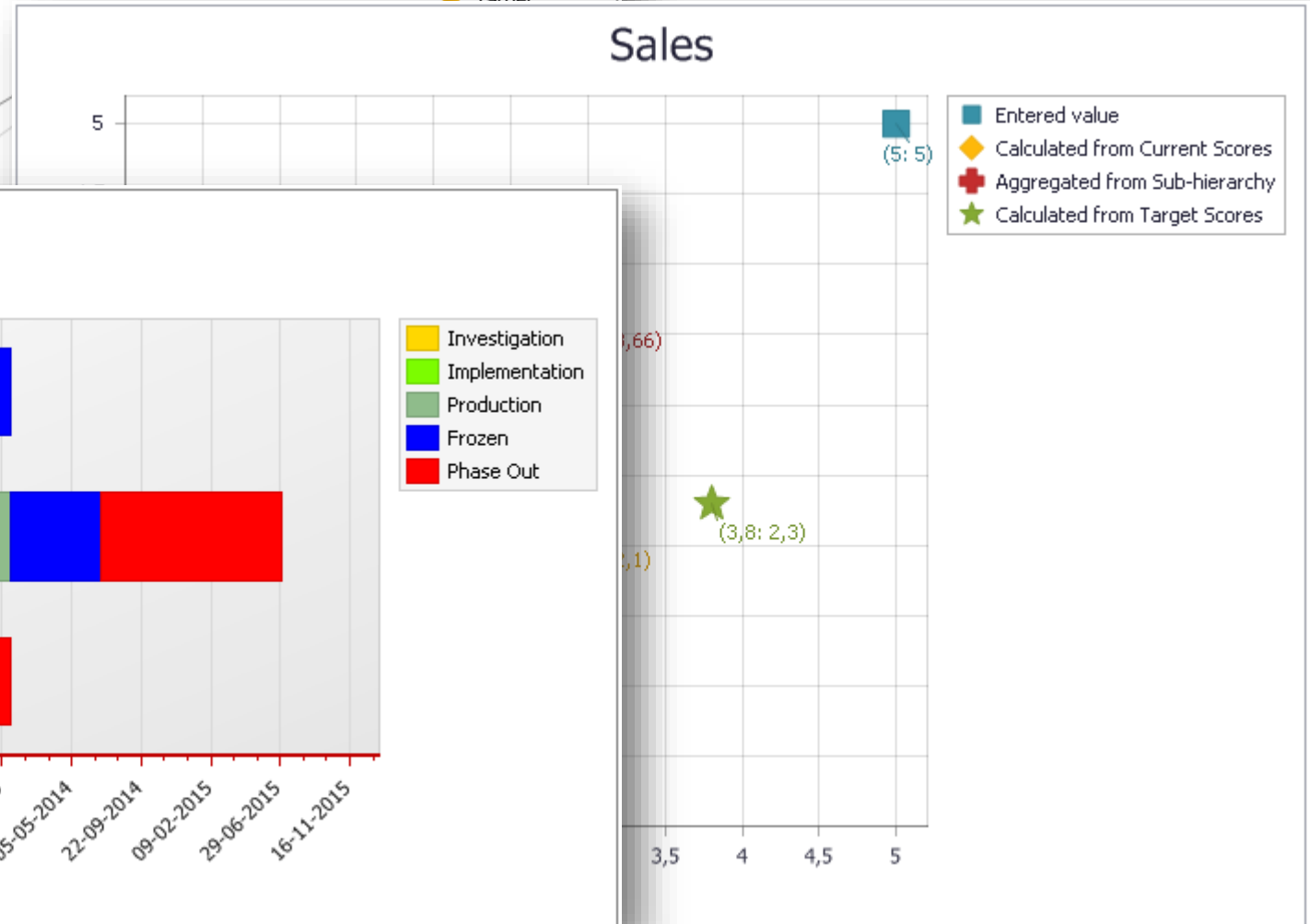
Core processes breaks down to sub processes...



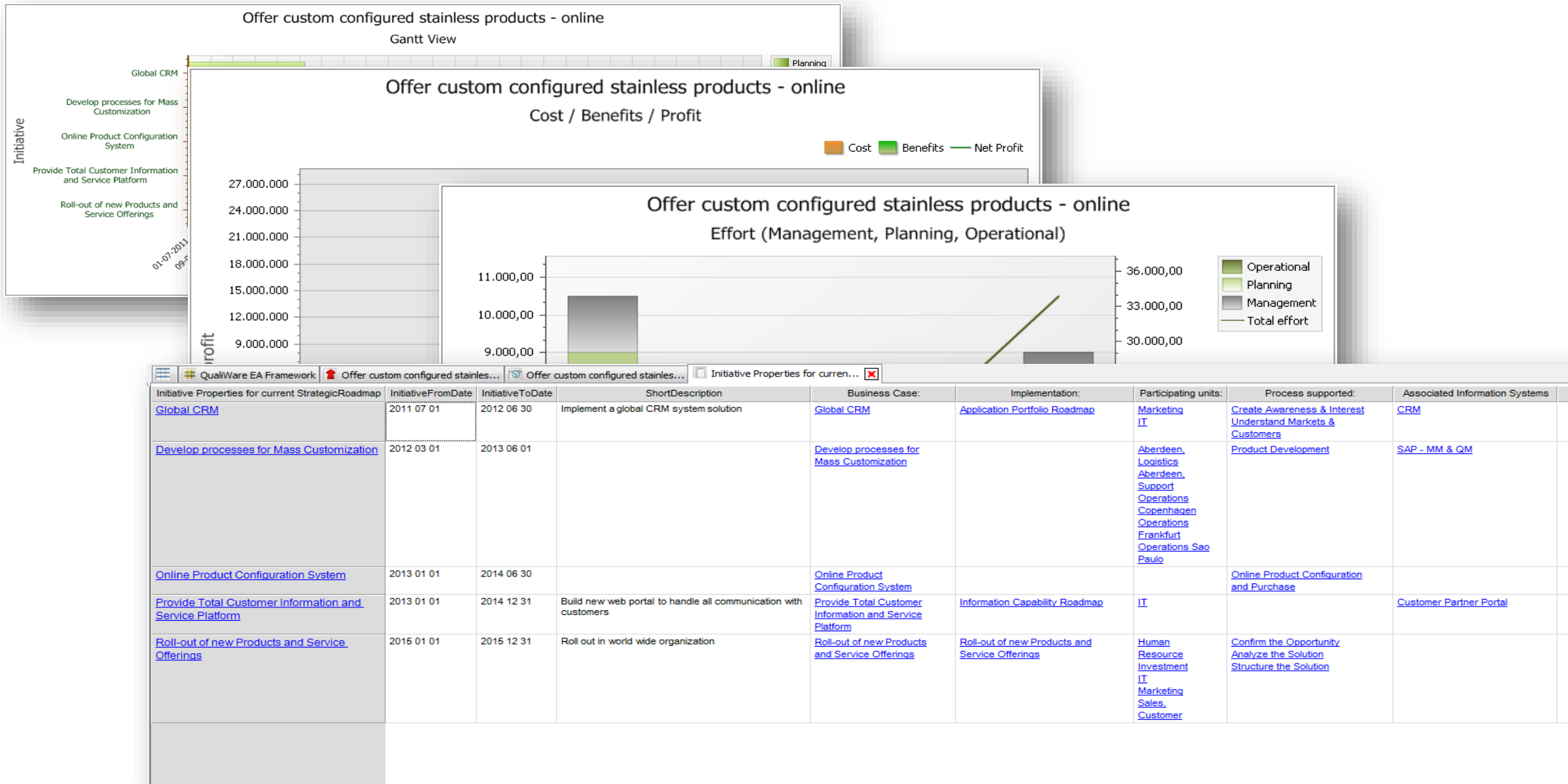
...and are visualized by workflow diagrams

