

A blue background with a white network diagram consisting of numerous dots connected by thin lines, creating a complex web of connections.

# ***WEBINAR***

## **Connecting the Dots... making sense of disruption**

### ***Wednesday October 30***













Microsoft was founded with a vision of a computer on every desk, and in every home. We've never wavered from that vision.

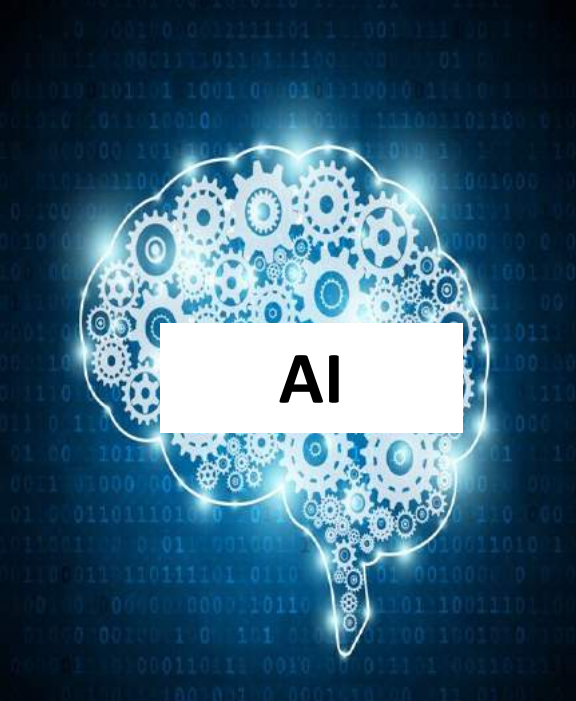
— *Bill Gates* —

AZ QUOTES

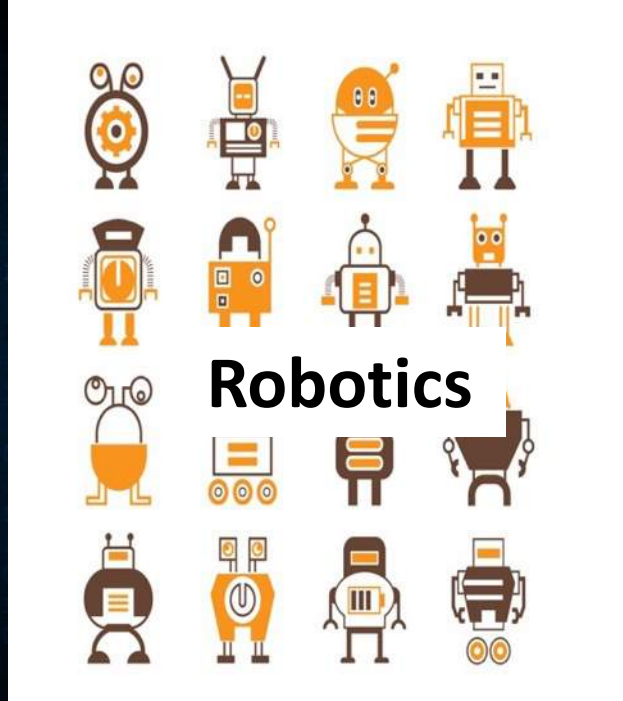








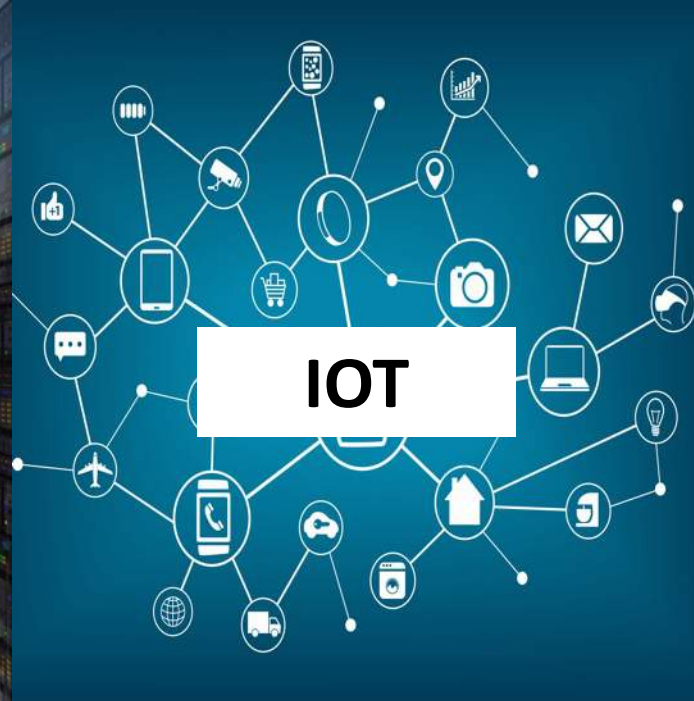
**AI**



**Robotics**



**Cloud**



**IOT**



**Big Data**



**AR/VR**



**Blockchain**



**Sharing**





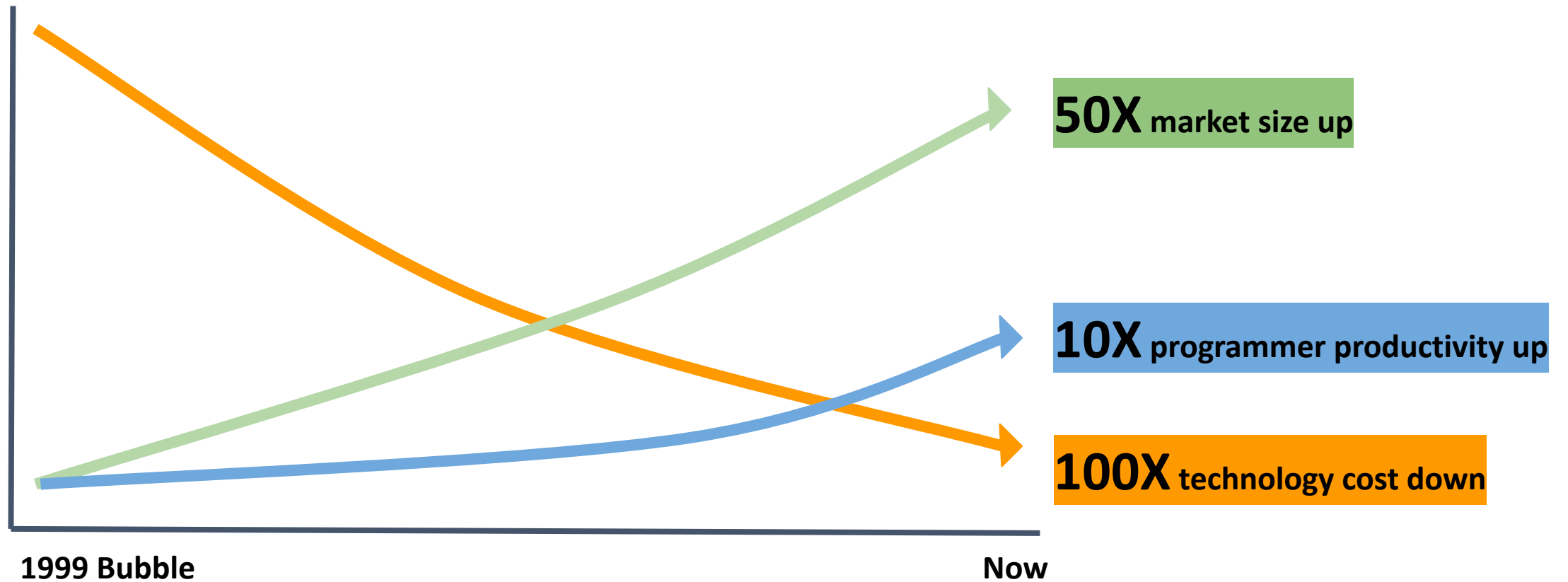


**disrupt**





# Anyone can....





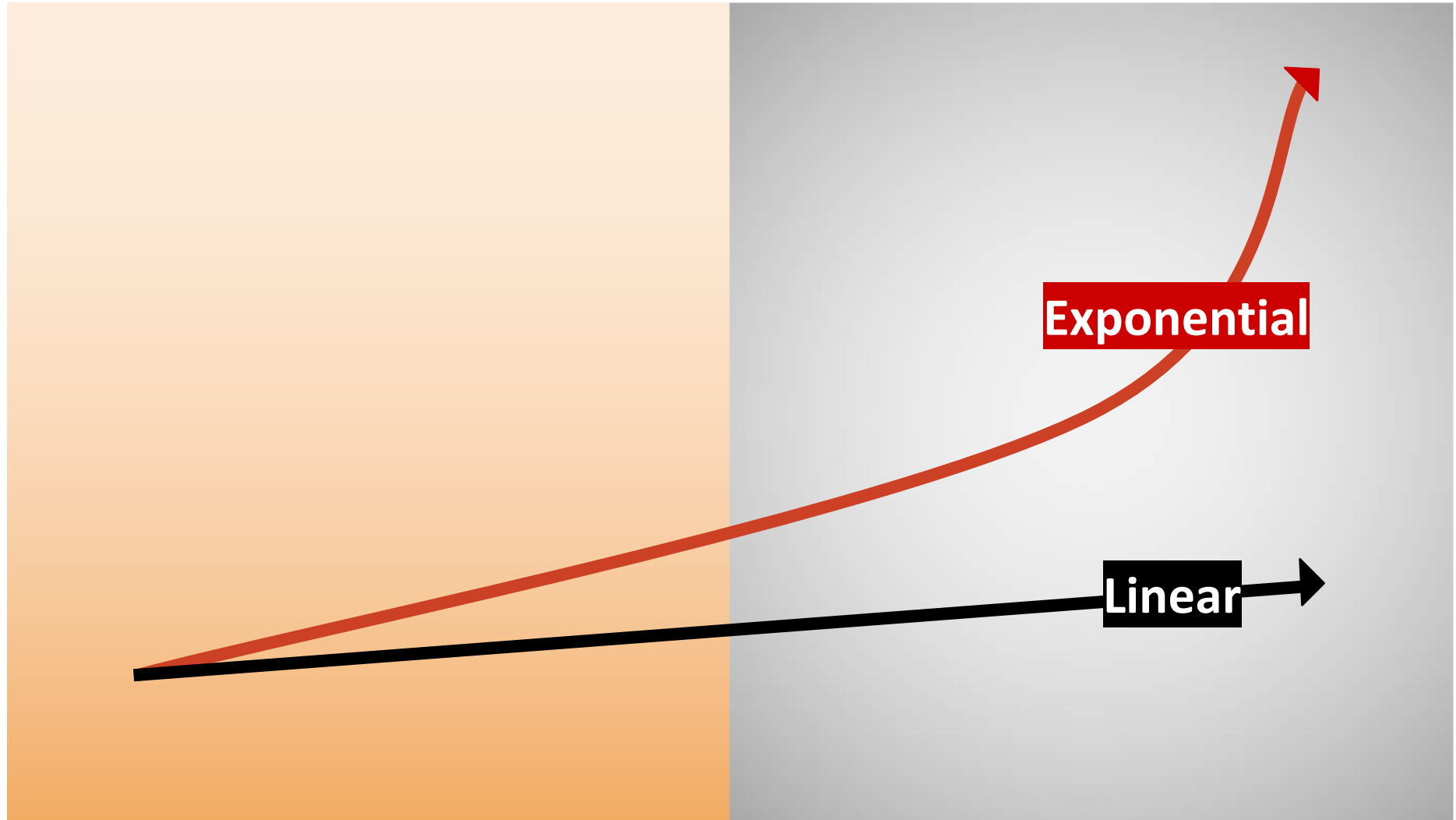




Dear Santa,  
How are you? I'm good.  
Here is what I want for  
Christmas.



# Linear to Exponential





# Unbundling...and re-bundling

## Unbundling of a Bank





# Pipeline vs Platform

- *Control resources*
- *Optimise internal value chain*
- *Focus on customer value*
- *Orchestrate resources*
- *Facilitate external interaction*
- *Focus on total value of the ecosystem*







# Ecosystems...





# Product vs Ecosystem



VS











Thermostats



Cameras



Doorbell



Alarm system



Lock



Smoke + CO alarm



# Leveraging others around you in an ecosystem...



## HOME AUTOMATION STARTS WITH NEST

The Nest smart thermostat and sensor is the hub of the automated home. Works with Nest interacts with everyday household items, making your home intuitive and ultra efficient. Control it from anywhere with your tablet or smartphone.



### NEST THERMOSTAT

Learns your schedule to automatically regulate the temperature of your home.

nest

#### Learning Thermostat

- Self programming based on your preferences
  - Nest adjusts temperature when you are away
