

Digital Transformation: Disrupt or Be Disrupted



Digital Transformation: Creating New Opportunities And Risks For Businesses

Opportunity

80B connected devices create **\$130B+** in new revenue opportunities for business.
-IDC (2019), GlobalData (2018)

Survival

50% of the S&P 500 will be replaced over the next **10 years**. The pace of technology-based disruption is accelerating.
-Innosight (2019)

Relevance

75% of the US workforce will be tech savvy millennials by 2025. They will drive technologies like AI and ML to transform organizations.
-EY Study and Pew Research

Digital initiatives are creating new ways for businesses to serve customers, conceive products and capture value. The future of every business relies on digital transformation

The Digital Difference



Improved Operational Efficiency

45% of manual processes can be automated, streamlined, or eliminated and product development time can be reduced
-McKinsey (2017)



Increased Revenue and Profitability

51% executives cited growth opportunities in new markets as the key driver for digital transformation initiatives
-Altimeter (2019)



Better Customer Experiences

20-30% increase in customer satisfaction and economic gains of **20-50%**
-McKinsey (2019)

Deliver easy, effective, and emotional customer experiences

How Does Digital Transformation Work



From PoC to Solution:
70% of the Digital Transformation projects fail at this stage

Future-Proof Infrastructure

- Nimble and secure cloud-to-edge elements that can scale on demand
- Modular components for rapid upgrades and compliance
- Facility for proactive monitoring and management of infrastructure

Data Analytics

- Data science skills and analytical tools to drive insights
- Data-driven decision making to gain customer engagement
- Artificial Intelligence (AI) and Machine Learning (ML) to gain proactive and predictive insights

Product Ecosystems

- Integrated technology stack for end-device nodes, gateways, connectivity, cloud databases and analytics
- Hardware, software and network capability to aggregate sensory and control
- Rapid prototyping and product development lifecycle for short time to market

Technology Partners

- Global scale and a wide portfolio of capabilities
- Global support and field deployment
- Domain expertise to ramp up the technology learning curve

Arrow and Microsoft Make The Digital Transformation Journey Seamless, Cost-Effective, Secure and Scalable



Device-to-Cloud Platform

Microsoft Azure, Azure IoT Edge, Azure IoT Central, Azure IoT Hub & more.



Arrow Intelligent Solutions

Product development, cloud migration, implementation, deployment & support services.



Connected Hardware

Sensors, edge devices, gateways, servers, storage, networking, etc.

OEMs, ISVs, and SIs embarking on new business models and making cloud infrastructure a key element of next-generation products and services will benefit from the Arrow and Microsoft partnership.

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