



Cloud: Risk to Innovation

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Microsoft Australia

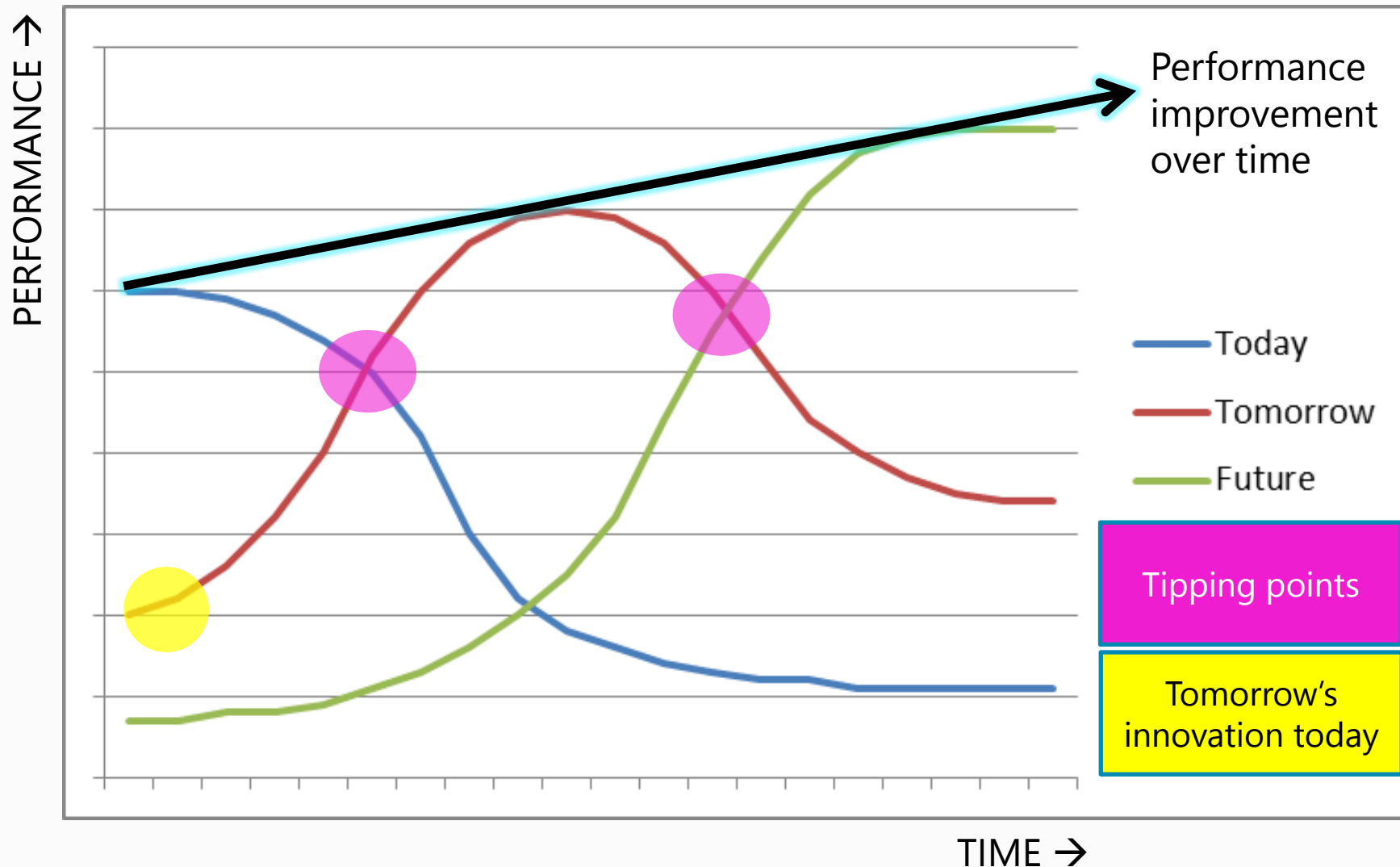
Industry Imperatives

Priority	Microsoft solution	
Clients	<ul style="list-style-type: none"> • Project Portfolio Management to prioritise investments • Add value to the customer and volunteer experience through Customer Relationship Management and social media engagement • Improve service delivery to marginalised, vulnerable and remote people 	 Office 365  Microsoft Dynamics CRM
Staff	<ul style="list-style-type: none"> • Enable mobility and social enterprise to communicate more effectively from anywhere in a secure manner • Improve best practice sharing • Provide a modern collaboration toolset • Deliver online and offline training to mobile devices 	 Office 365  Skype for Business
Business	<ul style="list-style-type: none"> • Business and stakeholder dashboards for KPIs • Improve reporting and analysis • Turning big data into business insights and impact • Leverage business intelligence and best practice sharing • B2B federation to improve agility for new business opportunities • Contract and partnership management 	 Office 365  Power BI  Microsoft Azure