  - Control Nest from your smart device
- 1200477 Web Code: 10254137  
Mobile device sold separately.



### NEST PROTECT

Detects smoke and automatically turns off your gas furnace if it detects carbon monoxide.



#### nest Wired Nest Protect Smoke & Carbon Monoxide Alarm

- Alerts you of smoke or carbon monoxide
  - Sends alerts to your smart device via Wi-Fi
- 1200208 Web Code: 10299199  
Also available in battery version.  
1200280 Web Code: 10299198



### DROPCAM

Automatically turns on motion alerts when you leave the house.



#### dropcam Wireless Video Monitoring Camera

- 8x zoom with 130° field of view
  - Night vision
- DCAM-002-OCA  
Web Code: 10275207



### CHAMBERLAIN

Tells Nest when you come and go so the thermostat heats or cools your home accordingly.



#### CHAMBERLAIN. Smartphone Garage Door Controller

- Open, close and monitor your garage door
  - Works with most brands of garage door openers
- MY-GARAGE Web Code: 10276347



### JAWBONE UP24

Tells Nest when you wake up so the thermostat kicks in before you get out of bed.



#### Jawbone® UP24 Activity Tracker

- Available in small, medium and large
  - Updates your progress via Bluetooth®
- J01-S21-CA Black Web Code: 10202429  
Limited quantities. No rainchecks.



### HARMONY

Use your remote to change the thermostat, switch modes and more.

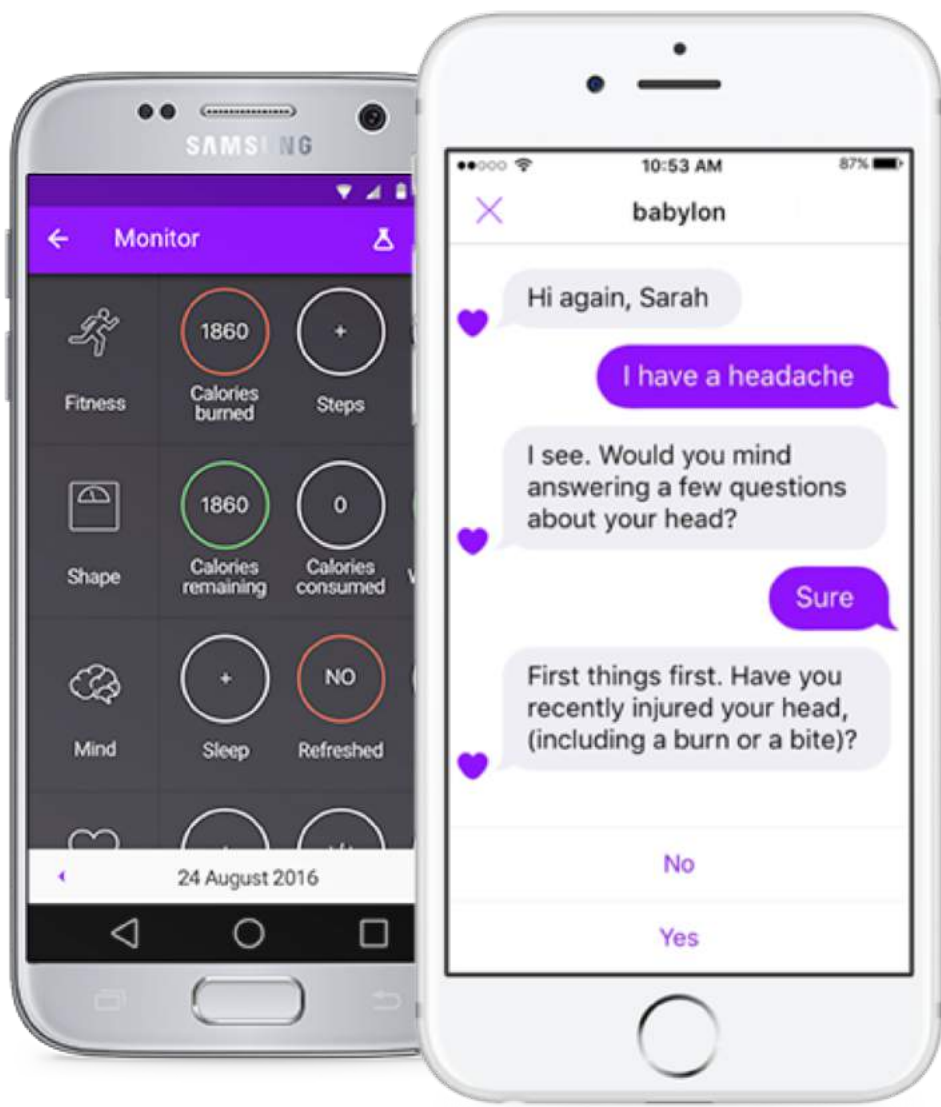


#### Logitech Harmony Ultimate Universal Remote

- Control all your devices behind closed doors
  - Customizable 2.4" swipe and tap touchscreen
- 915-0002102 Web Code: 10262485











# Leading the digital transformation of metal distribution

December 2017



# 01 Current linear steel supply chain is highly inefficient and intransparent

No effective information and data exchange on available inventory, lead times etc.