Business outcomes

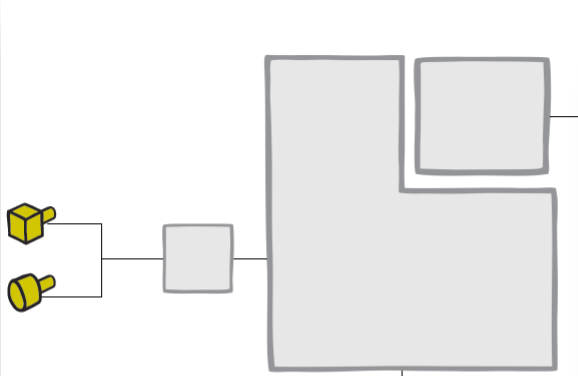
- Business Capabilities
- Application Portfolio Mgmt.

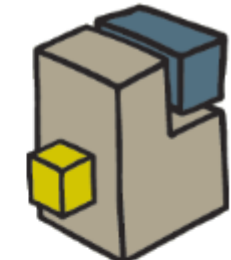



Predefined reports, matrices and analyses



Digital Factory – Product architecture

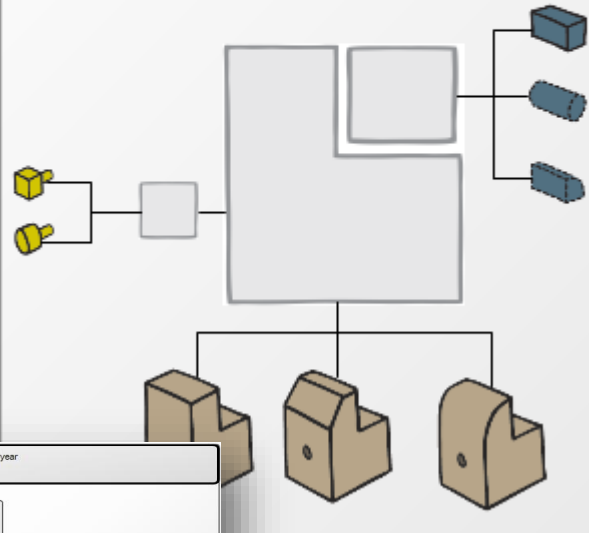


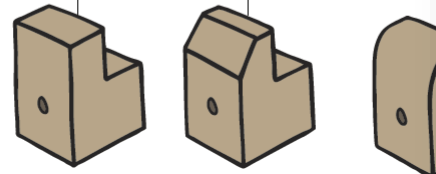


 North America, Europe


ProductDemand

Product One Architecture [ProductArchitecture]

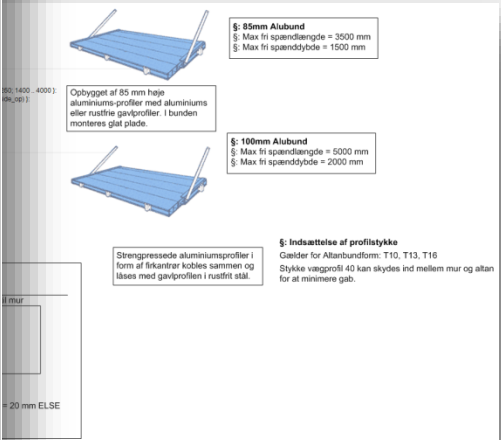




Expectations








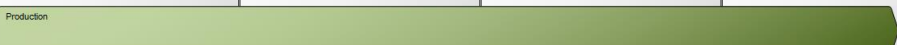
● Male
● Female



§: 85mm Alubund
 §: Max fri spændelængde = 3500 mm
 §: Max fri spænddybde = 1500 mm

