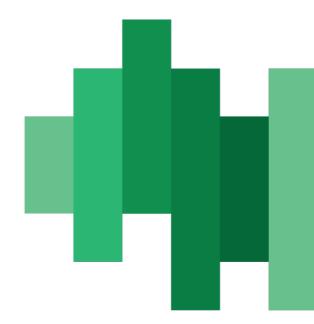


The future of managed business transformations

Kuno Brodersen



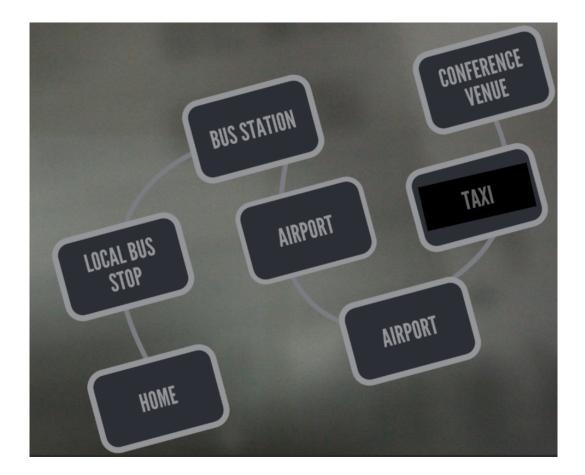


The Situation

2

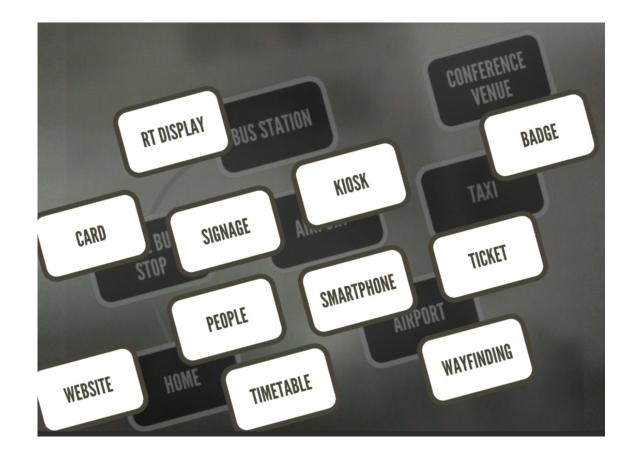
Analog age





Digital age





Post Digital age





Post Digital Age



An additional layer changing the fabric of reality itself

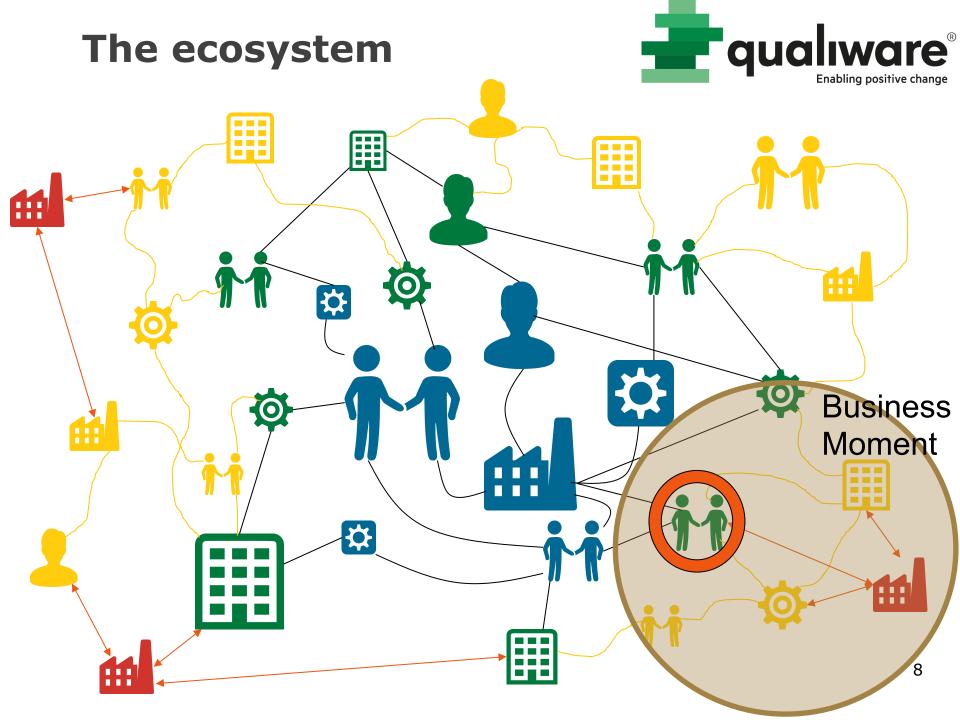


Post Digital Age



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

- N. NEGROPONTE, BEYOND DIGITAL (1998)