**digital**

**physical**

**Digitalization of  
KCO**

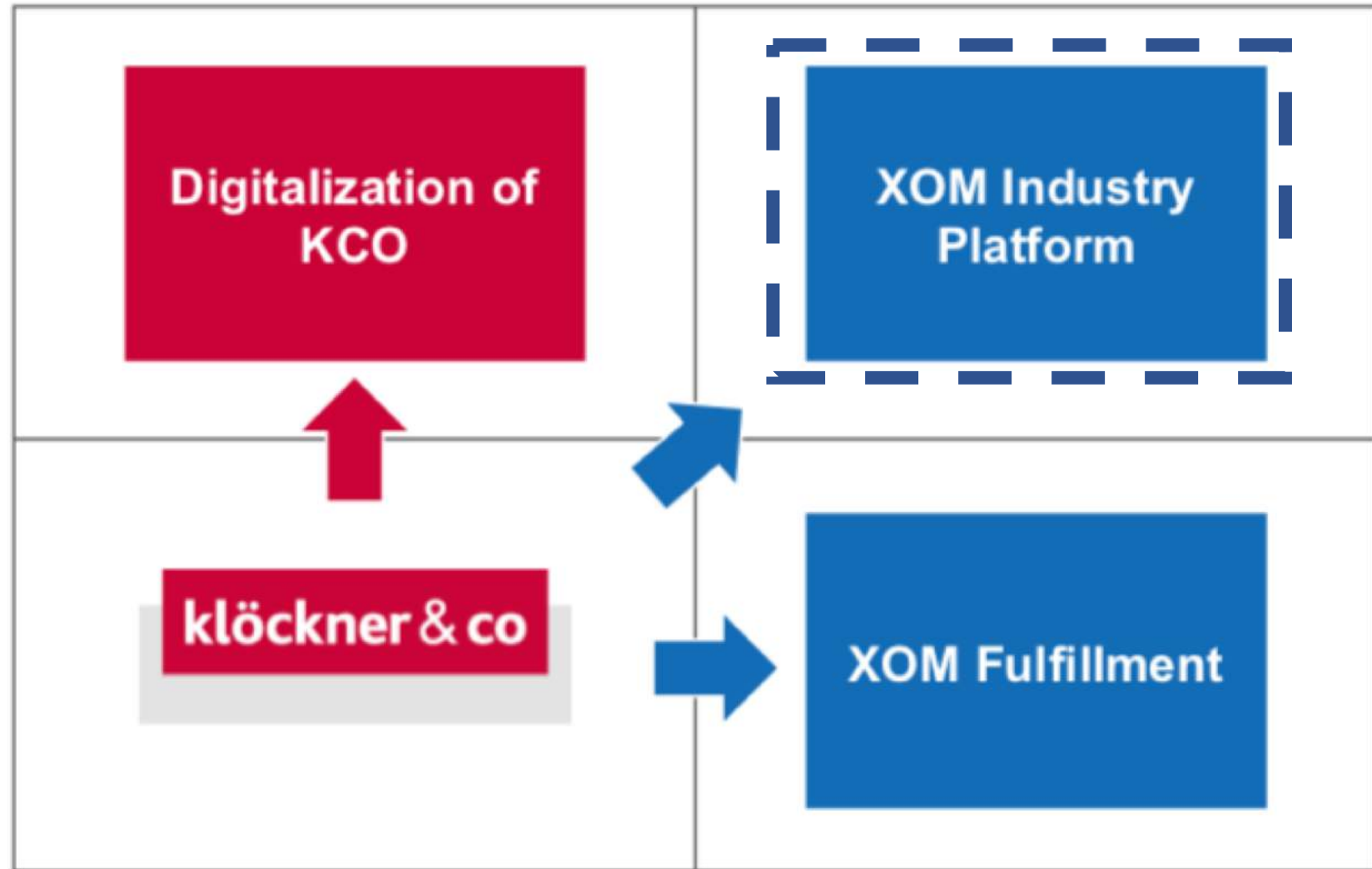
**XOM Industry  
Platform**

**klöckner & co**

**XOM Fulfillment**

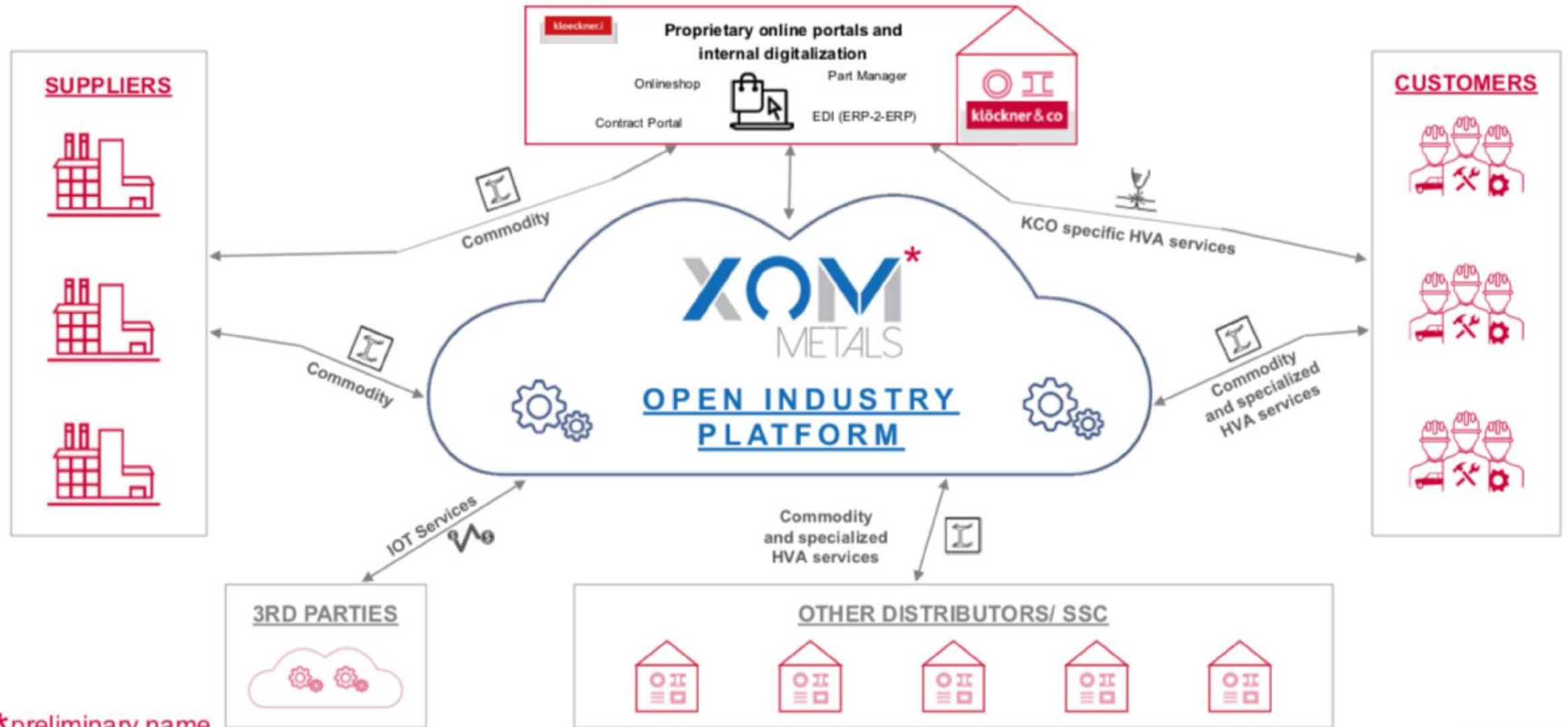
**traditional  
(linear)**

**platform  
(multi-sided)**





# 01 The future steel supply will be dominantly facilitated by vertical platforms ...



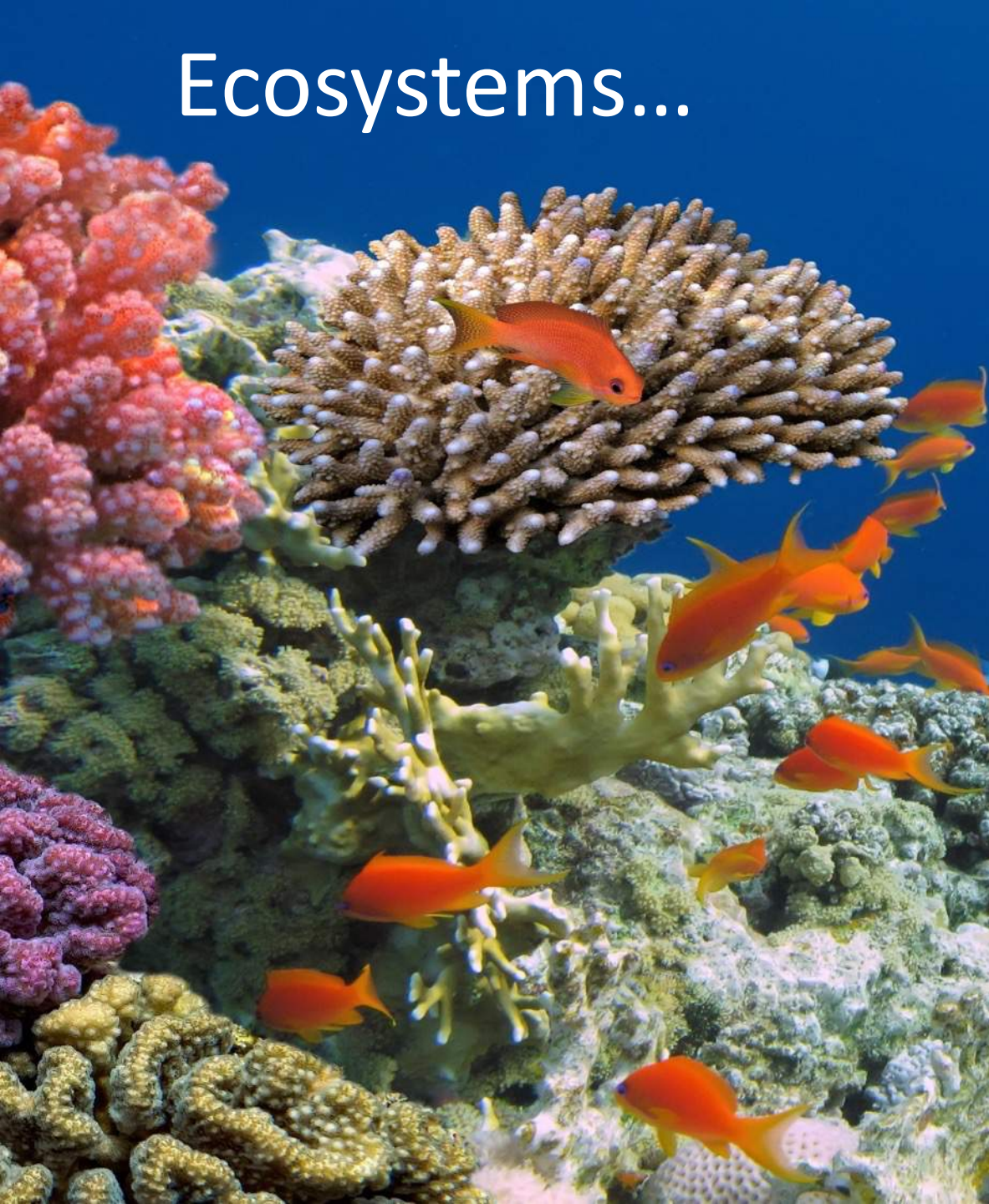
\*preliminary name







# Ecosystems...

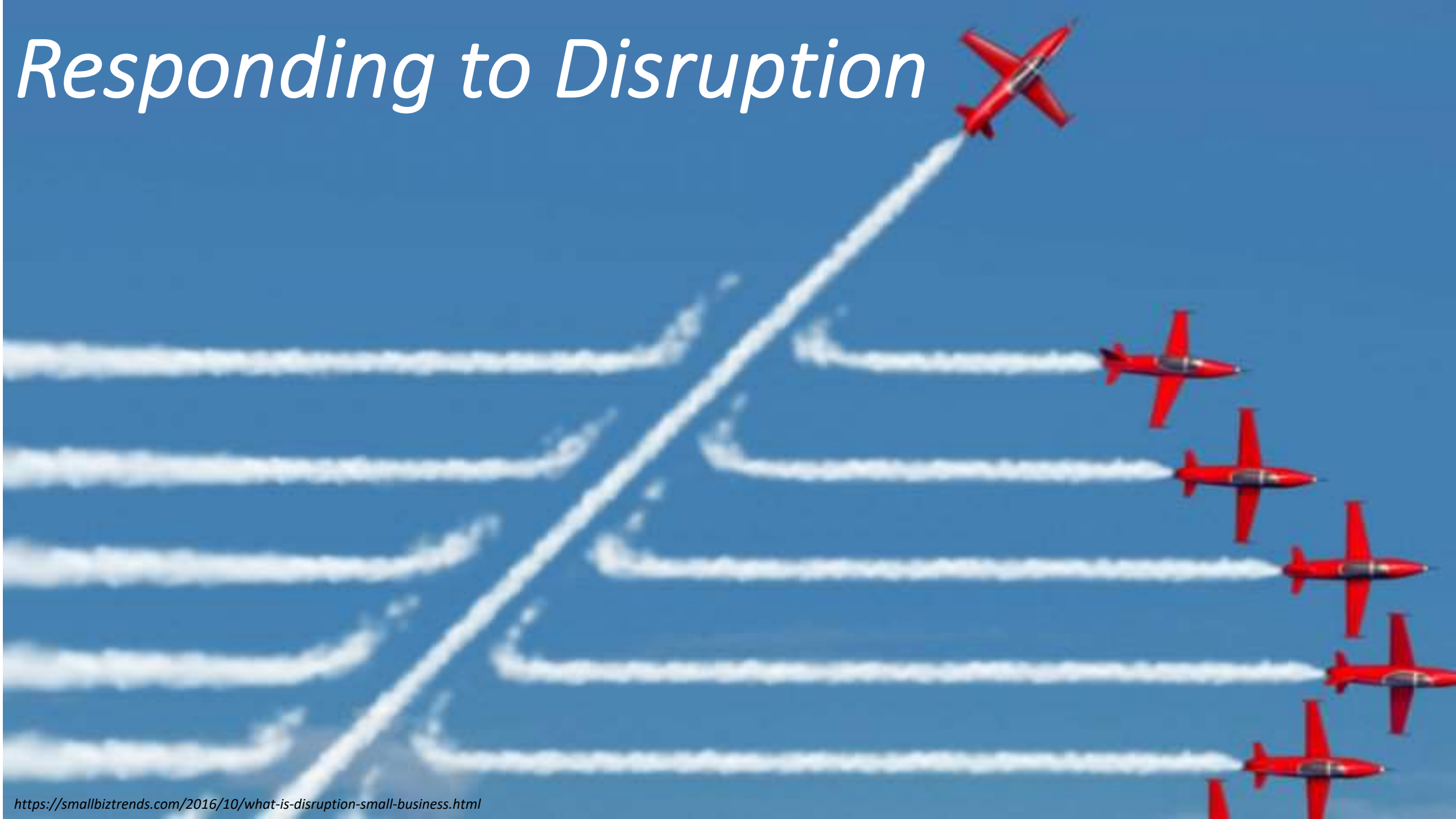


## Questions to consider.....

- *How can you embed your product or service in a broader set of needs?*