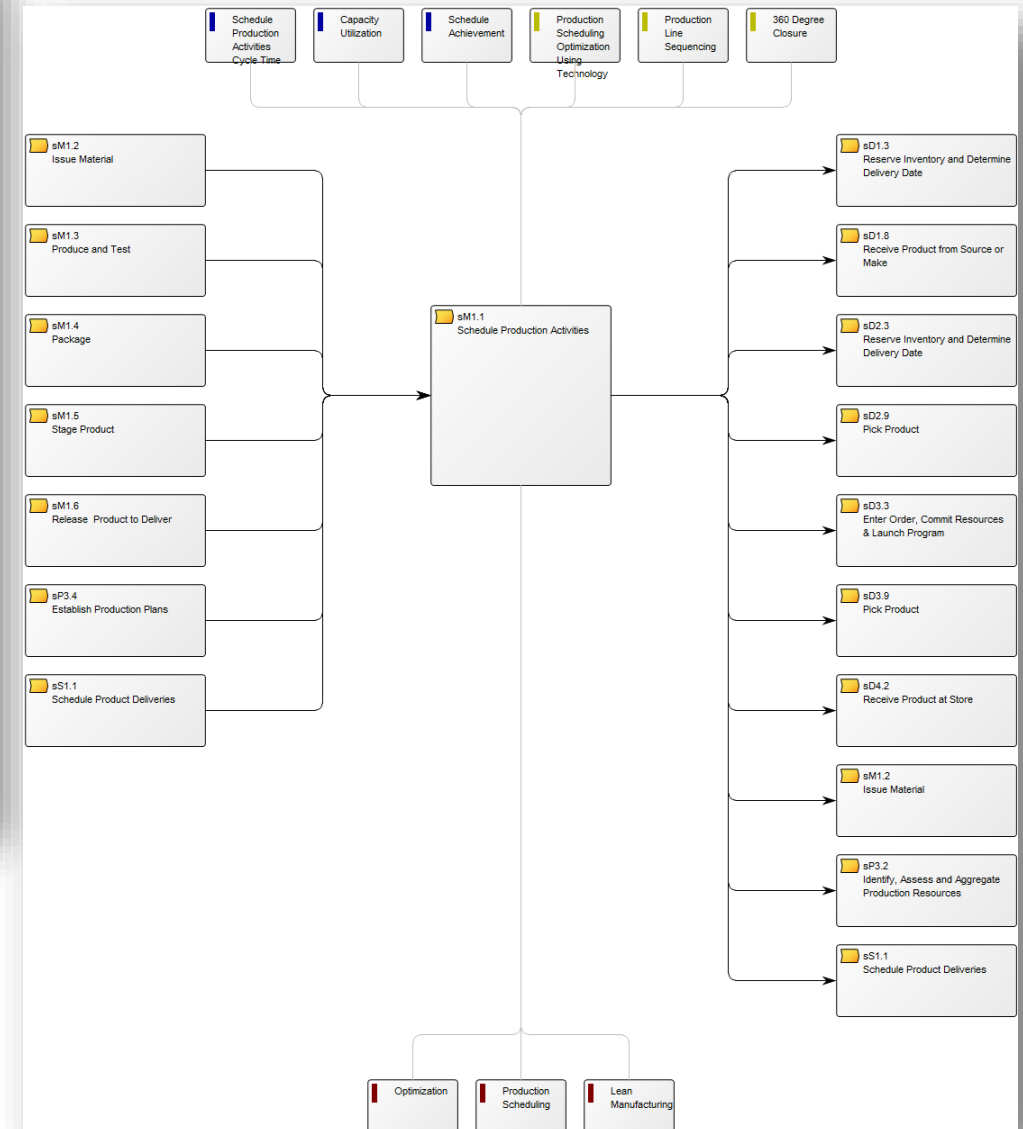
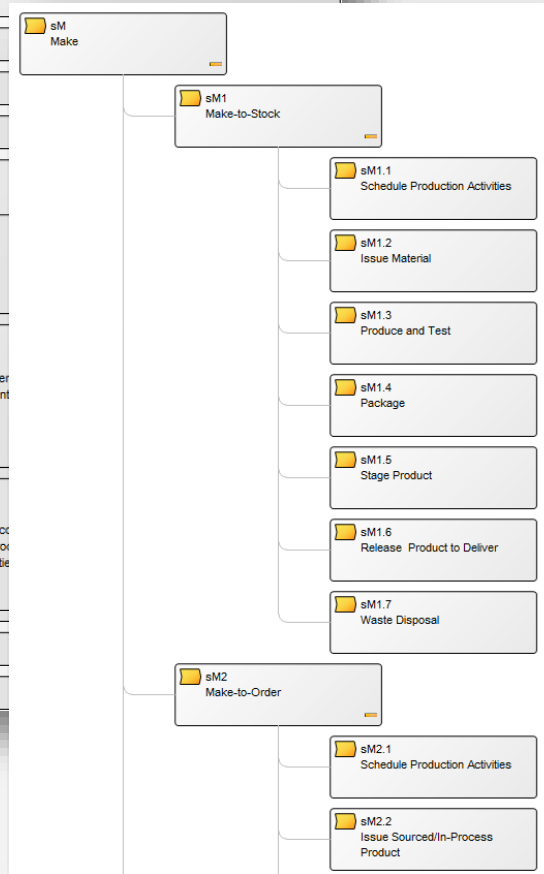
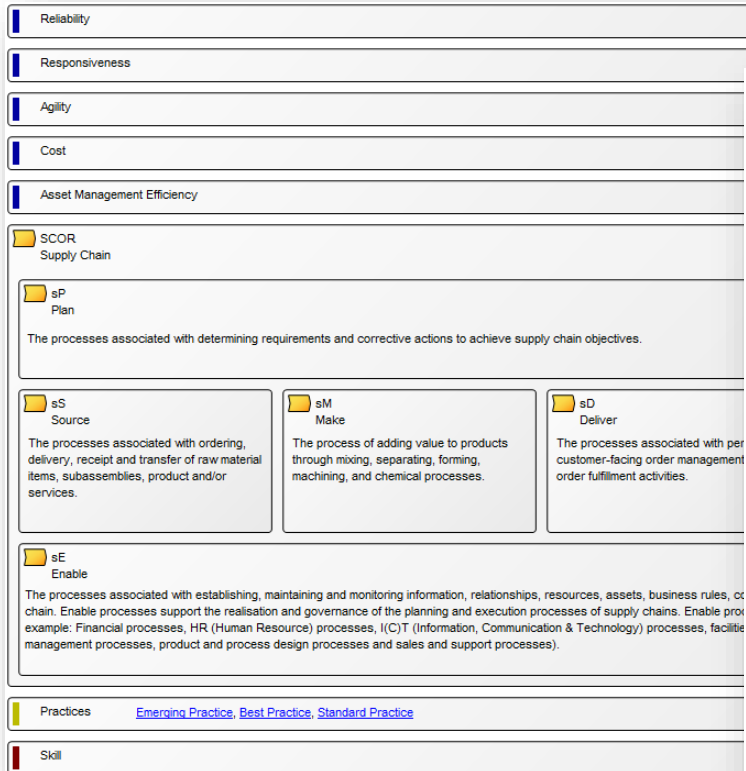
§: 100mm Alubund
 §: Max fri spændelængde = 5000 mm
 §: Max fri spænddybde = 2000 mm

§: Indsættelse af profilstykke
 Gælder for Alubundform T10, T13, T16
 Stykke vægprofil 40 kan skydes ind mellem mur og altan for at minimere gab.

