# 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

-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 sited 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**



## **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
  - gain proactive and predictive insights

Artificial Intelligence (AI) and Machine Learning (ML) to

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

## 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







**Connected Hardware** 

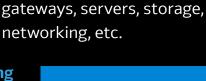
Sensors, edge devices,



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migration, implementation, deployment & support services. OEMs, ISVs, and SIs embarking on new business models and making cloud infrastructure a key element of next-generation products and

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Five Years Out

services will benefit from the Arrow and Microsoft partnership.