- *What Ecosystem/s are you part of?*
- *Should you build, catalyse or join?*
- *Where is the value and margin?*
- *How will you attract customers?*
- *What partners, data, resources, technology do you need?*



# *Responding to Disruption*





# Are we ready...?

“50% fewer firms implementing automation technologies, including AI, compared with leading communities like US and Sweden”

*AlphaBeta research*

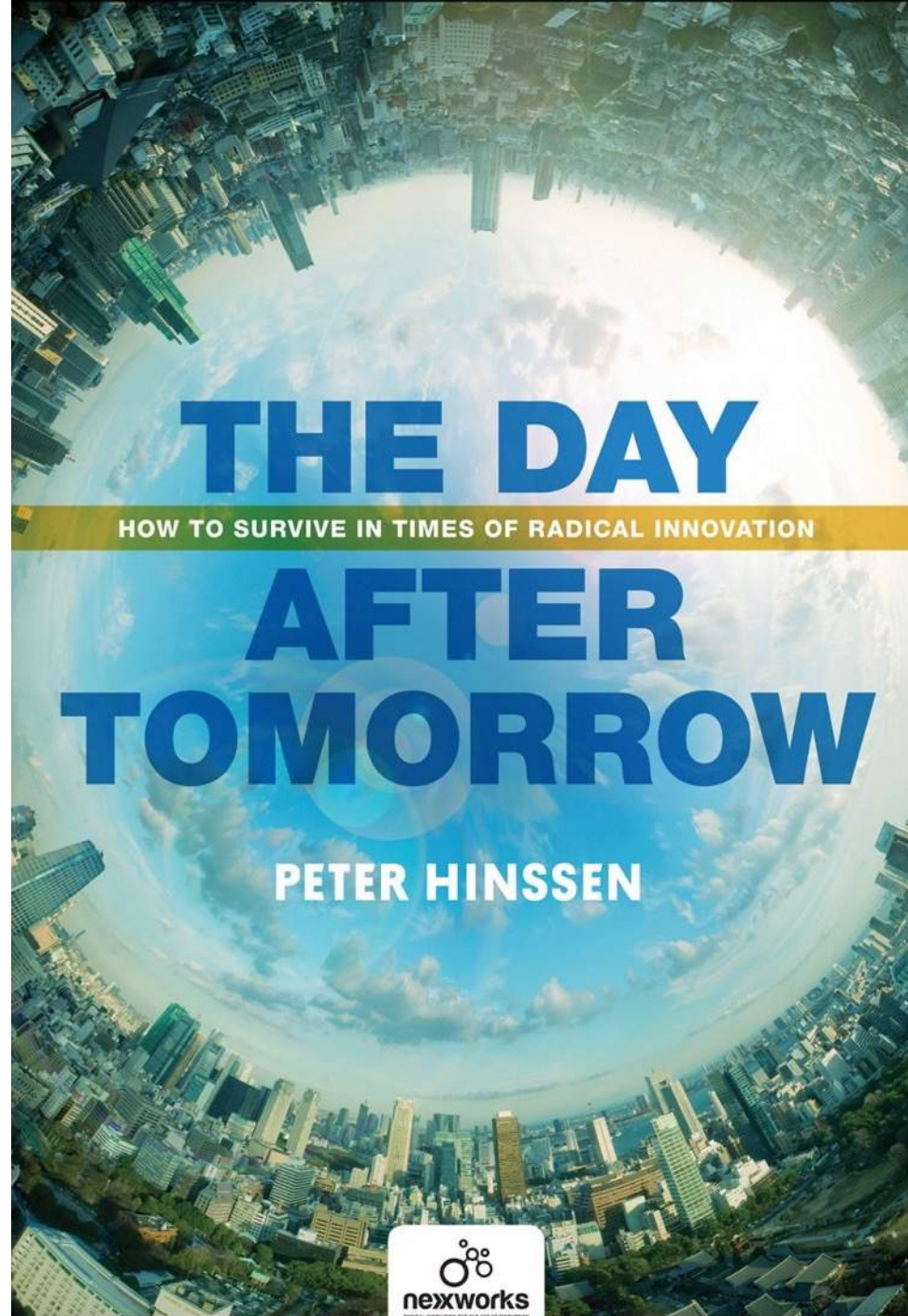
“We can’t hope to compete with the money being thrown at things like AI elsewhere in the world. We need to find our unfair advantage”  
*Larry Marshall CSIRO*



