

People, System & Offering

Presented by Shadi Kheder

Digital Transformation

Reality

- Digital tsunami
- A.I. is here!



Digital Transformation

Reality

- Digital tsunami
- A.I. is here!
- Eliminate inefficient roles
- SMEs need to embrace it.



People

Disruption from digital, automation & robotics



Survey

- **One in three** workers are concerned about how much advances in technology could disrupt their current role and function at work.
- **Two Thirds** of employers are investing in technology, they are failing to respond to the impact those investments are having on employees.
- **Less than a third** are redesigning job roles and reskilling workers in preparation for tasks becoming automated and redundant.

People

Building A Tech Culture

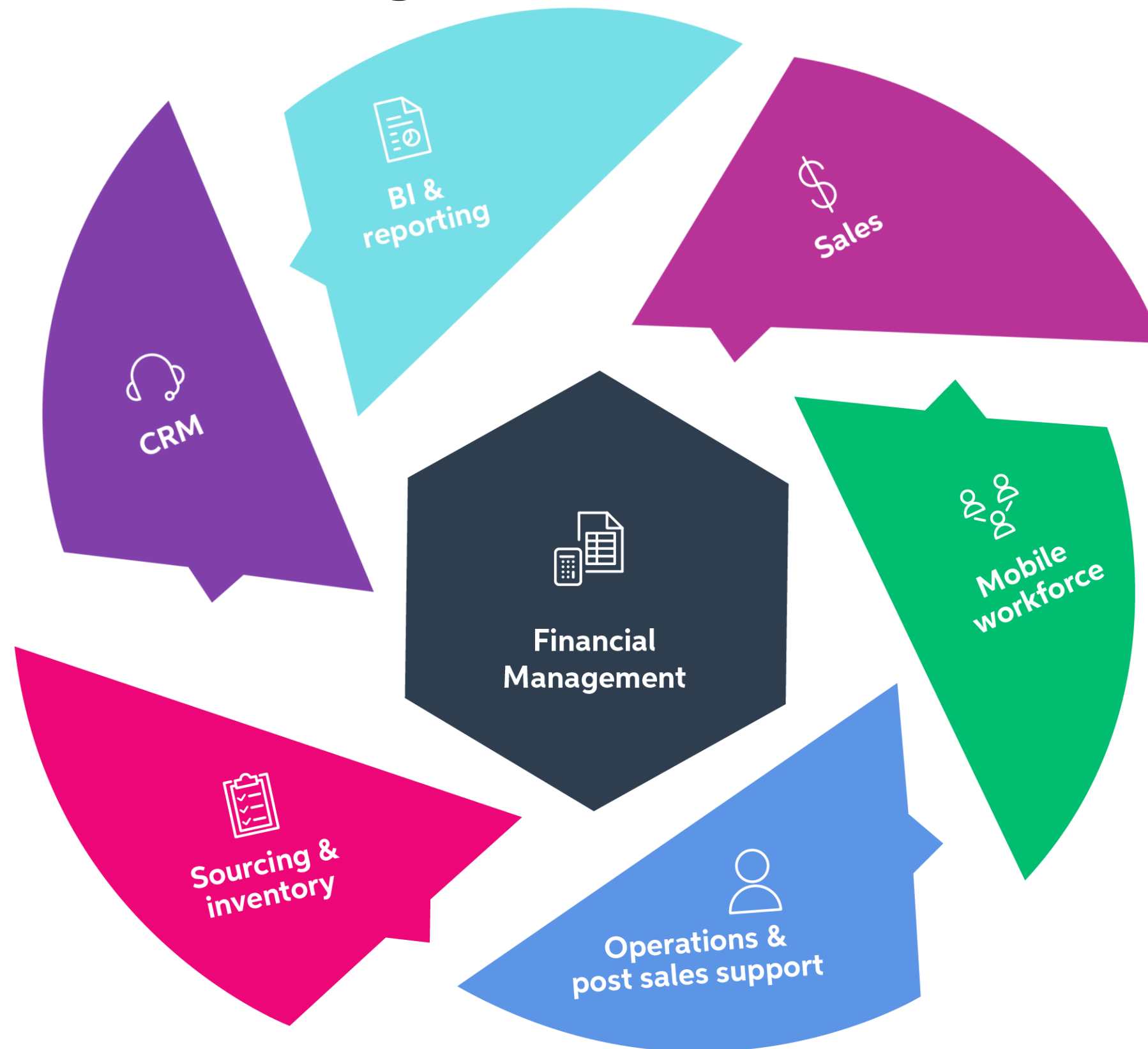


Results in

- Incremental Improvements
- Be clear on the outcome
- Set expectations
- Think Tanks
- Test & Measure
- Training & Development.