IT	<ul style="list-style-type: none"> • Cloud platform with financially backed SLAs • Always have access to the latest systems • Never upgrade again 	 Office 365  Microsoft Azure
Finance	<ul style="list-style-type: none"> • Reduce cost of doing business • Free up IT resources to focus on strategic priorities and innovation, rather than day-to-day operations 	 Office 365  Microsoft Azure



Sustainable Innovation

Three horizons modelling of innovation



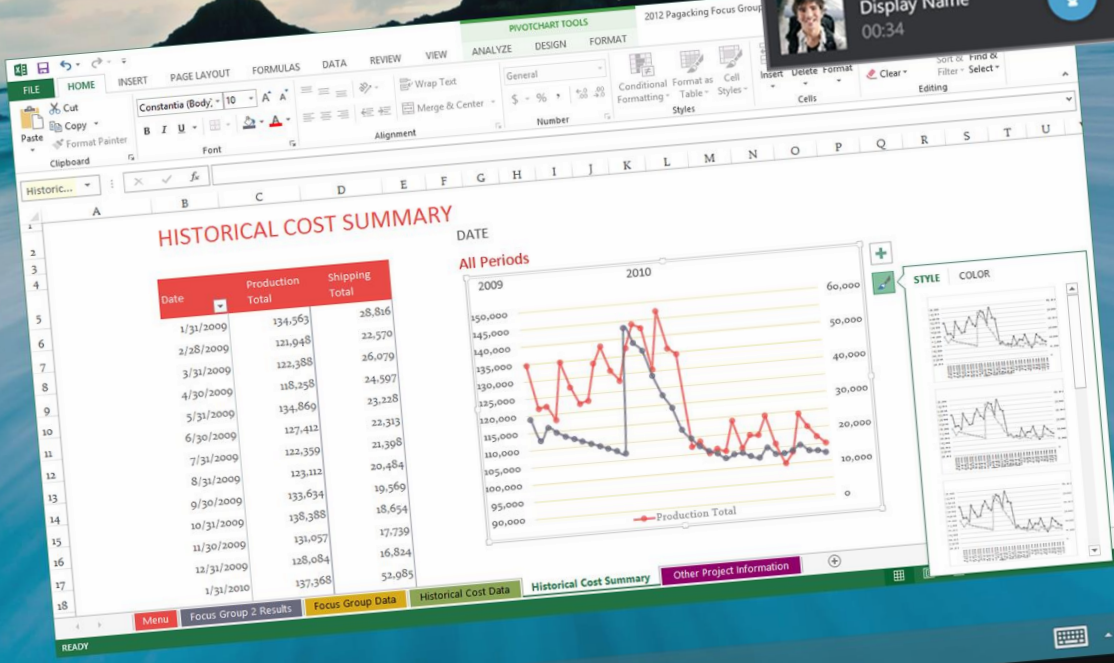



Today



Skype

Display Name
00:34



10:15 AM
5/30/2013

The new business landscape



Sell | Connect | Communicate

78.6% of the time
sales people using social media
outsold non-users in 2012, and were
23% more successful
at exceeding quotas than their
non-social sales peers



Create | Collaborate | Inspire

1.5 billion people
have social networking accounts
72% of companies
by 2011 used social technologies in
their businesses
90% of those companies
reported business benefits



Listen | Respond | Delight

44% of consumers today
complain about products/services on
social networks, and
20% of those consumers
expect a response within one hour