“It’s not about IA on its own, but it is AI in collaboration with human intelligence”  
*Larry Marshall CSIRO*

“I cannot see how our 2030 ambitions can be achieved absent a dramatic improvement in business investment in innovation activities”  
*Bill Ferris, Innovation and Science Australia*





# THE DAY

HOW TO SURVIVE IN TIMES OF RADICAL INNOVATION

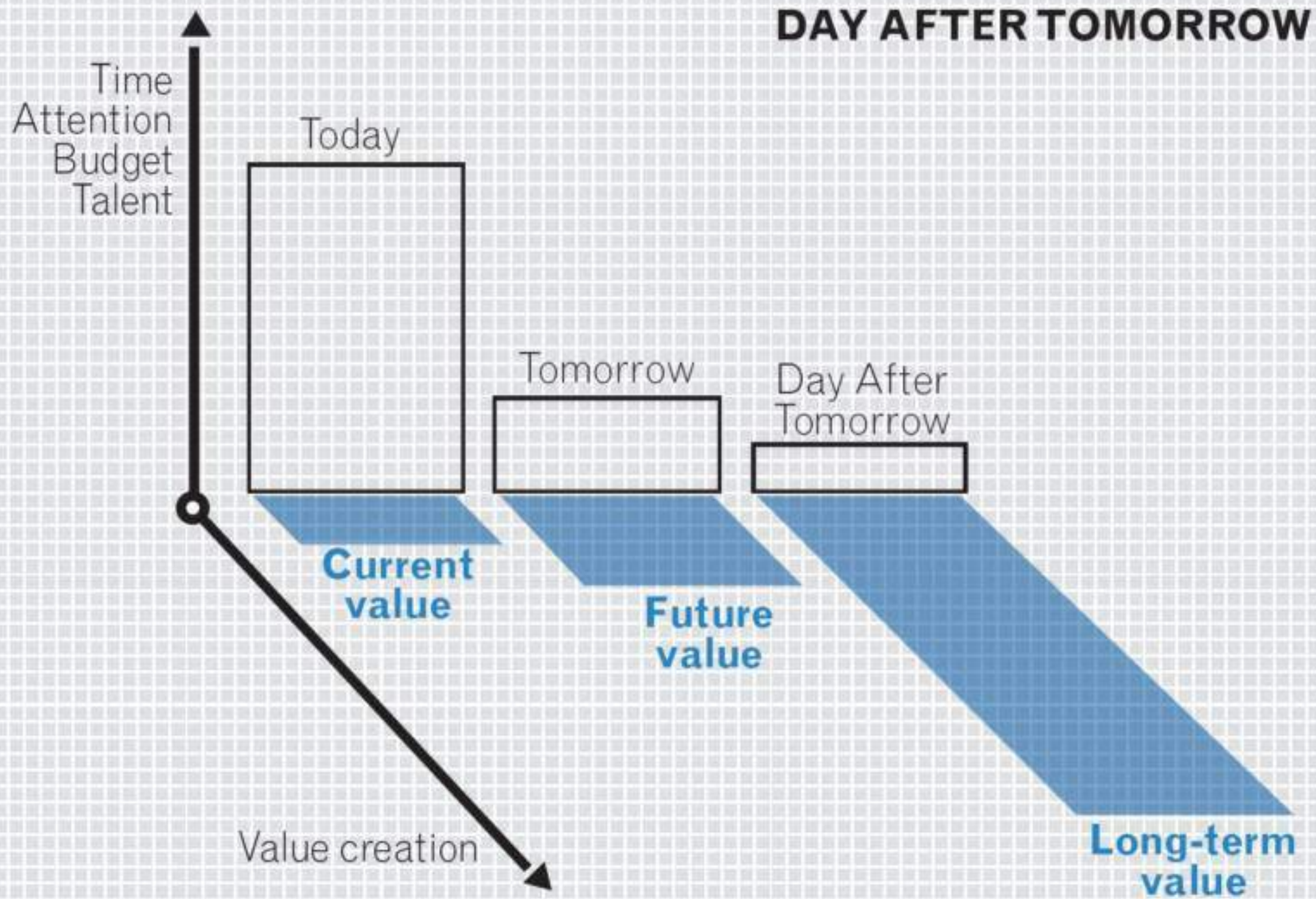
# AFTER TOMORROW

PETER HINSEN

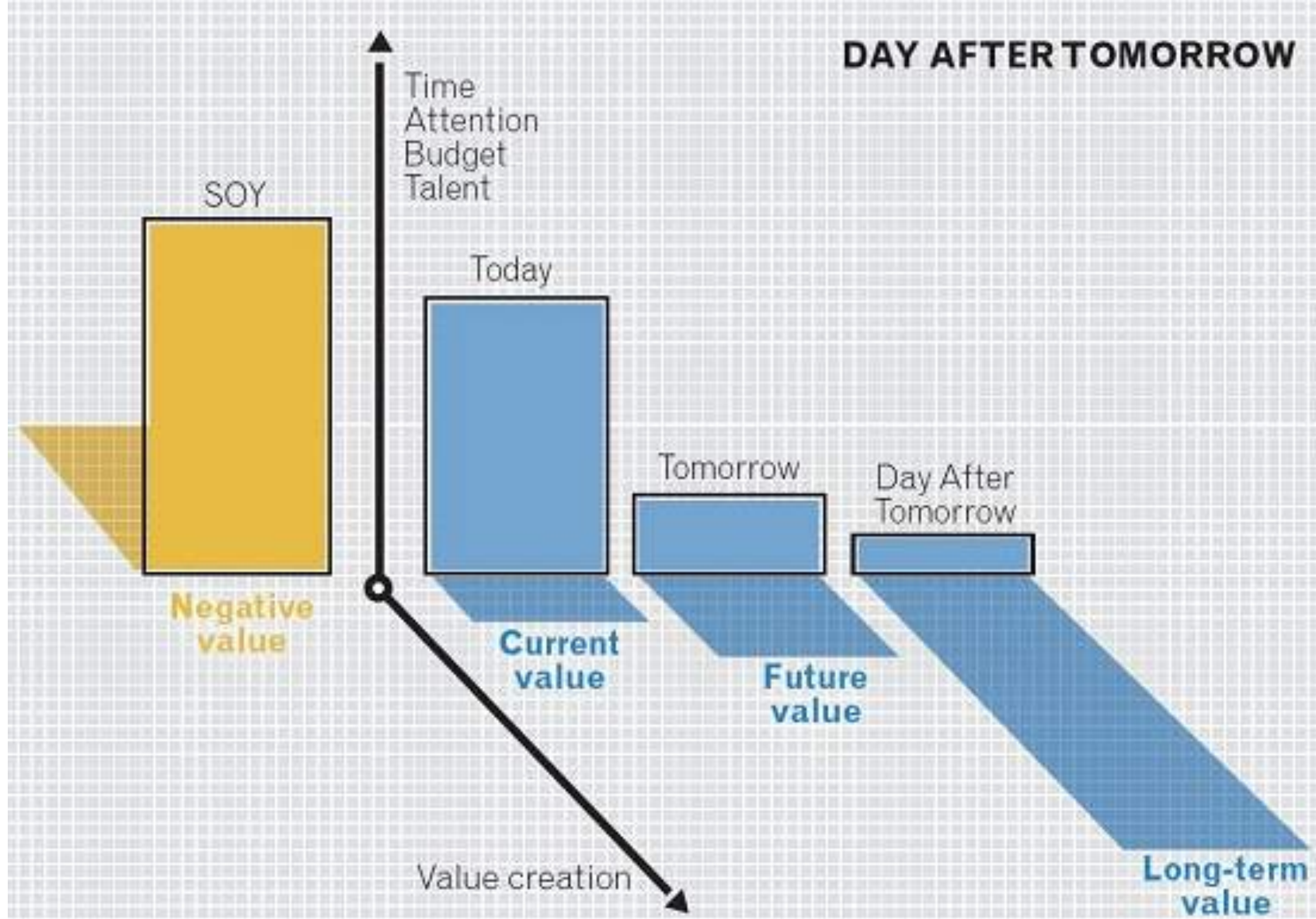


RADICAL INNOVATION FOR THE AGE OF DISRUPTION

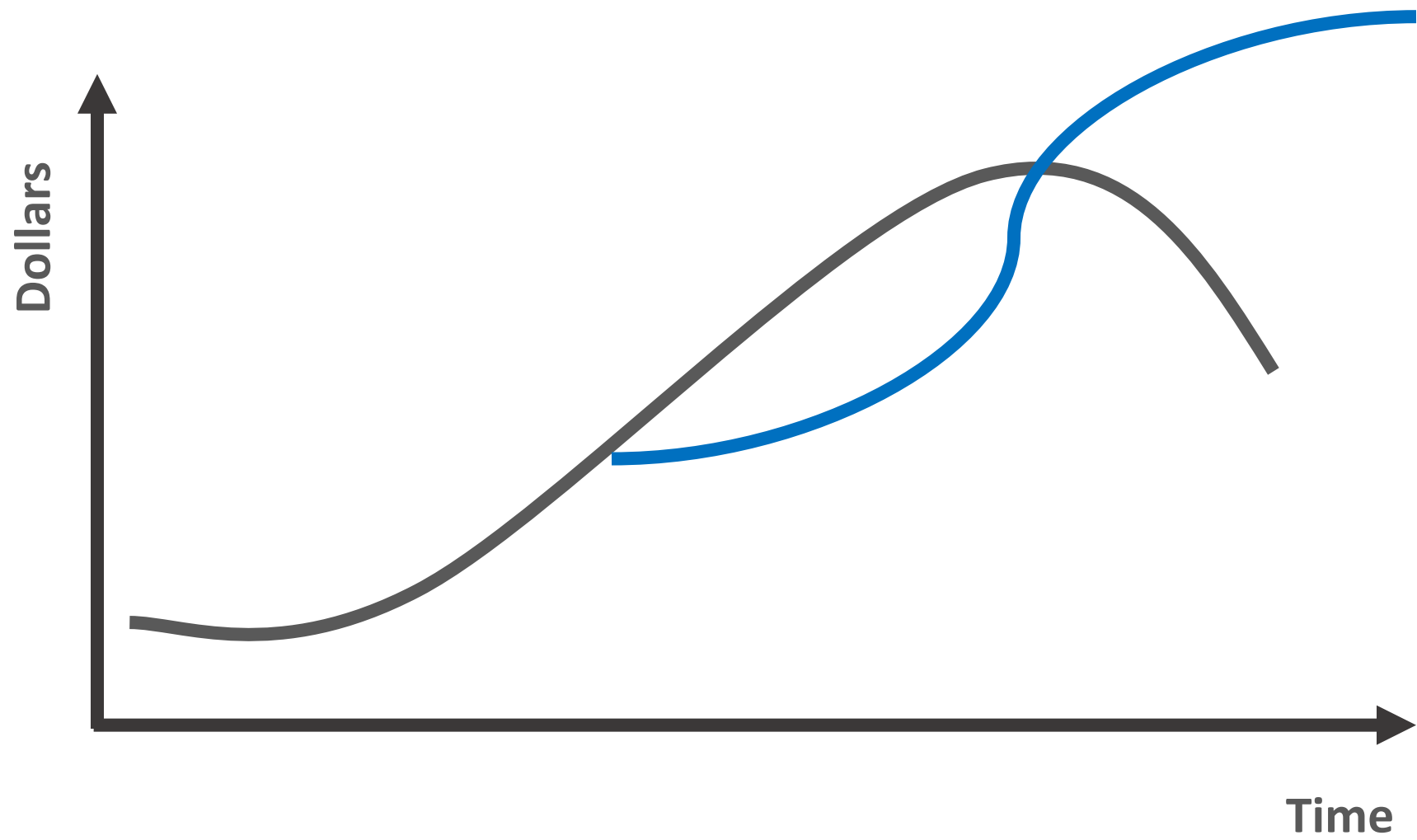




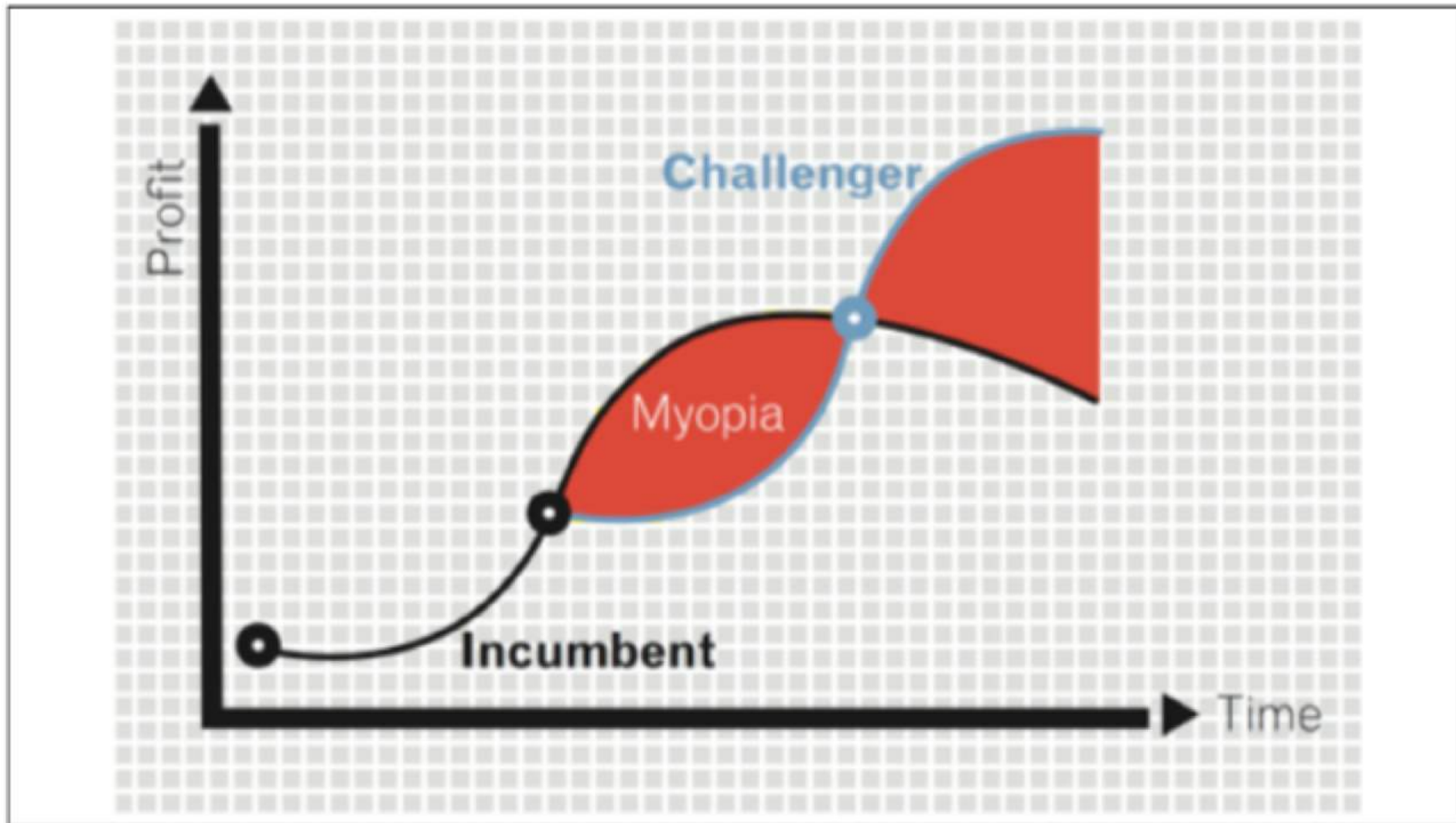




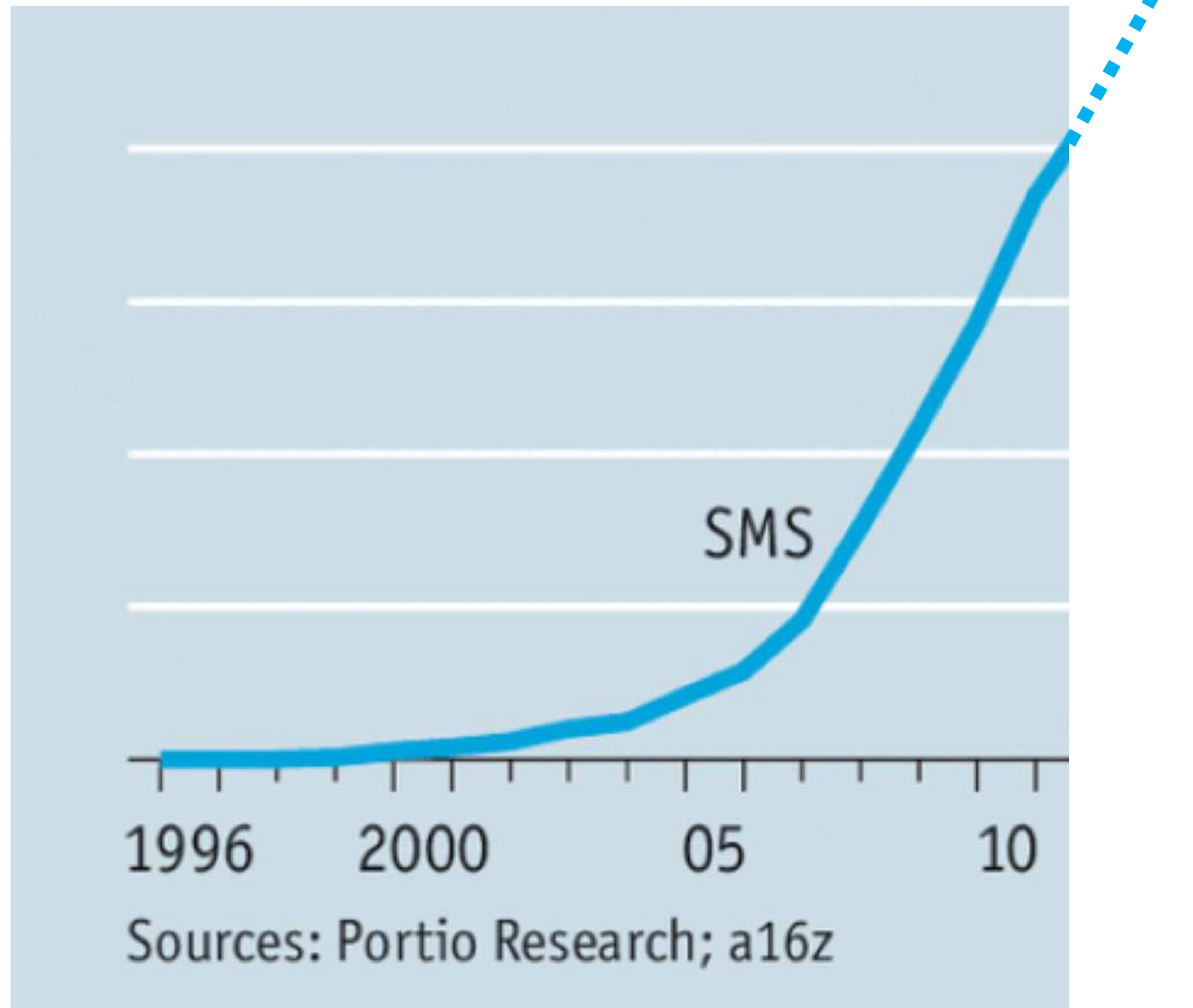












