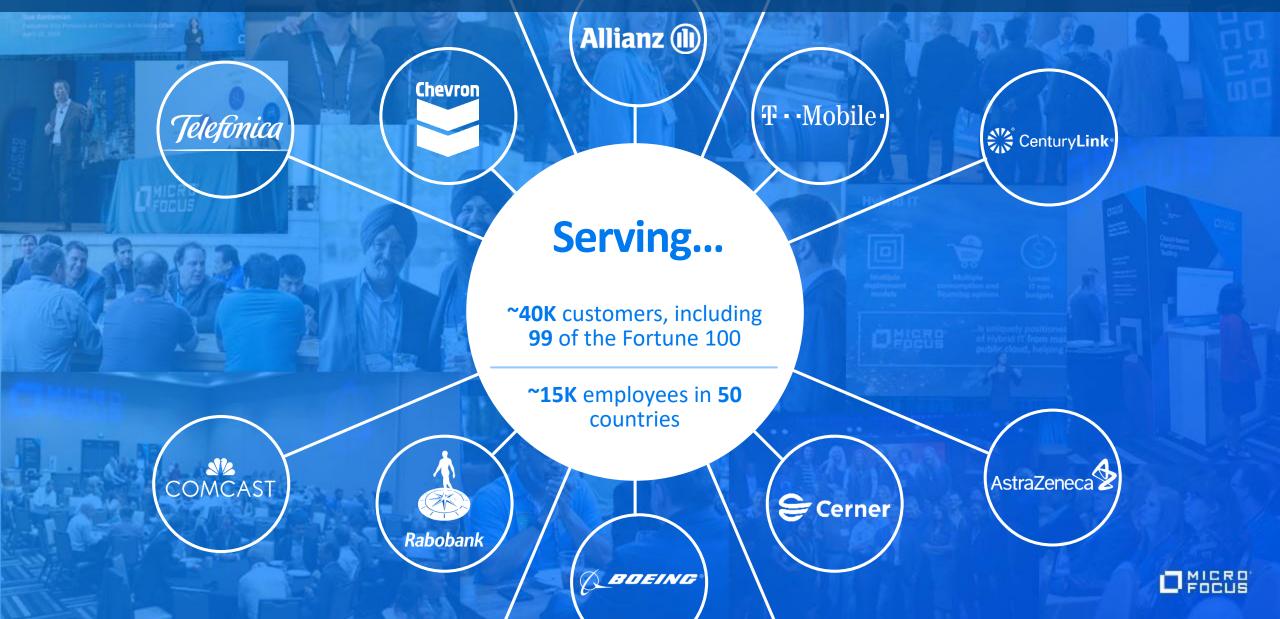


In Pursuit of Digital Happiness

Jerome Labat
Chief Technology Officer

Bringing digital happiness to our customers...



A rich portfolio and products that customers love...

... but perceived old and no longer aligned with today's needs



To stay relevant we must transform and embrace our own Digital Transformation



Why so many Digital Transformations Fail?

- 1 Viewed as a way of Salvation for struggling businesses...
- Treated as plug-n-play...
- Not hard-wired into business strategy and key processes...
- Executives spent too much time on the new and ignore the rest...