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

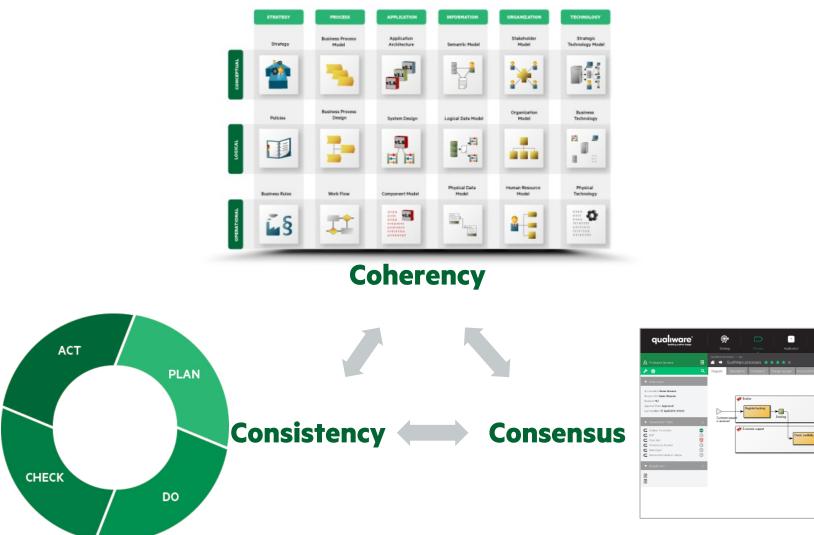
Impact



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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.