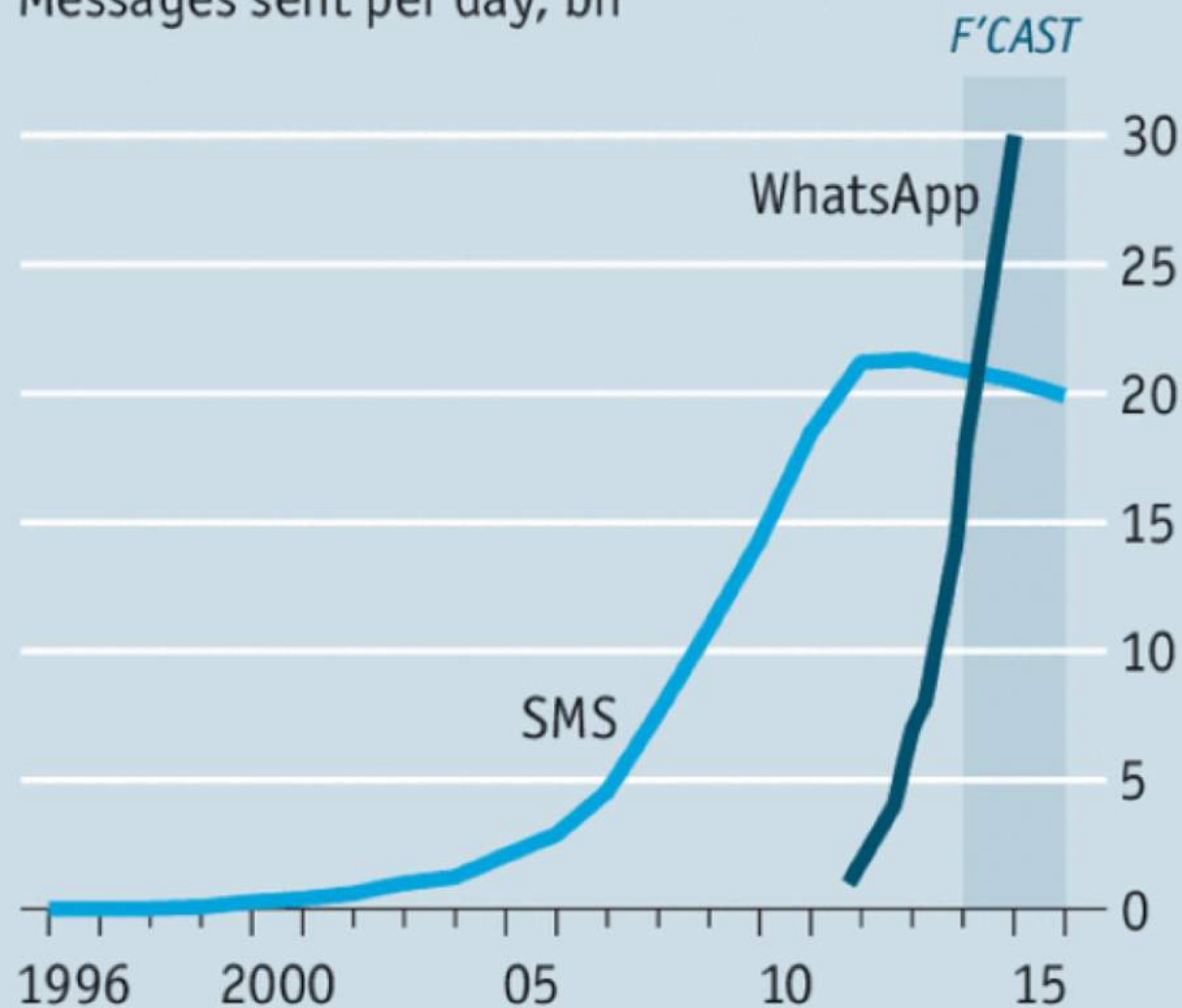






# OMG, RIP txt

Messages sent per day, bn



Sources: Portio Research; a16z



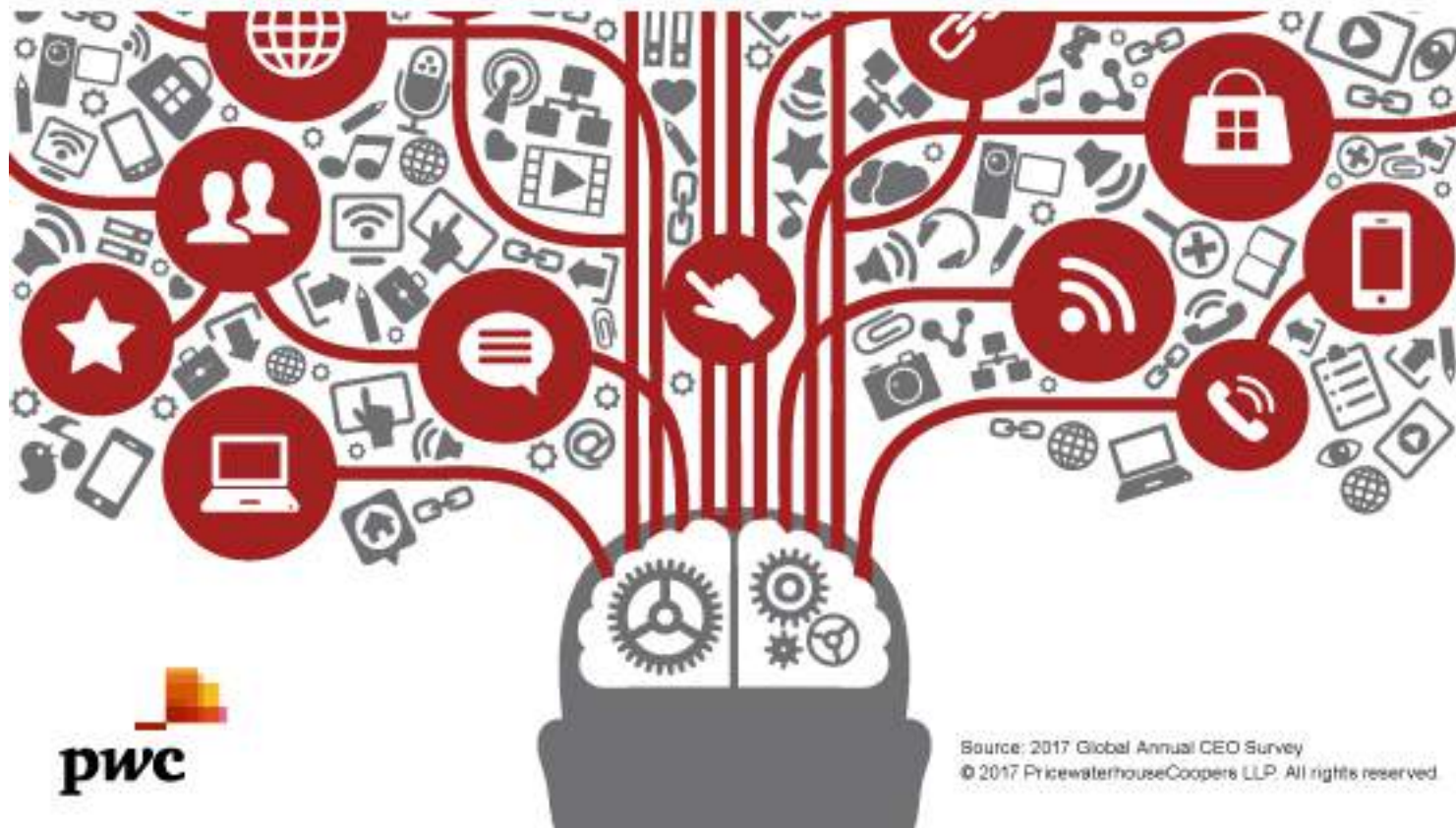
A red pushpin is pinned to the top center of a white rectangular piece of paper. The paper is placed on a brown corkboard background.