This year	+ 1 year	+ 2 year	+ 3 year	+ 4 year
	 North America, Europe  Male  Female			
 RampUp  Equipment	 Production			

Opretningsår	RUC	MUC	MUC	RUC	MUC	RUC	MUC
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

SCOR

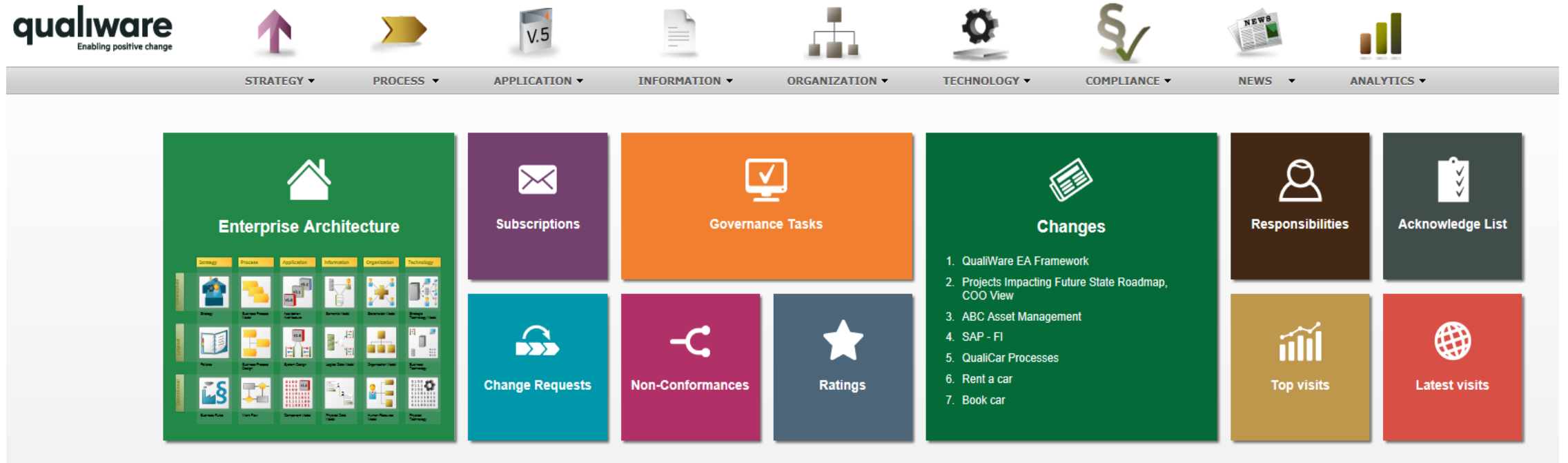


Web based publishing and collaboration

Individualized and role specific web access.

Knowledge content shared and maintained across the entire enterprise.

- All employees engaged and motivated.
- Updates and changes communicated across enterprise