Software Systems

Common challenges?



Results in

- Duplicate data entry
- Incorrect information
- Information not shared across departments
- Multiple software products to learn and update, etc
- Increasing maintenance cost for outdated systems.

Software Systems

The connected business



Benefits

- Instant update across all systems
- Single version of the truth
- Improved productivity of users
- Fewer systems to maintain
- Tighter Security
- Mobile workforce.

Software Systems

Software Enablers

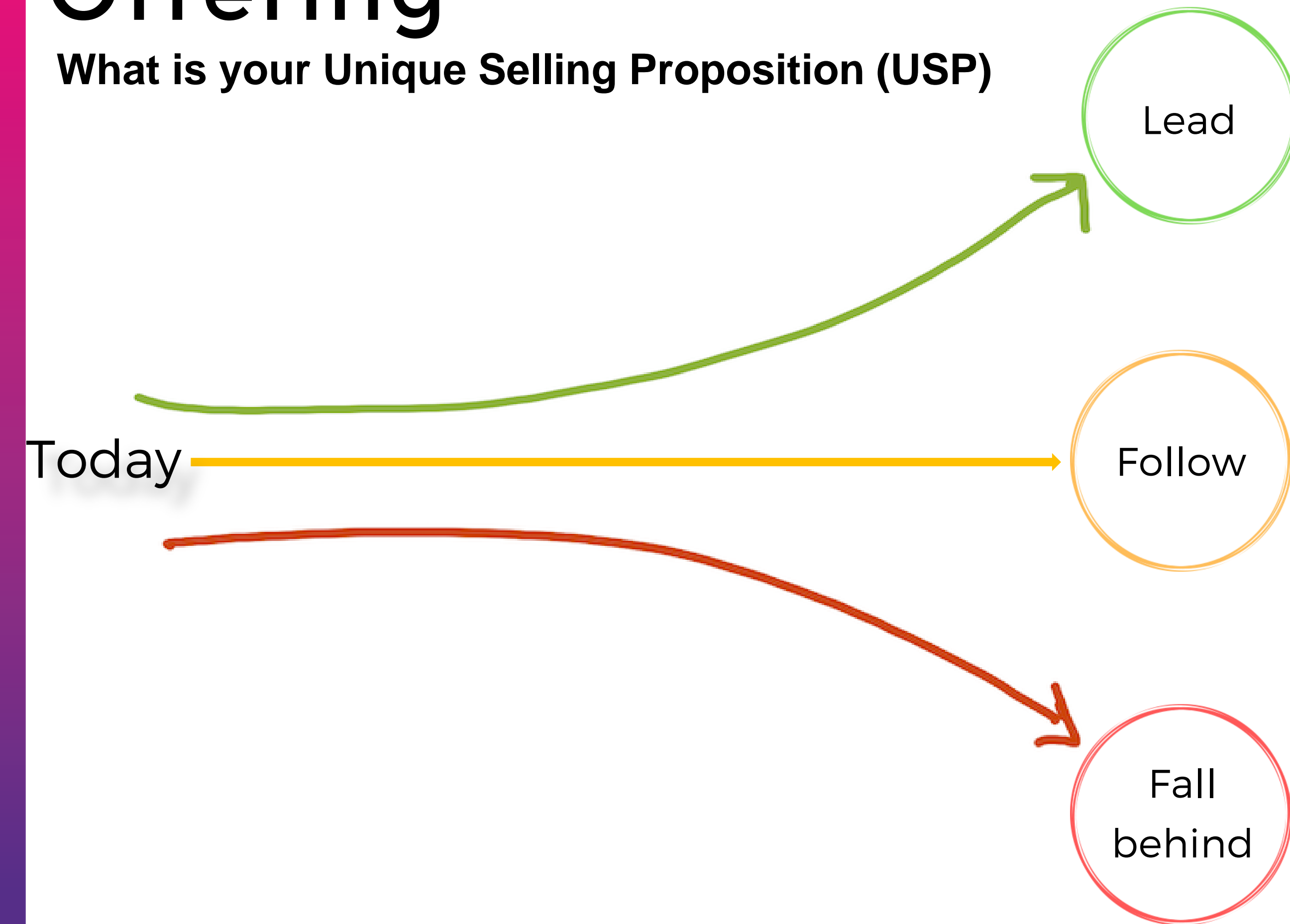


Software

- **Cloud Technology**
- **Accounting Automation**
- **BAS / PAYG**
- **Mobility**
- **Access to Big Data**
- **Marketing / Sales Platform**
- **Ecommerce/B2B**
- **Key focus data.**

