

New Zealand Business Transformation in Action

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IOT in Action



Haere Mai, Welcome!





Our mission

Empower every person and every organization on the planet to achieve more

Thank you



IoT in Action, Auckland, November 5th —Event Agenda

Partner-Customer Networking & Sponsored Partner Solution Showcase	All day
Executive Keynote	10:00–10:30am
Business Transformation In Action	10:30–11:15am
Unlocking IoT's Potential	11:15–12:00pm
Lunch Networking Break	12:00–1:00pm
Partner Case Study: EY	1:00–1:30pm
Architecting the Intelligent Edge to Create Scalable Repeatable Solutions	1:30–2:30pm
Azure Data Box Edge	2:30–3:00pm
Afternoon Networking Break	3:00-3:30pm
Customer Case Study: Fonterra	3:30–4:00pm
Activating Microsoft Resources & Programs to Accelerate Time to Market and Co-sell	4:00–4:30pm
Developing an IoT Security Practice for Durable Innovation	4:30–5:00pm

Our Goal



IoT Community



Partners



Technology

New Zealand Data Transformation Priorities - 2019

Top 3 CEO Business Concerns:

- 1. New competitors (local & global)
- Pace of customers' changing
 buying/consumption patterns



3. New business models



34% of New Zealand Business are Digitally Determined



"By 2020, 30 percent of G2000 companies will have allocated capital budget equal to at least 10 percent of revenue to fuel their digital strategies.

This shift toward capital funding is an important one as business executives come to recognize digital transformation as a long-term investment.

This commitment to funding digital transformation will continue to drive spending well into the next decade."

—Shawn Fitzgerald: IDC, Research Director, Worldwide Digital Transformation Strategies

One-Third of New Zealand Organisations Have Deployed IoT

Top Factors Influencing IOT Strategy:

- 1. Improve business productivity 24.4%
- 2. Improve customer experience 20 %
- 3. Reduce operational costs 18.5%
- 4. Improve time to market 18.5%
- 5. Better decision making 15.6%



Percentage of New Zealand Organisations that have deployed an IoT solution

Source: IDC





IoT: Continuum

Shirley Strachan, GM

IoT Device Experiences Team, Microsoft Asia

IOT in Action



Our society & technology



Fueling opportunities



\$267 billion Predicted USD spend on IoT by manufacturers by 2020¹



+\$100 million

Average increase operating income among the more digitally transformed enterprises²

Keystone Strategy, 2018



94%

Percentage of businesses projected to be using IoT by the end of 2021³

Hypothesis, 2019



80B

Connected "things" by 2025 generating 180ZB of data

Boston Consulting Group, 2017



\$130B New monetization avenues due to IoT-related services \$

80%

Companies that increased revenue as a result of IoT implementation

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\$100M

Average increase in operating income (average 8%) among the most digitally transformed enterprises



"Building applications for multi-device, multi-sense experiences is going to require a very different form of computing architecture.

That's the motivation for bringing together all of our systems and people.

Silicon in the edge to the silicon in the cloud architected as one workload that is distributed that's the challenge in front of us."

—Satya Nadella, Q&A Session, April 2018





Innovations enabling new opportunities



Three emerging patterns of digital transformation



Common initiatives:

- Digital workplaces
- Digital customer experiences
- Transforming the infrastructure
- Application modernization

Industry Solution examples:

• Predictive Maintenance, Customer Insights, Citizen Services

Horizontal Solution examples:

 Digital Marketing, Employee Self-Service, Smart Buildings, Security & Surveillance CXO sponsorship

Digital Maturity Model assessment

Comprehensive program of change

Evolves into new **commercial business models**

Wherever you are on the IoT journey:

CLOUD	0	EDGE
HARDWARE	X	SOFTWARE
	0	
MANAGED		SAAS

Microsoft has developed a set of secure, scalable offerings to help companies take advantage of IoT's powerful capabilities.



Grow securely and at scale with a trusted IoT leader



Get started quickly by leveraging a fully managed solution or build with templates for common IoT scenarios



Predictable costs to fit different needs and levels



How can we help you keep up with the pace of change and support your business?

Microsoft's comprehensive IoT product portfolio



The most comprehensive IoT and Edge offerings in the market



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Three well-composed entry points for IoT solutions





IoT partner value chain

IoT presents a unique opportunity to bring together multi-disciplinary partners



IoT ecosystem momentum





Microsoft IoT platform innovations last year

>100



Partner provided co-sell ready solutions

>1,200



Ecosystem partners

-

>10,000

IoT vertical focus



Manufacturing

Field Service Safety & Security Process & Quality Factory Automation **Retail** Space & Assortment Inventory Mgmt. Personalization Healthcare

Patient Monitoring Research Supply Chain Operation Efficiency **Energy** Oil & Gas Utilities Power Plants Environment Sensors

Smart City/ Buildings

Security & Surveillance Monitoring & Safety Energy Mgmt. Agriculture

Soil Sensors Livestock Equipment Supply Chain Connectivity

Citizen Experience Journey



Digital Hotspots				
 Citizen Digital Identity 360-degree view of citizen Sensor Networks and Dashboards Open Data Portals Intelligent Parking Systems 	 Optimization of government services delivery Citizen Conversational Artificial Intelligence Intelligent Building Systems Smart Street Lighting 	 Integrated Case Management Services Population Health Management Solutions Augmented Reality Solutions 		



Digital hot spots

Pre-purchase

Digital presence for products and store awareness Omni channel purchase Multi channel distribution and interactivity

Purchase

Omni channel, multi device solution for purchase Customer support Arranging payment Tracking shipment

Post-purchase

Social network presence and management Receiving customer service Resolving problems anywhere Continued the experience Developing eco-system Product life cycle and organizations interlocks



SOURCE: The OpenGroup, Exploration, Mining, Metals & Minerals (EMMM^M), http://www.opengroup.org/getinvolved/industryverticals/emmm, Accession: 2016-JAN-20

	Digital Hotspots	
 Gathering and consolidating geologic and other data Generating reserves models Management of regulatory compliance 	 Management of physical & digital assets Remote operations Monitoring of mine safety conditions Mine automation 	 Predictive maintenance Collaboration & decision-making Knowledge management Customer insight

Vision for Connected Mining

Optimize the Mining lifecycle using the power of the cloud

Connected Mineral Recovery

- Improve business efficiency and recover more minerals
- Minimize downtime and disruption to lower unit cost of production
- Improve supply chain from pit to port

Connected Workforce

- Increase productivity and effectiveness of mining workforce
- Improve communication, collaboration, and decision-making
- Capture and retain tacit knowledge, and accelerate on-boarding

Safety, Health, & Environment

- Reduce fatalities, injuries, and occupational diseases
- Analyze and manage water and energy consumption, and greenhouse gas emissions
- Minimize fines and losses from safety, health, and environmental issues



Microsoft Azure

Mining data to extract more gold.

Customer momentum







So what's stopping you from making things happen?