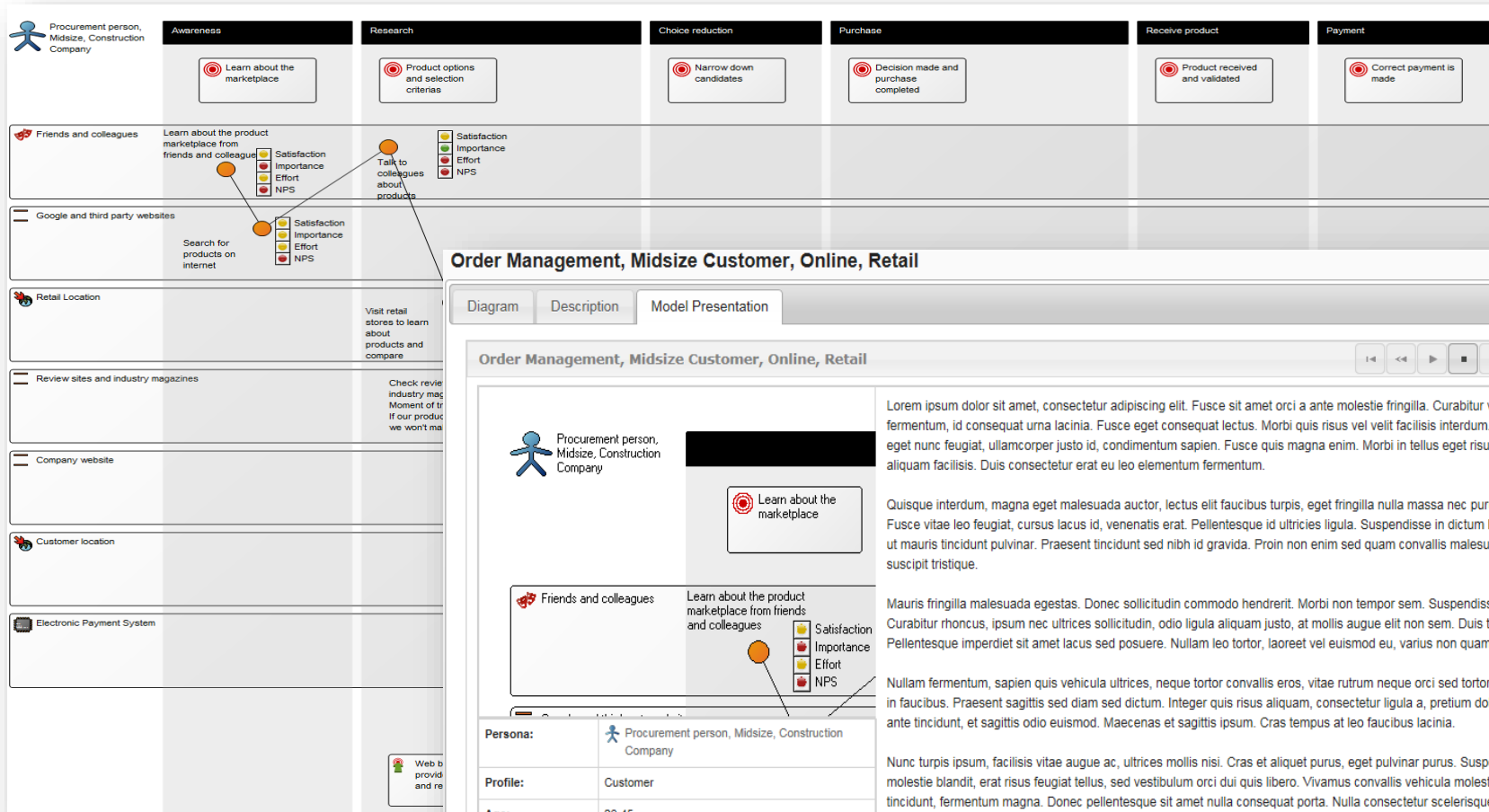


The screenshot displays the Qualiware web application interface. At the top left is the Qualiware logo. Below it is a navigation menu with icons and labels for: STRATEGY, PROCESS, APPLICATION, INFORMATION, ORGANIZATION, TECHNOLOGY, COMPLIANCE, NEWS, and ANALYTICS. The main content area features a dashboard with several modules:

- Enterprise Architecture**: A large green module containing a grid of smaller icons representing different business units and processes.
- Subscriptions**: A purple module with an envelope icon.
- Governance Tasks**: An orange module with a computer monitor and checkmark icon.
- Changes**: A dark green module with a document icon and a list of items:
 1. QualiWare EA Framework
 2. Projects Impacting Future State Roadmap, COO View
 3. ABC Asset Management
 4. SAP - FI
 5. QualiCar Processes
 6. Rent a car
 7. Book car
- Responsibilities**: A brown module with a person icon.
- Acknowledge List**: A dark grey module with a clipboard icon.
- Change Requests**: A teal module with a circular arrow icon.
- Non-Conformances**: A pink module with a checkmark icon.
- Ratings**: A dark blue module with a star icon.
- Top visits**: A gold module with a bar chart icon.
- Latest visits**: A red module with a globe icon.

Access and roles controlled by Active Directory

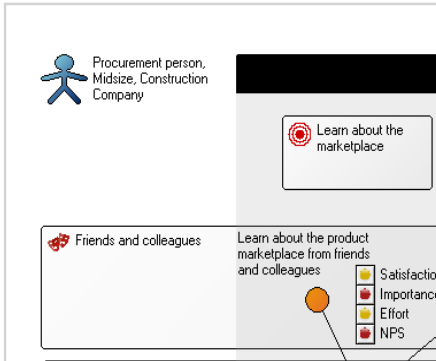
Model presentation



Order Management, Midsize Customer, Online, Retail

Diagram
Description
Model Presentation

Order Management, Midsize Customer, Online, Retail




Lorem ipsum dolor sit amet, consectetur adipiscing elit. Fusce sit amet orci a ante molestie fringilla. Curabitur vitae lectus felis. Donec elementum lacus at diam fermentum, id consequat urna lacinia. Fusce eget consequat lectus. Morbi quis risus vel velit facilisis interdum. Aliquam laoreet et justo sit amet cursus. Pellentesque eget nunc feugiat, ullamcorper justo id, condimentum sapien. Fusce quis magna enim. Morbi in tellus eget risus tincidunt imperdiet vel in orci. Donec blandit lorem eu aliquam facilisis. Duis consectetur erat eu leo elementum fermentum.

Quisque interdum, magna eget malesuada auctor, lectus elit faucibus turpis, eget fringilla nulla massa nec purus. Morbi fermentum rutrum mauris et consectetur. Fusce vitae leo feugiat, cursus lacus id, venenatis erat. Pellentesque id ultrices ligula. Suspendisse in dictum leo. Aliquam et ornare lorem. Integer malesuada libero ut mauris tincidunt pulvinar. Praesent tincidunt sed nibh id gravida. Proin non enim sed quam convallis malesuada. Proin vitae blandit massa. Praesent cursus suscipit tristique.

Mauris fringilla malesuada egestas. Donec sollicitudin commodo hendrerit. Morbi non tempor sem. Suspendisse sit amet porta justo. Nam a adipiscing ligula. Curabitur rhoncus, ipsum nec ultrices sollicitudin, odio ligula aliquam justo, at mollis augue elit non sem. Duis tempor orci libero, sodales ultrices mauris dictum quis. Pellentesque imperdiet sit amet lacus sed posuere. Nullam leo tortor, laoreet vel euismod eu, varius non quam.

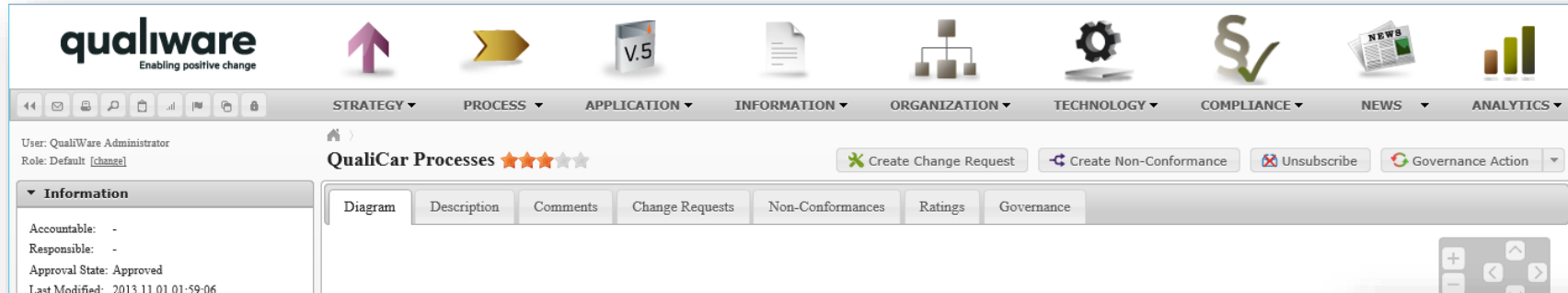
Nullam fermentum, sapien quis vehicula ultrices, neque tortor convallis eros, vitae rutrum neque orci sed tortor. Interdum et malesuada fames ac ante ipsum primis in faucibus. Praesent sagittis sed diam sed dictum. Integer quis risus aliquam, consectetur ligula a, pretium dolor. Duis in mauris libero. Maecenas dapibus libero in ante tincidunt, et sagittis odio euismod. Maecenas et sagittis ipsum. Cras tempus at leo faucibus lacinia.

