



# Smart Work for a Smarter Planet





# How Can We Change the Way We Work?

We can't just work harder.

We can't just dedicate more resources.

We must **Work Smarter.**





# Common Challenges to Working Smarter



2/3 of employees believe there are colleagues who could help them with their work, but don't know how to find them



60% of the world's processes are managed in silos

Companies lose 5.3 hours/employee due to inefficient processes, leading to billions in lost productivity



**Billions Lost**



# The Way We Work is Getting Smarter

Resistant to Change

Embracing Change

Siloed

Connected

Historic and Reactive

Predictive and Proactive

Isolated

People Centric

Rigid

Agile



## Companies are Working Smarter. . .



**Dynamically optimized production reduces in scheduling time from 2 days to 15 minutes**



**Extensive reuse of existing investments saves £26m**



**Real time visibility into repair processes reduces outages 25-50% saves up to 90% of capital**



# How Can We Work Smarter?

Dynamic  
Business  
Processes  
and Models



Information



Smarter  
Collaboration

Smart  
Work



Smart SOA



# Smart Work Requires Dynamic Business Processes

## Dynamic Business Processes and Models

- Empower business users to adapt and respond dynamically
- Capture new insights for effective actions
- Optimize process decisions and drive dynamic change
- Leverage dynamic processes for new business models





# Smart Work Requires Smarter Collaboration

## Smarter Collaboration

- Leverage relationships
- Increase productivity with situational applications
- Extend expertise







# Smart Work Requires Smart SOA

## Smart SOA

- Maximize reuse rather than recreate
- Any-to-any connection vs point to point
- Sustainable, scalable foundation
- Flexible deployment





# Why IBM for Smart Work?

## Dynamic Business Processes & Models

- #1 BPM Market share \*
- 5000+ engagements
- 250+ business model maps across all industries

## Smarter Collaboration

- #1 Portal market share \*
- Helps millions collaborate for sharing and productivity
- \$1B+ investment in Unified Communications and Collaboration



## Smart SOA

- #1 SOA Market Share\*\*
- 8,002 clients in 122 countries