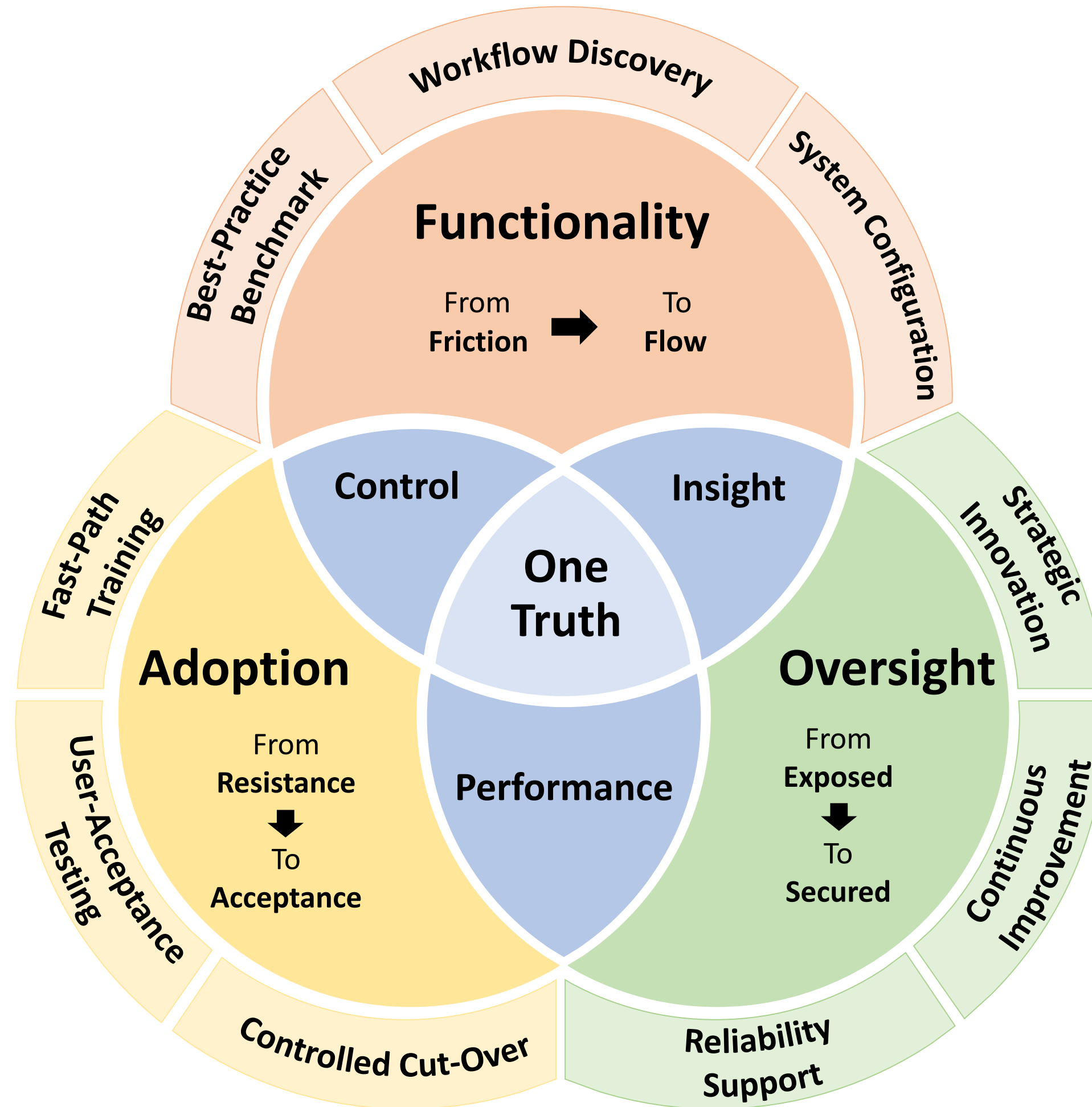
Offering

What is your Unique Selling Proposition (USP)



Advantages

- Attract great talent
- Boost Productivity & Efficiency
- Agile
- Customer satisfaction
- Outdo the competition
- Outsource / Gig-Economy
- Supporting social causes.



Thank you
Q & A