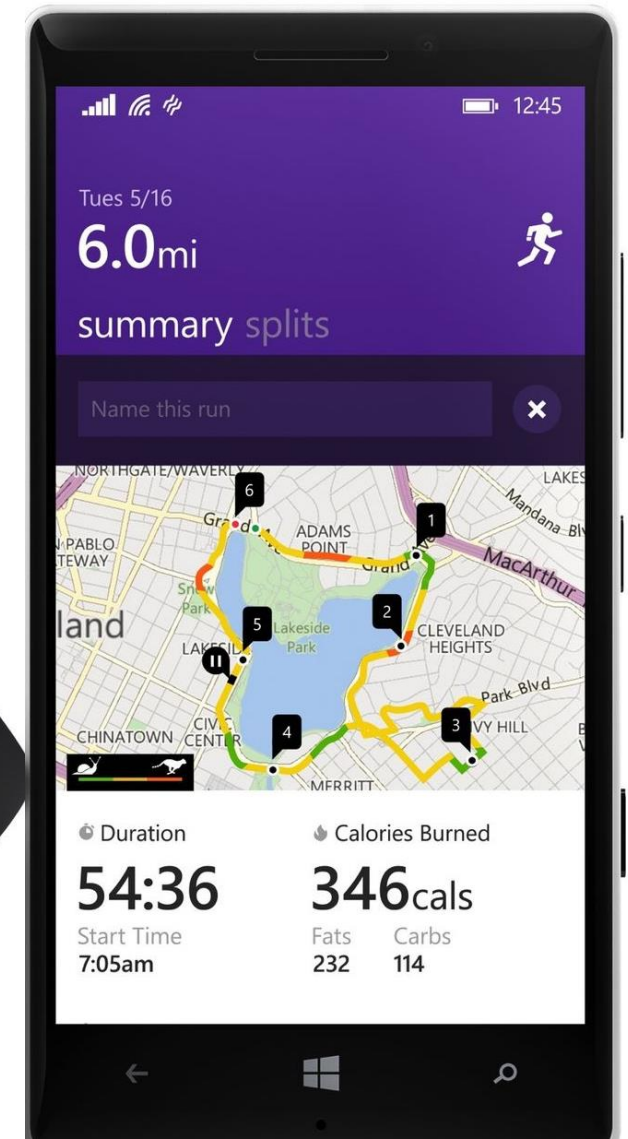


Tomorrow

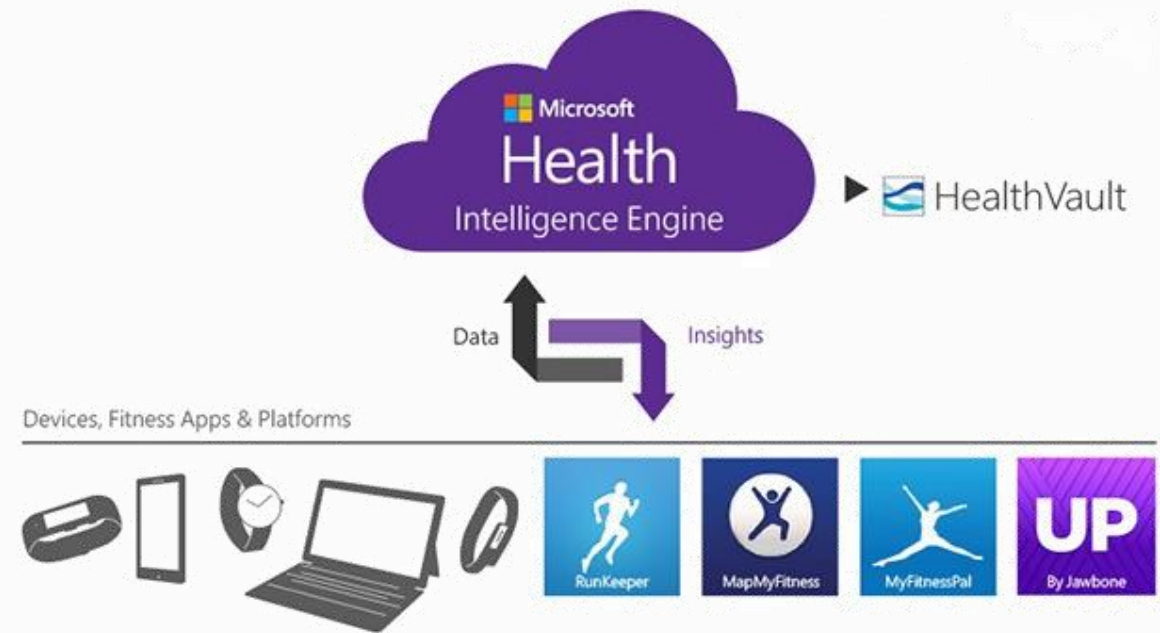


Microsoft Band

- A **smart band** with 10 sensors designed to be worn 24/7
- A **personal trainer** that adapts to your fitness
- A **personal assistant** that keeps you productive
- A **cross-platform app** compatible with Windows, iOS, and Android



