



CIO

PERSPECTIVES

YOUR IT LEADERSHIP COMMUNITY

PRODUCED BY



Using Technology to Simplify Business Innovation

Scott Wilson

Regional Sales Manager, New England

World Wide Technology

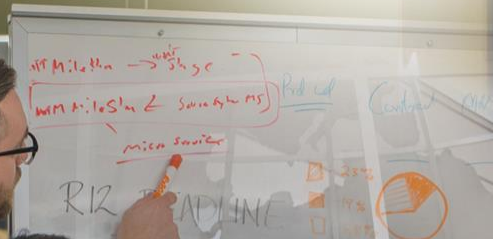
 @wwt_inc



PRODUCED BY



FORTUNE
100
BEST
COMPANIES
TO WORK FOR









INNOVATING

THROUGH OUR CULTURE OF INNOVATION

**WE INSPIRE, BUILD AND DELIVER
BUSINESS RESULTS, FROM
IDEA TO OUTCOME.**

The Digital Disruption Has Already Happened

U B E R	World's largest taxi company	<i>... owns no taxis</i>
 airbnb	Largest accommodation provider	<i>... owns no real estate</i>
 WeChat	Largest phone companies	<i>... own no telco infrastructure</i>
 Alibaba	World's most valuable retailer	<i>... has no inventory</i>
 facebook	Most popular media owner	<i>... creates no content</i>
 SocietyOne	Fastest growing banks	<i>... have no actual money</i>
NETFLIX	World's largest movie house	<i>... owns no cinemas</i>
 Google	Largest software vendors	<i>... don't write the apps</i>



INNOVATION SPEED

SHRINKING BUDGETS

COMPETING PRIORITIES

NEW BUSINESS MODELS = NEW COMPETITION

GOVERNANCE

SHORT-TERM THINKING SHAREHOLDERS

NONSTOP DEMAND

WORKFORCE PRODUCTIVITY

LACK OF RESOURCES

SECURITY CONCERNS

CUSTOMER EXPERIENCE

POLICY

SPEED TO MARKET

COMPLIANCE

GROWTH EXPECTATIONS

RISK MANAGEMENT

SHORTAGE OF EXPERTS

BRAND AND CUSTOMER LOYALTY

TODAY'S CIO

VIRTUALIZATION

BIG DATA

NETWORK SEGMENTATION

CYBER FORENSICS

GLOBAL DEPLOYMENTS

CYBERSECURITY

WIRELESS

COMPETING TECHNOLOGIES

INTERNET OF THINGS

SOFTWARE-DEFINED NETWORKING

PREDICTIVE ANALYTICS

COLLABORATION CONFUSION

SOCIAL NETWORKING

CLOUD SOLUTIONS

ADVANCED THREATS

VDI

IDENTITY MANAGEMENT

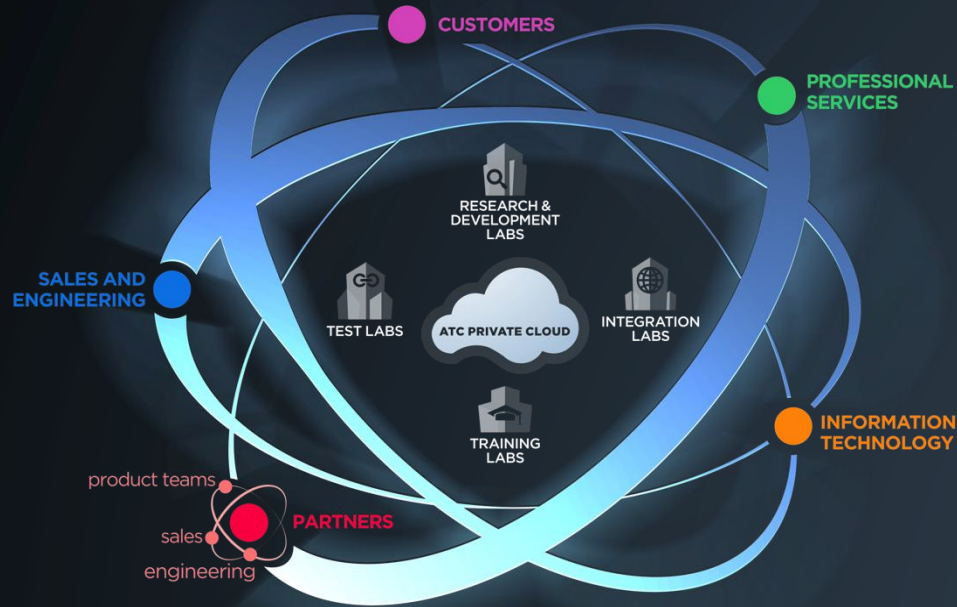
SOFTWARE-DEFINED EVERYTHING

WINDOWS MIGRATION

FLASH

**FRUSTRATED WITH SPEED OF CHANGE AND
COMPLEXITY OF BUSINESS AND TECHNOLOGY**

Advanced Technology Center (ATC)



ATC MISSION

To create a collaborative ecosystem to design, build, educate, demonstrate and deploy innovative technology products and integrated architectural solutions for our customers, partners and employees around the globe.