Nunc turpis ipsum, facilisis vitae augue ac, ultrices mollis nisi. Cras et aliquet purus, eget pulvinar purus. Suspendisse ut vehicula mauris. Nunc congue, quam vel molestie blandit, erat risus feugiat tellus, sed vestibulum orci dui quis libero. Vivamus convallis vehicula molestie. Vestibulum vitae risus varius, posuere nunc tincidunt, fermentum magna. Donec pellentesque sit amet nulla consequat porta. Nulla consectetur scelerisque mattis.

Persona:	 Procurement person, Midsize, Construction Company
Profile:	Customer
Age:	28-45
Occupation:	Procurement person, Procurement manager
Character:	Hard working, experienced, profit oriented
Brand association:	
Environmental attitude:	Environmental aware on limited resources and suppliers manufacturing process

Contacs

Collaboration



qualiware
Enabling positive change

STRATEGY | PROCESS | APPLICATION | INFORMATION | ORGANIZATION | TECHNOLOGY | COMPLIANCE | NEWS | ANALYTICS

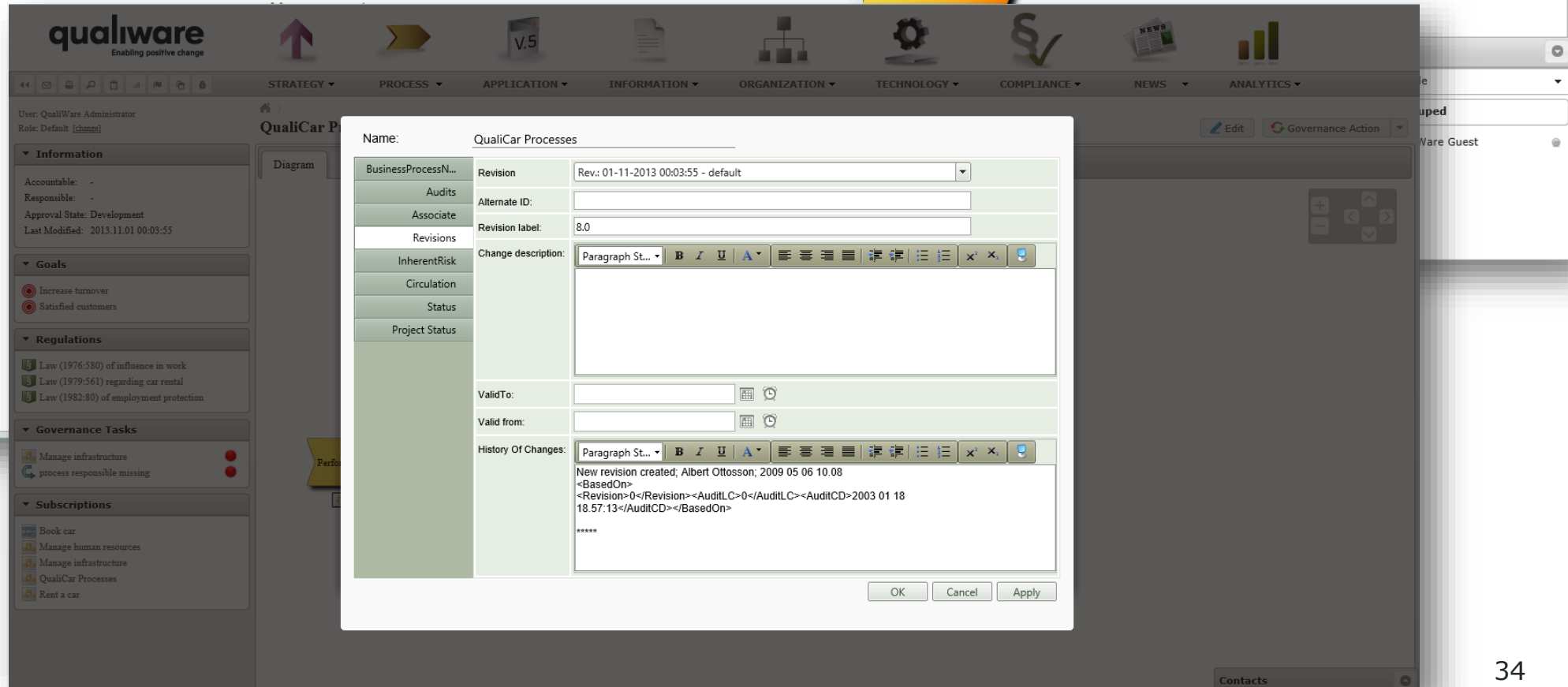
User: QualiWare Administrator
Role: Default [change]

QualiCar Processes ★★★★★

Create Change Request | Create Non-Conformance | Unsubscribe | Governance Action

Diagram | Description | Comments | Change Requests | Non-Conformances | Ratings | Governance

Rent a car



qualiware
Enabling positive change

STRATEGY | PROCESS | APPLICATION | INFORMATION | ORGANIZATION | TECHNOLOGY | COMPLIANCE | NEWS | ANALYTICS

User: QualiWare Administrator
Role: Default [change]