Vision: Customer Centered Innovation

Enabling Digital Transformation





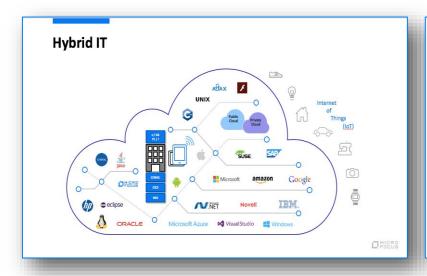


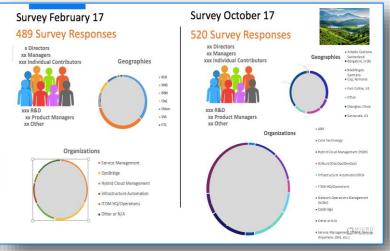


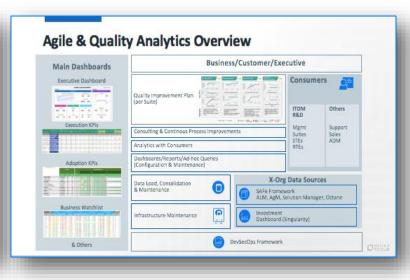




Protect







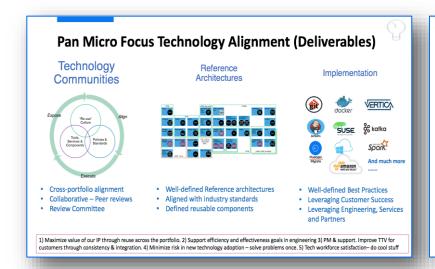
CUSTOMERS

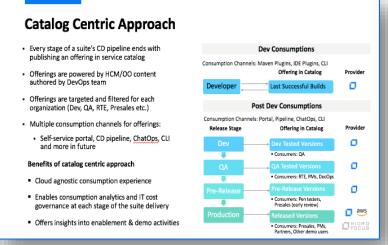
PEOPLE

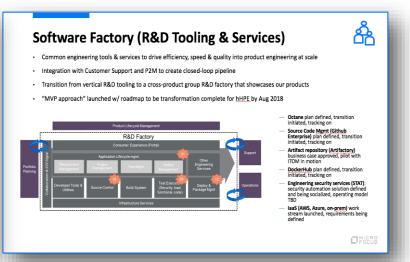
OUTCOME DRIVEN



Innovate







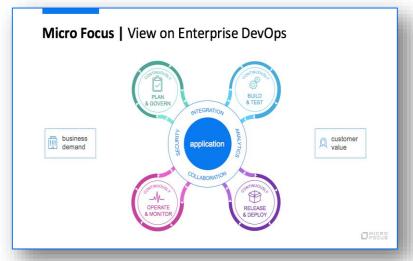
STANDARDIZATION

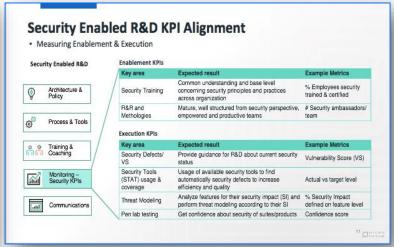
EASY TO USE

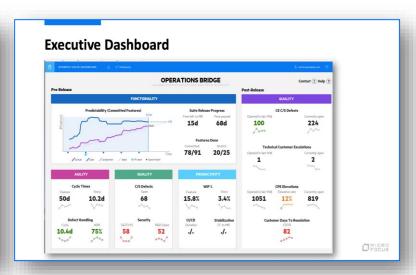
"DRINK YOUR OWN CHAMPAGE"



Accelerate







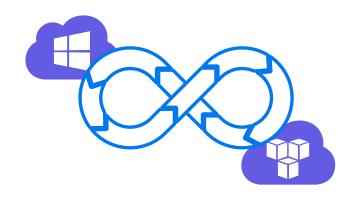
SIMPLIFY

EMPOWER EMPLOYEES

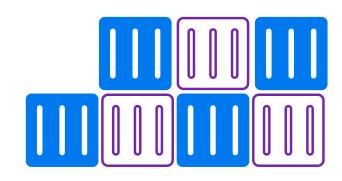
FOCUS ON QUALITY



Outcome: Customer-Centered Innovation example



visibility from mainframe to cloud **SecDevOps** solution running on-premise or natively in AZURE & AWS



Industry first

Container-based
Solutions
Increasing IT's
service delivery pace
and agility

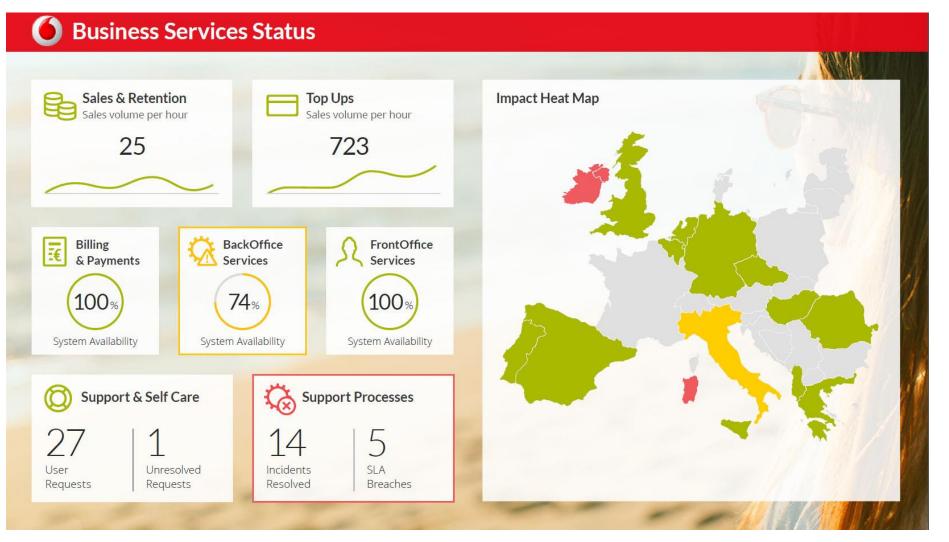


Data Protectionacross full lifecycle **Embracing** SOAR



Outcome: Predictive Analytics and Machine Learning

Vodafone example



200% improvement in response

"Before deploying
OpsBridge 10 with
OpsA and BVD in
December 2015,
18% of business
incidents were
solved by level-1
operators.
Five months later in
May 2016, this
reached 46%."

--Shane Gaffney
VP Operations, Vodafone
Germany



It's a journey!



- Change is about people mindsets and willingness to learn ... technology is easy
- Create a vision and an enduring strategy end to end ... stay with it
- Leverage center of excellence ... spearhead the change
- Find the right partners (internal and external) ... measure outcomes
- Deliver solutions and iterate as frequently as possible ... fail fast
- Have the courage to go against the grain ... make bets
- You can never over-communicate ... celebrate success



Thank You