The Advanced Technology Center



HOW WE GO TO MARKET

PUBLIC SECTOR

| SERVICE PROVIDER

| COMMERCIAL ENTERPRISE

MANAGEMENT CONSULTING

| IDEATION SESSIONS

| SCOPING WORKSHOPS

SECURITY



NETWORK



STORAGE



COMPUTE



CLOUD



COLLAB



MOBILITY



BIG DATA



SOFTWARE

AGILE SOFTWARE DEVELOPMENT

| LAB SERVICES

| GLOBAL SUPPLY CHAIN

| DEPLOYMENT

| STAFFING

| LIFECYCLE

DELIVERING BUSINESS RESULTS FROM
IDEA TO OUTCOME

ACCELERATING **BUSINESS TRANSFORMATION**

GROWTH

| PRODUCTIVITY

| CUSTOMER RETENTION

| COST CONTROL

| RISK MITIGATION



Delivering Business Results



RETAIL

Meeting customers where they are for a frictionless order experience, improving restaurant's competitive market position

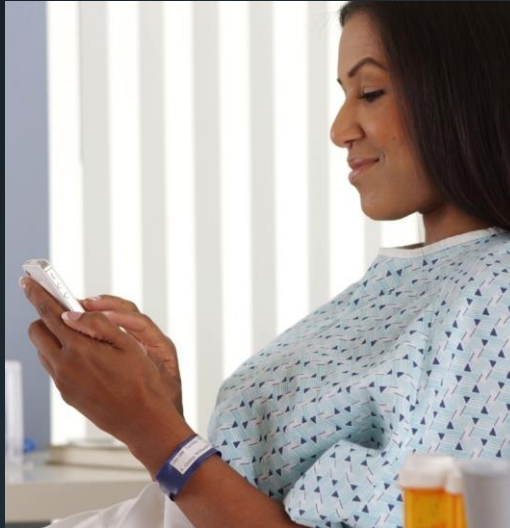
INFRASTRUCTURE AND OUTCOMES

Delivering Business Results



RETAIL

Meeting customers where they are for a frictionless order experience, improving restaurant's competitive market position



HEALTHCARE

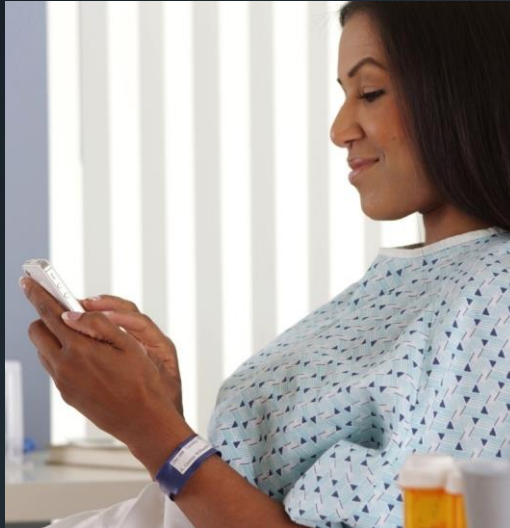
Enhanced patient experience improved retention across 39 hospitals

Delivering Business Results



RETAIL

Meeting customers where they are for a frictionless order experience, improving restaurant's competitive market position



HEALTHCARE

Enhanced patient experience improved retention across 39 hospitals



RETAIL

"Our most mature 2.0 cafés generated a cumulative sales lift of about 33.6%"

Who We Are

With \$9.4B in annual revenue, WWT is a financially strong, privately-held technology solution provider

Founded in 1990, now 4,000 employees around the world

Recognized five years in a row on the FORTUNE “100 Best Companies to Work For®” list

Ranked #3 Best Large Workplace in Tech by FORTUNE

Ranked #5 Best Place to Work by Glassdoor

Ranked #45 on the Forbes Largest Private Companies list

Technology provider to 45% of the Fortune 100

Top 5 partner with Cisco, HPE, Dell EMC, NetApp, F5, VMware

\$1.3 billion in international business