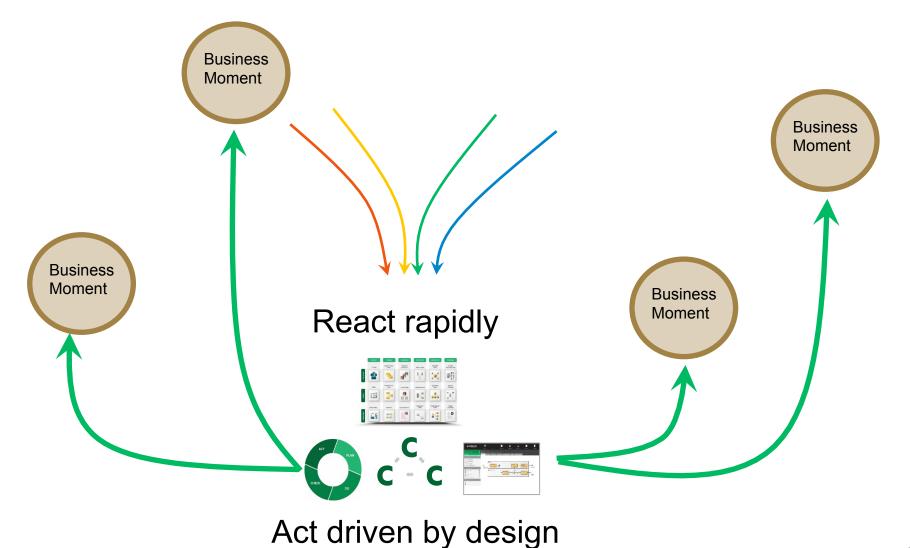
Enterprise Design



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

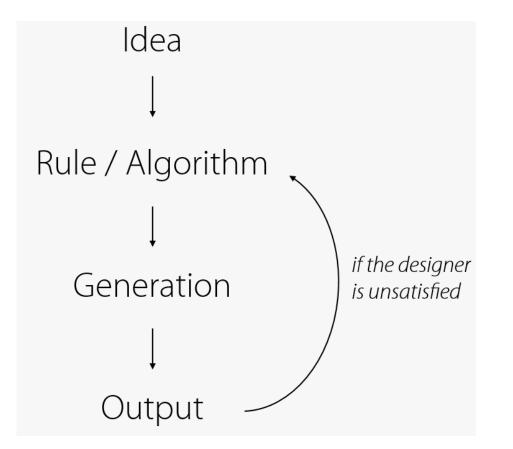
Rock the world





Enterprise Design The Generated Business





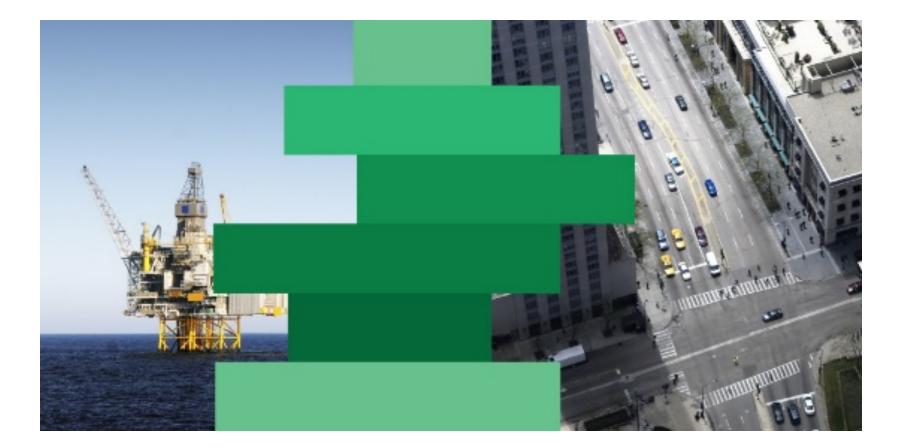
Enterprise Design



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

QualiWare productline





QualiWare EA Framework **____qualiware**®





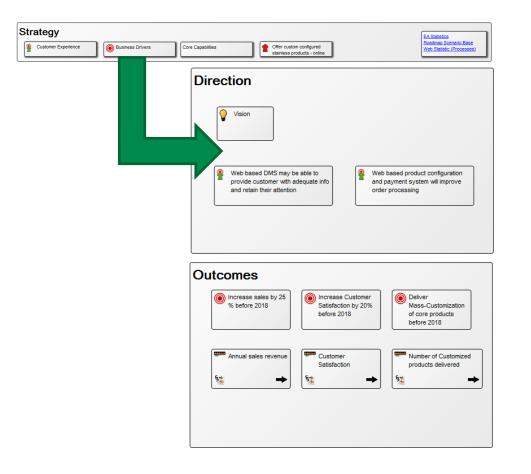


Customer Journey Map



Procurement person, Midsze, Construction Company () Learn about the marketplace	Research Product options and selection criterias	Choice reduction	Purchase Consisten made and purchase completed	Receive product Product received and validated	Payment © Correct payment is made
Friends and colleagues Learn about the product markeplace from friends and colleague Distribution Friends and colleague D	Satisfaction Tak to collegues about products				
Google and third party websites Search for products on internet					
Retal Location	Visit retail stores to learn about products and compare		Purchasyrin @ Satisfaction Purchasyrin @ Importance retail store @ NPS	Receive product in store or order shipment. Only possible for certain products Satisfaction Triportane Effort NPS	Pay in cash
Review sites and industry magazines	Check review sites and industry magazines. Moment of truth: If our product is not included we wont make the short list Poly Poly NPS				
Company website		Our websits is used to complement review and reduce candidates	Satisfaction Satisfaction Importance Decision is Effort NPS website NPS		
Customer location				Receive product in customer location	
Electronic Payment System					Recieve Invoice. Pay via bank transfer
	Web based DMS may be able to	Company is difficult to interact with	Company is ovely bureaucratic	Orderprocessing takse far too long	
_	web dased ums may be able to provide customer with adequate info and retain their attention	_	vero based product conliguration and payment system will improve order processing		

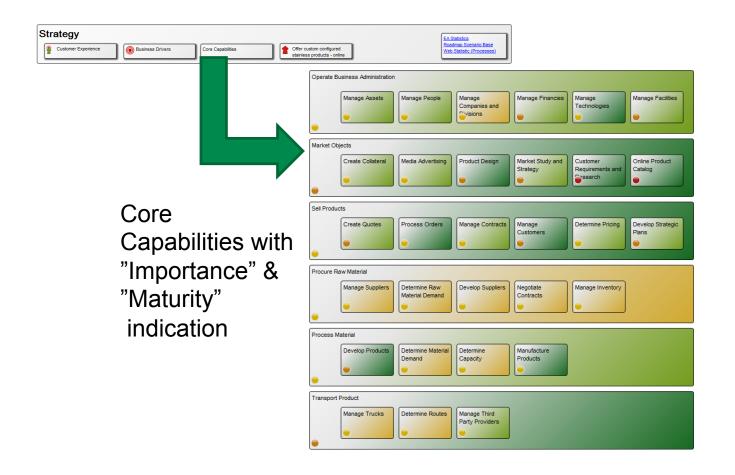
Business Outcomes & Metrics to apply to the future Customer Journey Map