People Buy...

From People They Trust



**69%** *of CEOs noted it's harder for businesses to gain and retain people's trust in an increasingly digitized world*





**The  
Economist**

OCTOBER 31ST–NOVEMBER 6TH 2013

[economist.com](http://economist.com)

007 and the spectre of Britain's past

Turkey votes to the sound of bombs

Those ever-creative accountants

America takes the fight to IS

Coywolves: the new superpredator

# The trust machine

How the technology behind bitcoin  
could change the world







Use: *Business to Consumer*

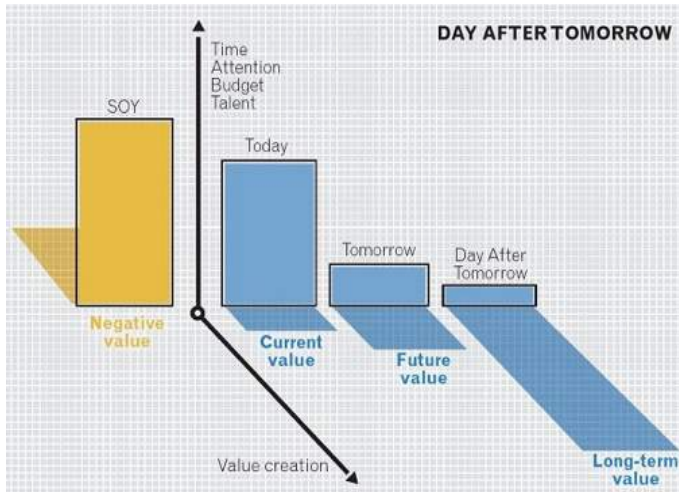
Focus: *Content*

Use: *Business to Business*

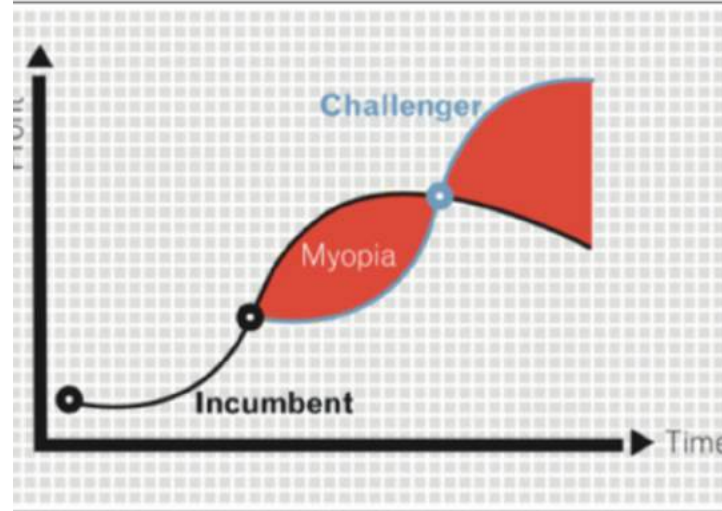
Focus: *Transactions*



# Questions to consider.....



*How do I spend time in  
the Day after Tomorrow?*

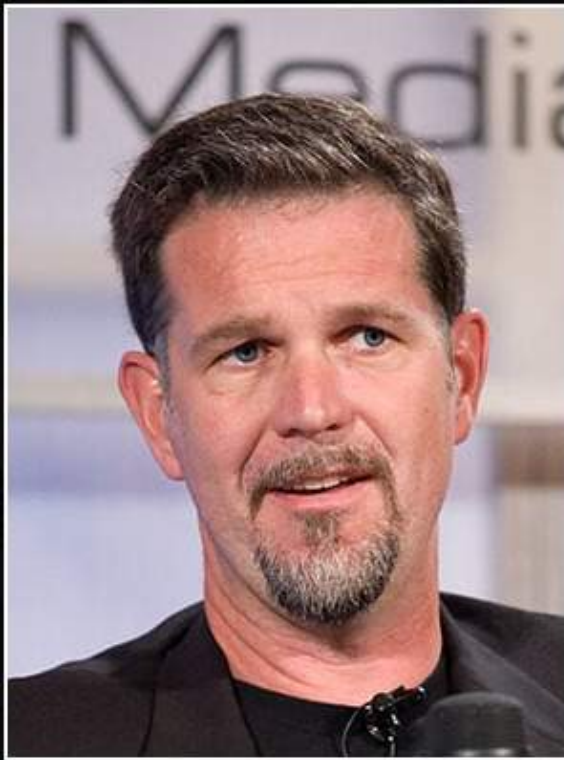


*How can I overcome  
Myopia?*



*What is your Trust  
Equation?*





Companies rarely die from moving too fast, and they frequently die from moving too slowly.

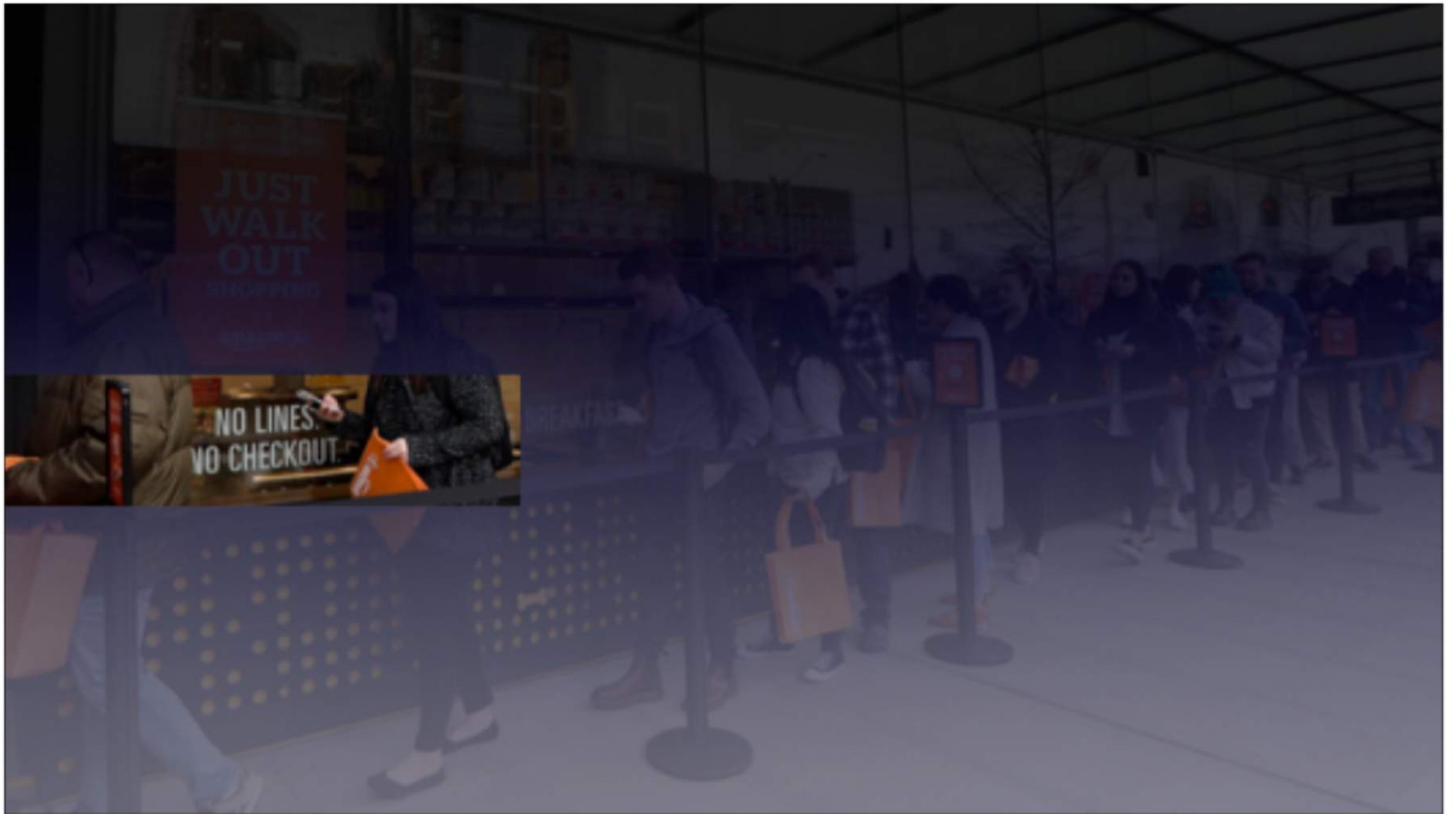
— *Reed Hastings* —

AZ QUOTES











# WEBINAR

## Connecting the Dots... making sense of disruption

Thank you for attending...you will be sent a link to the presentation, and a recording of the webinar, in the next two days

Please let me know if you have any questions regarding the content or if you would like to explore how these strategic opportunities may apply in your own organisation

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