



**Smart = Digital**  
**Transformation for Public**

**SAP**<sup>®</sup>



# Digitalization

Every Company to become a Software-driven Company by ...



# ALL INDUSTRIES ARE TOUCHED BY THE **DIGITAL HURRICANE** WITH DIFFERENT LEVEL OF IMPACT


HIGHER EDUCATION  
MILLS & MINING • O&G  
CHEMICALS

**HIGH WINDS** 

LIFE SCIENCE / HEALTHCARE  
SERVICES / TRANSPORTATION  
CONSUMER GOODS / AFS  
PUBLIC SECTOR • AUTO  
UTILITIES • IM&C • A&D •  
EC&O

**SEVERE STORM** 

SPORTS & ENTERTAINMENT  
DEFENSE & SECURITY  
RETAIL / WHOLESALE  
INSURANCE • MEDIA  
HIGH TECH • TELCO  
BANKING

**HURRICANE** 

Internet of Things

Consumer Experience



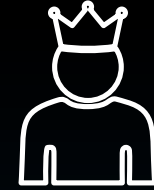
# BIMODAL IT



# Bi-Modal IT



How to steer  
your company?

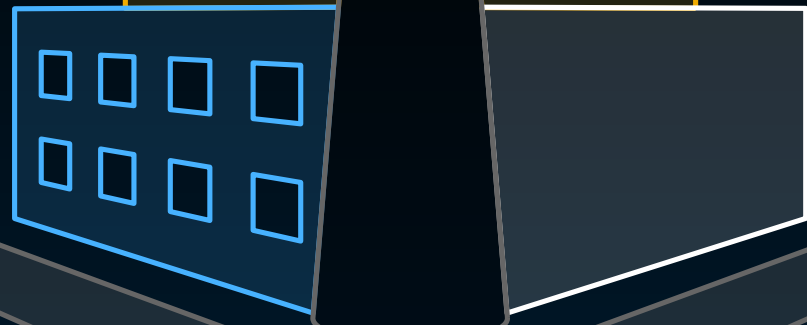


How to engage?



How to run your  
company?

Mode 1



Mode 2



How to sense?



How to decide?

Setting the foundation

1 0 1 0 1 1 0 0 1 0 1  
1 1 0 1 0 0 1 0 0

# Thank you

## Contact information:

Danny Van Heck

General Manager EMEA Public Services & Healthcare

[Danny.van.heck@sap.com](mailto:Danny.van.heck@sap.com)

(see linkedin)