Business Capabilities required for the future state Customer Journey Map

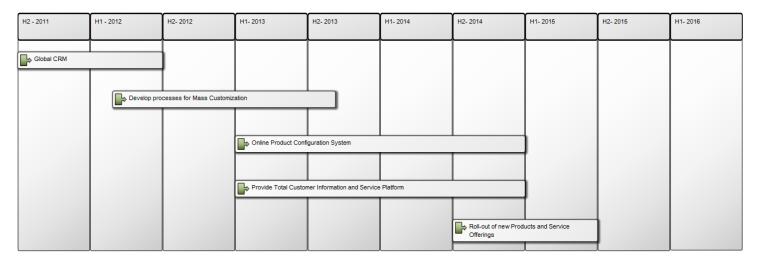




Strategic Roadmap

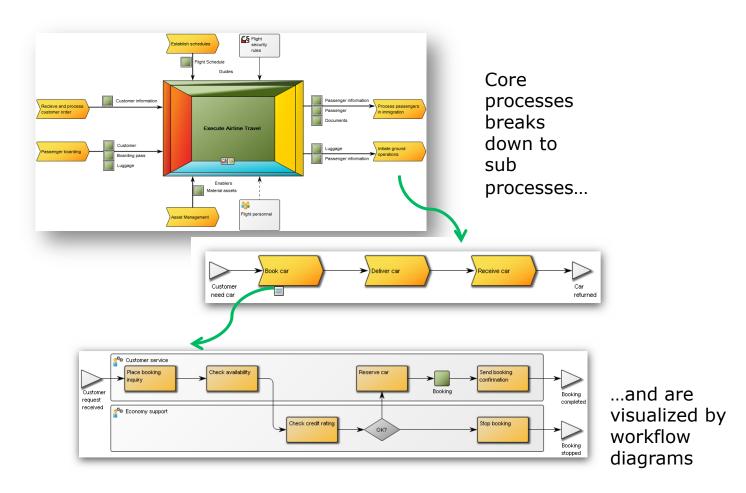






BPM





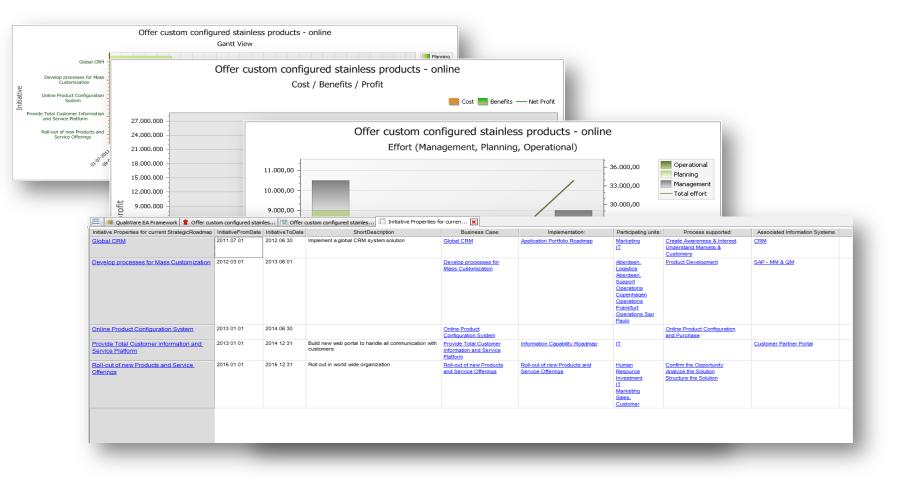
Business outcomes



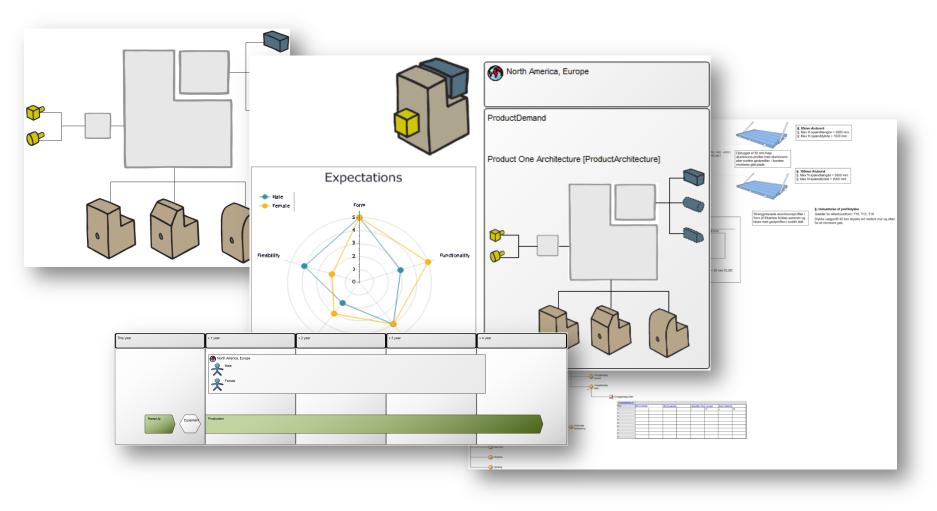


Predefined reports, matrices and analyses



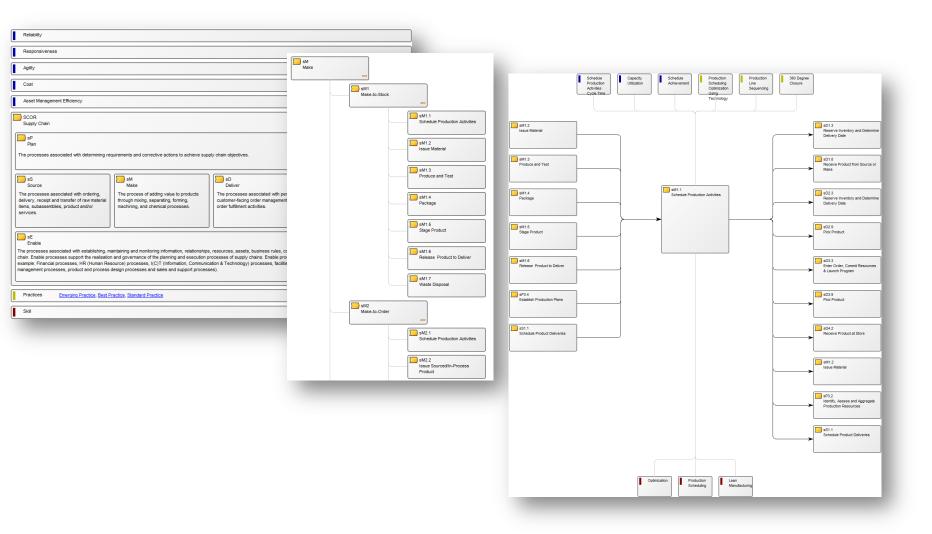


Digital Factory – Product architecture



SCOR







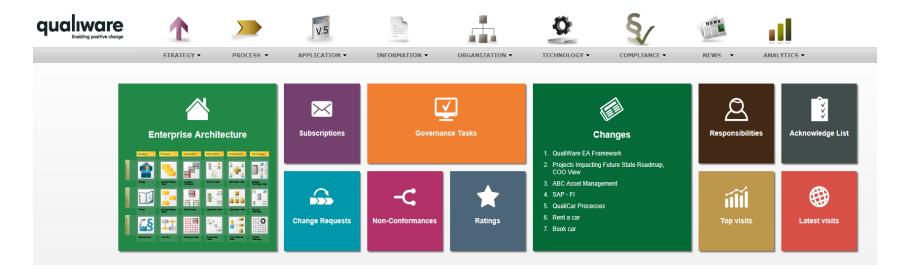
Web based publishing and collaboration

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



Access and roles controlled by Active Directory

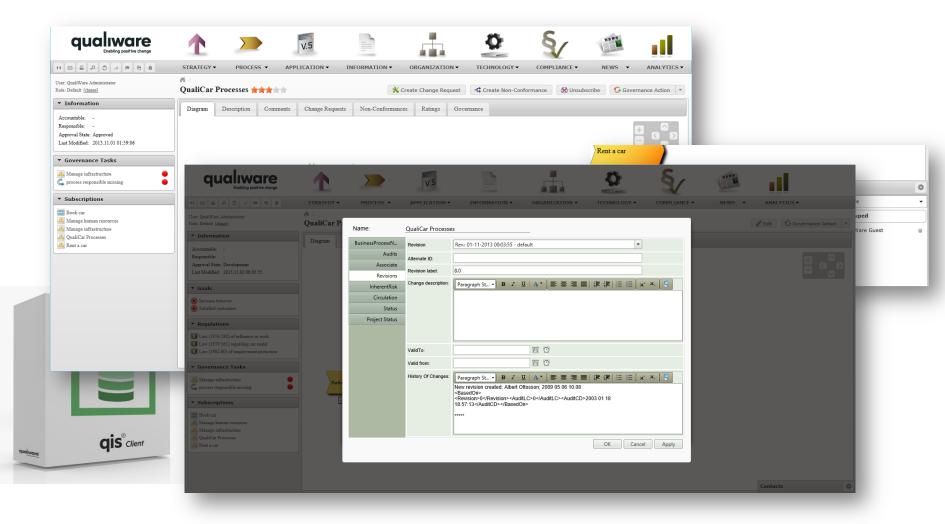
Model presentation



Procurement person, Midsize, Construction Company	Awaranass	Research Product opt and selectiv criterias	5n	Choice reduction		C Decision made and purchase completed	Receive product	Reyment Correct payment is made		