QualiCar P

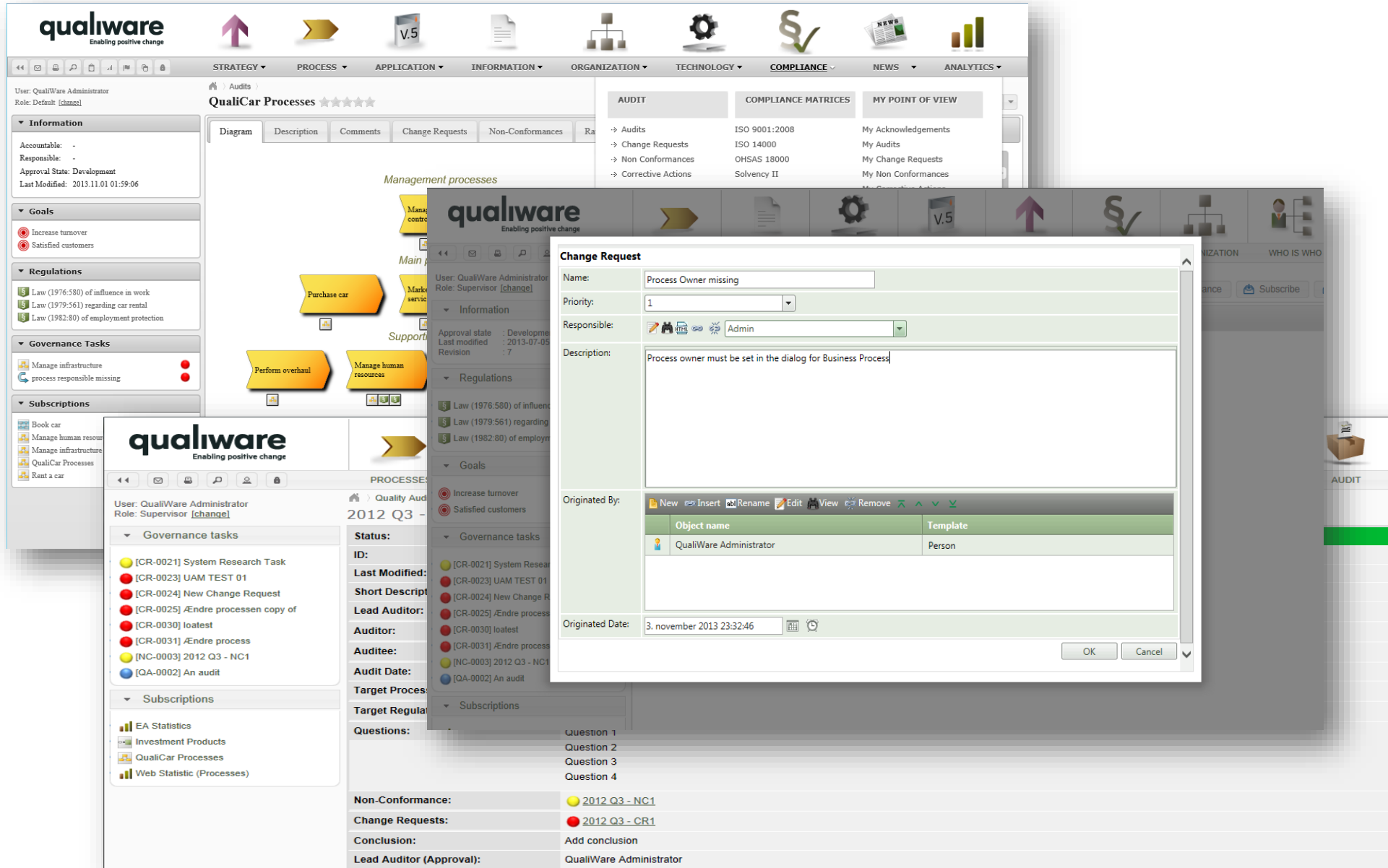
Name: QualiCar Processes

BusinessProcessN...	Revision	Rev.: 01-11-2013 00:03:55 - default
Audits	Alternate ID:	
Associate	Revision label:	8.0
Revisions	Change description:	Paragraph St... [Rich Text Editor]
InherentRisk	Valid to:	
Circulation	Valid from:	
Status	History Of Changes:	Paragraph St... [Rich Text Editor]
Project Status		New revision created; Albert Ottosson; 2009 05 06 10.08 <BasedOn> <Revision>0</Revision><AuditLC>0</AuditLC><AuditCD>2003 01 18 18.57:13</AuditCD></BasedOn> *****

OK | Cancel | Apply



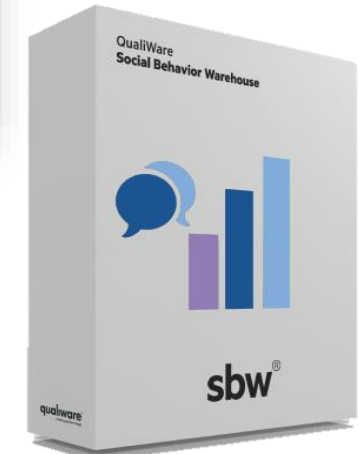
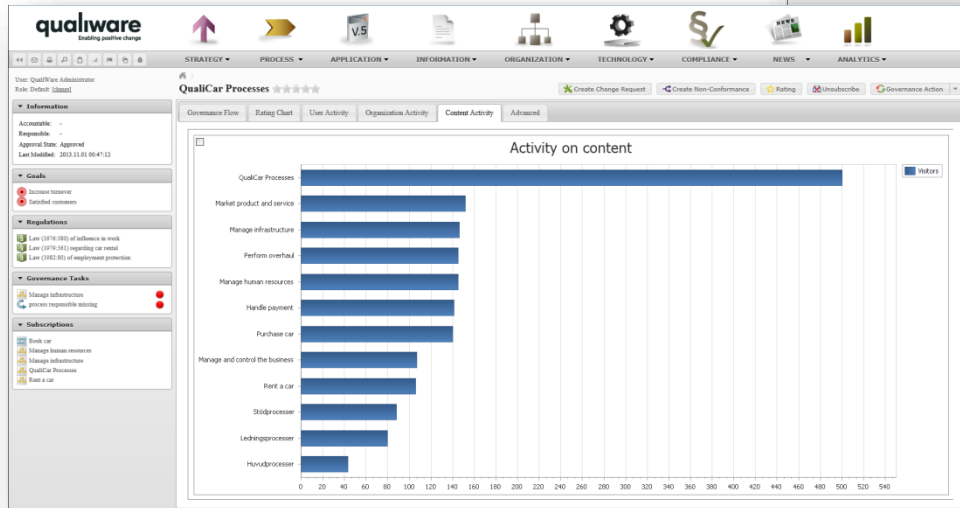
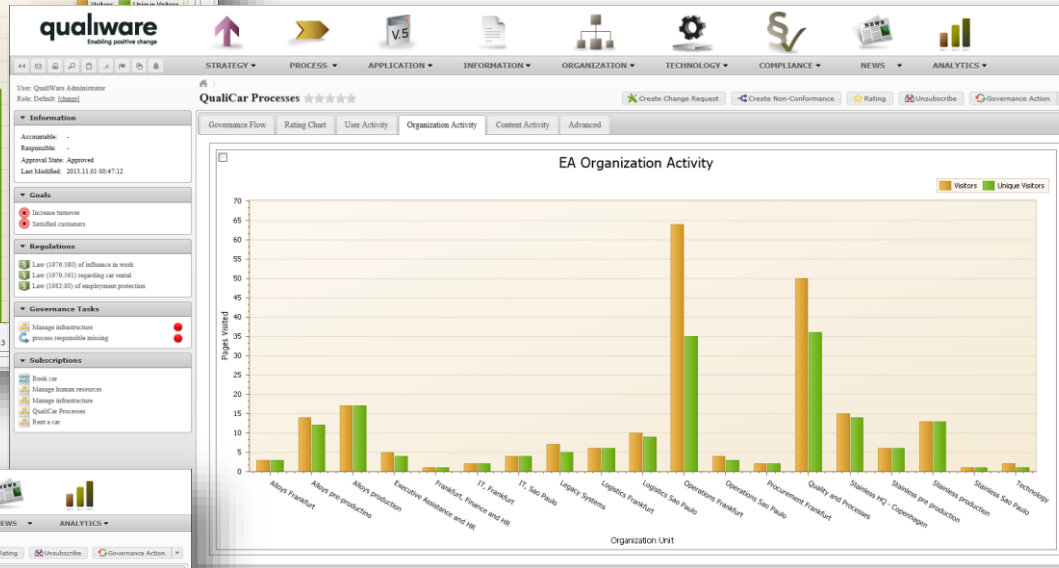
Compliance & Improvements



