FUJITSU RUNMYPROCESS
DRIVING DIGITAL TRANSFORMATION

MATTHIEU HUG
CHIEF EXECUTIVE OFFICER
Fujitsu RunMyProcess
A HYPERCONNECTED WORLD

“SOFTWARE IS EATING THE WORLD”
MARC ANDREESSEN
THE DIGITAL CHALLENGE

93% OF EXECUTIVES AGREE …
that digital technologies will disrupt their business over the next 12 months; BUT only 33% believe that they have the right strategy to respond.
Source: Forrester/Russell Reynolds 2014 Digital Business Online Survey

51% OF CIOs AGREE …
"My business and its IT organization are being engulfed by… digital opportunities. We cannot respond… and this threatens the success of the business and the credibility of the IT organization."
Source: Gartner “Taming the Digital Dragon: The 2014 CIO Agenda” (#G261080)

75% OF BUSINESSES WILL …
lose market share by 2016 if they’re not ready for cloud, mobile, and social technologies according to Gartner predictions.
Source: Gartner Predicts 2013 (#G00245997)

USER EXPERIENCE FRAGMENTATION
LACK OF CONNECTEDNESS
SLOW PACE OF CHANGE
MANAGING DIGITAL SCALE
RunMyProcess is a Cloud Platform that removes the barriers to Digital Transformation.

- Unifying digital experiences
- Connecting the digital supply chain
- Delivering digital at speed
- Scaling with business

Rapidly deliver connected business systems for anyone, anywhere, on any device.
UNIFYING THE DIGITAL EXPERIENCE

ENTERPRISE PROCESS STORE

For the Users
A single, device independent point of access & visibility into the full range of end to end processes people need to achieve their goals.

For the CIO
Full visibility & governance over all of the applications & processes used by the business across the extended enterprise.

A UNIFIED USER EXPERIENCE WITH CENTRALIZED GOVERNANCE
CONNECTING THE DIGITAL SUPPLY CHAIN

API Creation
Application Integration
Process Integration
Human Workflows

OVER 2500 CONNECTORS + ENDLESS CAPACITY TO BUILD YOUR OWN
DEPLOY & EXECUTE
Use full lifecycle support & 1-click global deployment to rapidly test new ideas and improvements

MONITOR & MANAGE
Collect real time digital process information spanning people, systems, sensors and the web

BUILD & INTEGRATE
Use drag and drop interfaces & rapid integration to deliver device independent connected systems

LEARN & ADAPT
Use real experiences, data & digital process outcomes to scale success, explore change & adapt to failure

WE ENABLE FAST AND ITERATIVE DELIVERY, MATCHING TODAY’S BUSINESS NEEDS
SCALING WITH BUSINESS

Our core activity is to operate our platform at scale for all customers.

- **Customers in 44 countries**
- **2,500 connectors**
- **100% mobile device compatibility**
- **100% cloud platform availability**
- **5,000,000 processes every month**
- **1 SIMPLE drag-and-drop interface**
- **5 new platform versions**
- **50 hot updates per year**
- **99.9% platform availability**

OUR CORE ACTIVITY IS TO OPERATE OUR PLATFORM AT SCALE FOR ALL CUSTOMERS
“Reporting an incident used to take at least 24 hours. Now it only takes 30-60 seconds”

A mobile application that lets officers record and take photos of incidents. Data shared instantly with main office, increasing speed of incident resolution.

- Increases in service quality and reliability through more timely incident resolution
- Improved planning, monitoring and intervention of lines based on incident data
- Closer stakeholder relationships based on greater service levels and improved transparency
RETHINKING BUSINESS BASICS

“We’ve grown by more than 600% in the last 12 months without major disruption”

Iterative delivery of digital processes that run the end to end

Significant client wins, 600% growth in revenue and ten-fold increase in staff

Scalable digital business model enabling aggressive company growth ambitions

Lower cost base and greater level of control than traditional competitors

Processes fully integrated with cloud CRM for end to end customer handling