19 Friends and colleagues	Learn about the product marketplace from friends and colleague Satisfaction importance Effort NPS	Talk to	Satisfaction Importance Effort NPS							
Google and third party websi	stisfaction Search for products on internet		Order Managem	ent, Midsize Custom	er, Online, F	Retail				
Netai Location		Visit retail stores to learn about products and compare	Diagram Descri							0
Review sites and industry me	agazines	Check revier industry may Moment of tr if our produc we won't ma	Procur	ient, Midsize Customer, C	mme, ketäll	tail Image: The tail is the tail is the tail is the tail is tail in the tail is tail in the tail is tail is tail in the tail is tail is tail in the tail is tail is tail is tail in the tail is tail is tail is tail in the tail is tail tail tail tail tail tail tail tail				
Company website			Compa	Lea	rn about the ketplace					
Customer location			🐠 Friends ar	d colleagues Learn about the p	roduct	ut mauris tincidunt pulvinar. Praesent tincid suscipit tristique. Mauris fringilla malesuada egestas. Donec	-			
Electronic Payment System				and colleagues Satisfaction Effort						
👰 Web b		Web b	Persona:	Procurement person, Midsize, Company						Procurement person, Midsize, Construction
	f provid and re	Profile: Age: Occupation:	Customer 28-45 Procurement person, Procurement manager		molestie blandit, erat risus feugiat tellus, sed vestibulum orci dui quis libero. Vivamus convailis vehicula molestie. Vestibulum vitae risus varius, posuere nunc tincidunt, fermentum magna. Donec pellentesque sit amet nulla consequat porta. Nulla consectetur scelerisque mattis.					
			Character: Brand association:	Hard working, experienced, profit	-	- led				
			Environmental attitude:							
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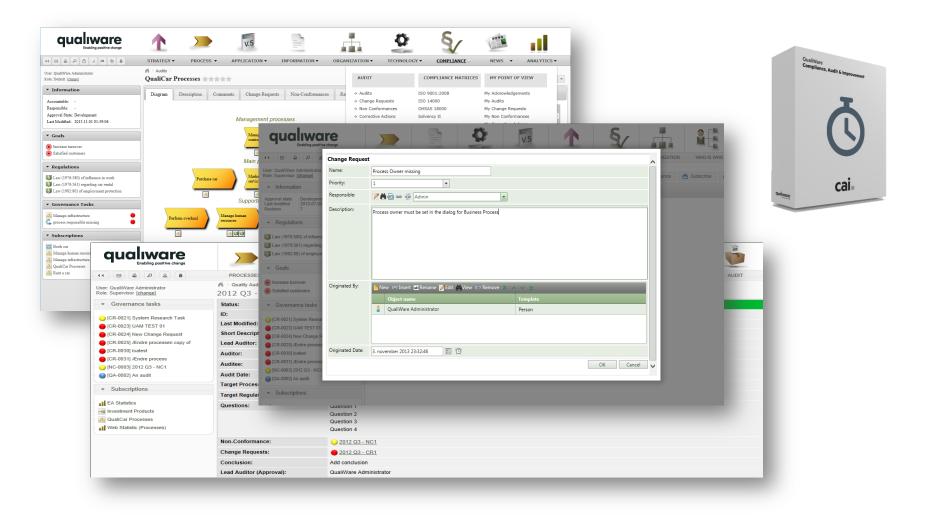
Collaboration