The screenshot displays the QualiWare software interface. The main dashboard shows 'QualiCar Processes' with a star rating and various tabs like 'Diagram', 'Description', and 'Comments'. A 'Change Request' dialog box is open in the foreground, showing details for a request titled 'Process Owner missing'. The dialog includes fields for Name, Priority, Responsible, Description, and Originated Date. Below these fields is a table with columns for 'Object name' and 'Template'. The 'Originated Date' is set to '3. november 2013 23:32:46'. The background dashboard shows a list of governance tasks and subscriptions, including 'System Research Task', 'UAM TEST 01', and 'New Change Request'.

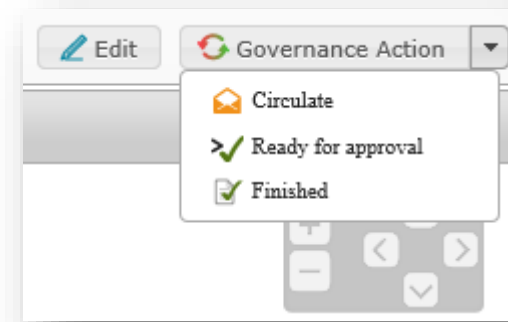
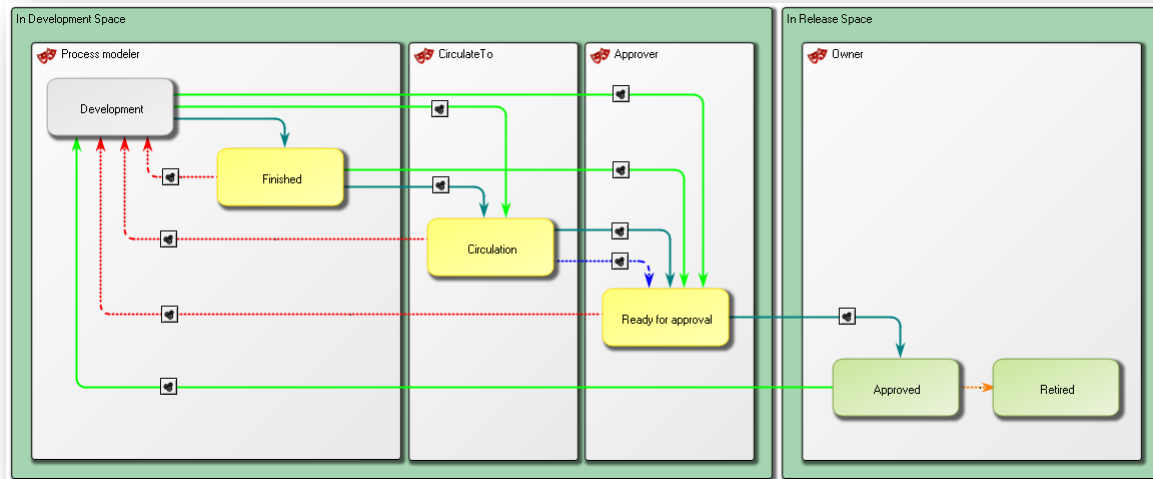


Monitor, social analytics



Consistency

- Governance workflows
 - Ownership
 - Approvals
 - Escalations, SLA, quality control
 - Role-based user interface



ENABLING POSITIVE CHANGE[®]



"A 1.5 million USD reduction per year in direct operating costs of the management system"

Using QualiWare's technology, literally thousands of customers from private as well as public sectors have reported improvements like the above.

"Reduction in training lead time from 30 to 3 days when introducing an employee to a new work area"

Using QualiWare's technology, literally thousands of customers from private as well as public sectors have reported improvements like the above.

"A 50 % reduction in people required to manage process and procedure documentation"

Using QualiWare's technology, literally thousands of customers from private as well as public sectors have reported improvements like the above.

"An 85% reduction in written text compared to the previous management system"

Using QualiWare's technology, literally thousands of customers from private as well as public sectors have reported improvements like the above.

“One Operational Management System maintained in ***one repository containing 18 different quality certificates in multiple languages***”

Using QualiWare’s technology, literally thousands of customers from private as well as public sectors have reported improvements like the above.

“More than 200 external audit days per year resulting in just two findings – ***a 90% decrease in findings*** compared to the previous management system”

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"A five-fold increase in the number of web-hits in the management system"

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