- An **secure cloud datastore** for consumers' health data
- A **holistic view** that unifies disparate data from apps, devices, and services
- An **Intelligence Engine** that provides actionable insights for healthier living
- An **open platform for partners** to build and connect a health and wellness ecosystem



An extension of your current IT Priorities

Mobile technologies



Collaboration technologies



Analytics & business intelligence



Cloud computing



Regulatory compliance, privacy & security



Bridging Wellness and Care

Mobility

GiveYOD
Remote Monitoring
Patient Engagement
Gamification

Productivity and collaboration

Telehealth
Secure Communication
Care Collaboration
Support Networks

Analytics

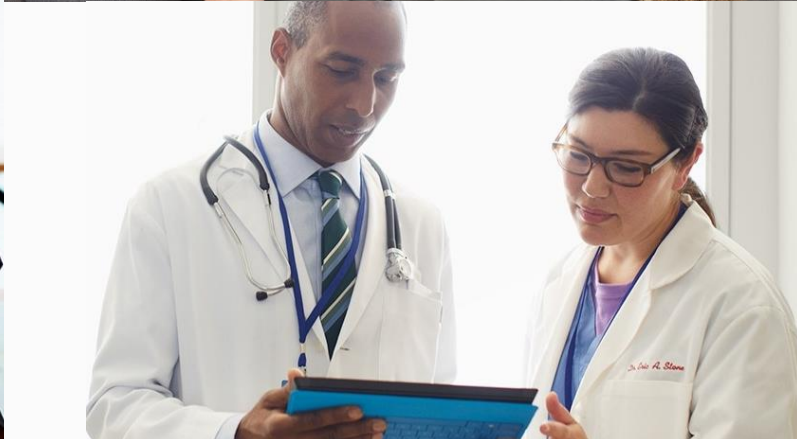
Predictive analytics
Population Health
IoT

Cloud platform

Health & Wellness
Medical Records
Interoperability
Identity Management

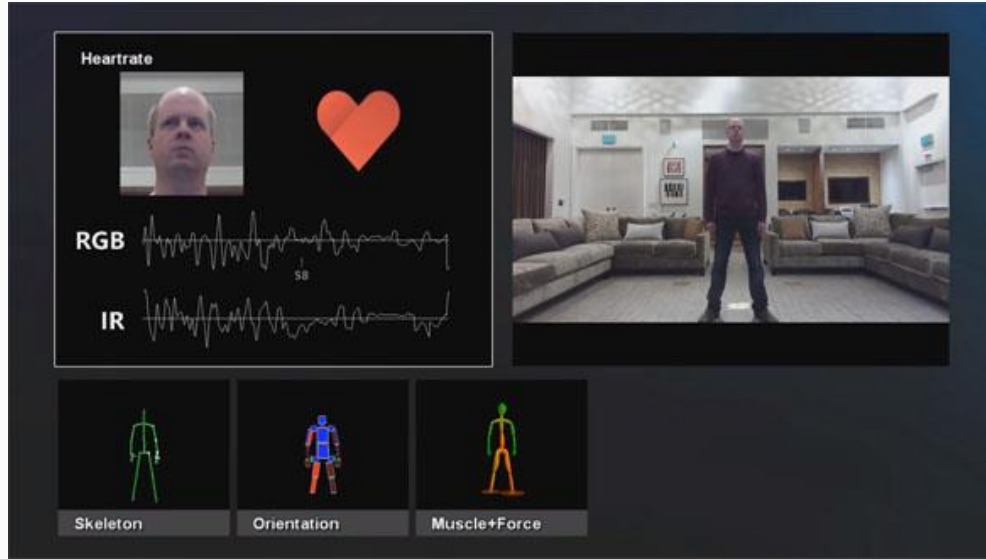
Compliance, tools & framework / Data Security & Privacy

The Consumer Health Journey





The Day After Tomorrow





Microsoft