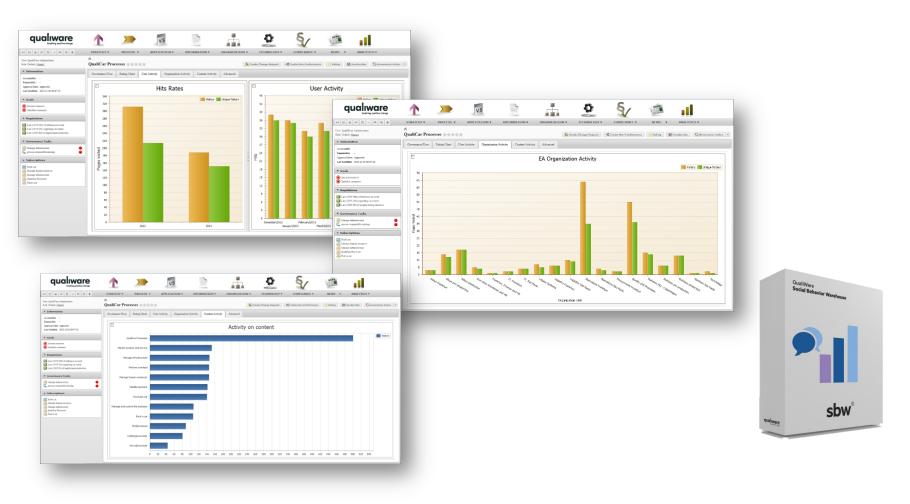
Compliance & Improvements





Monitor, social analytics





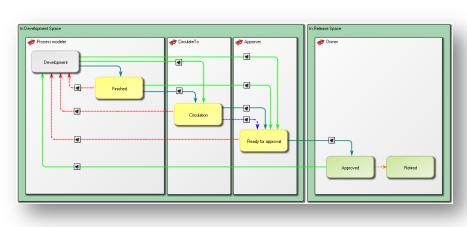
Consistency

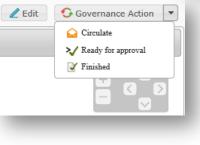


QualiWare Governance WorkFlow Engine

gwe

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





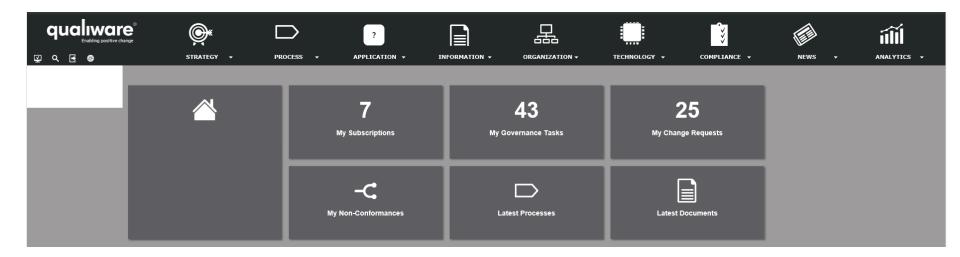


News and future



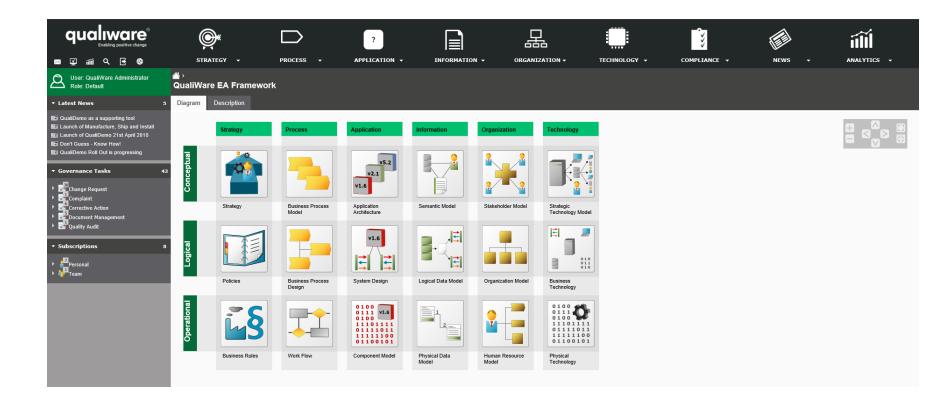
New design





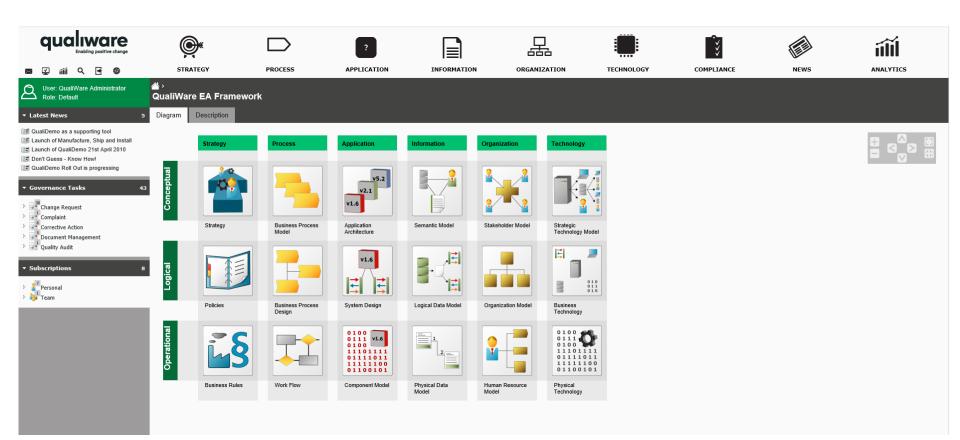
Dark theme





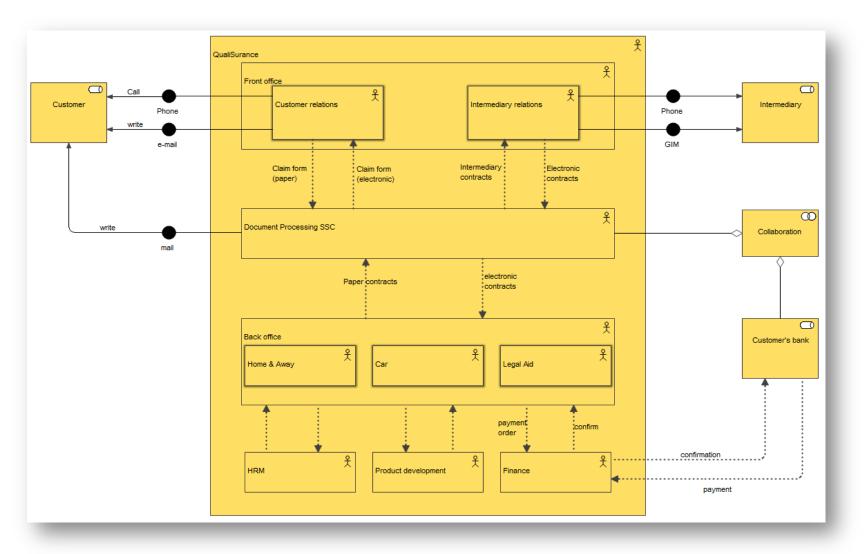
Light Theme





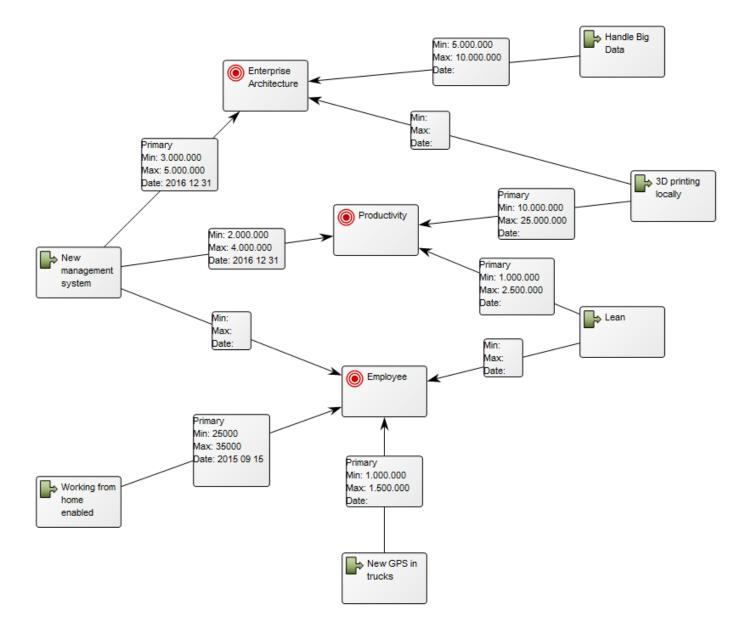
Archimate



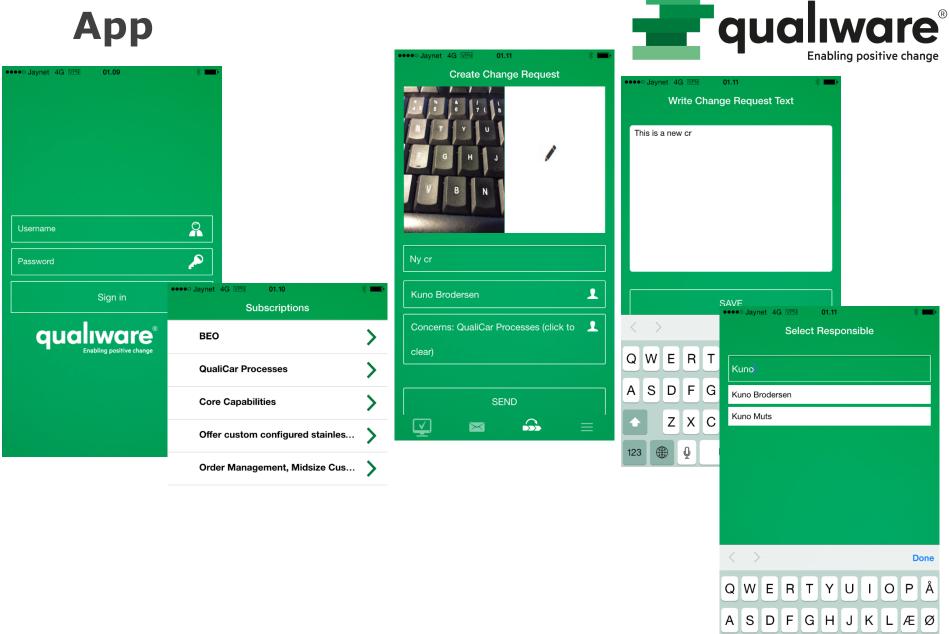


Enterprise Investment





App



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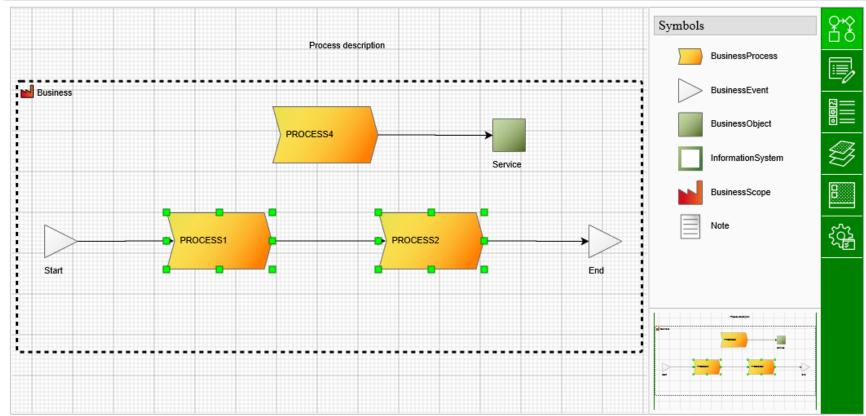
Mellemrum



Web modeler

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ENABLING POSITIVE CHANGE®