INNOVATIE EN ECOSYSTEMEN BIJ T-SYSTEMS

ROGER HEUSSCHEN, 16 NOVEMBER 2018, NYENRODE
Why we do research with Nyenrode?

Importance & value of our customers

The role of Deutsche Telekom & T-Systems
VAN PARTNERSHIP NAAR ECOSYSTEMEN

ICT OPERATOR  CLOUD TRANSFORMER  DIGITAL ENABLER

KLANT
WHAT WE FOUND OUT DURING OUR COOPERATION: 3 LEVELS OF ECOSYSTEMS

1. **Partner ecosystem**
   - **What:** IT department ecosystem
   - **Where:** Backend IT
   - **Why:** Drive innovations for optimizing IT landscape
   - **Focus:** IT2IT

2. **Partner ecosystem**
   - **What:** Business IT competence centers
   - **Where:** between business and IT
   - **Why:** Drive digital transformation of a corporate using Innovations
   - **Focus:** IT2B

3. **Partner ecosystem**
   - **What:** R&D-/ Open Innovation center
   - **Where:** ‘outside’ the company
   - **Why:** Explore to drive breakthrough digital Innovations and new business models
   - **Focus:** IT2BE
THE IMPACT OF CLOUD COMPUTING, DIGITALIZATION & AGILE WORKING
# Level 2 Our Cloud Partner Ecosystem

**Best of Breed Solutions and Integration Services**

## Cloud Integration & Mgmt.
- Special SaaS Solutions
- CRM
- ERP/HCM
- Communications/Collaboration
- Document & File Management

## Software as a Service
- SAP
- SuccessFactors
- Unit4
- Office 365
- Salesforce
- Covata
- WatchDox
- Doculife
- Forcont

## Platform as a Service
- Red Hat
- OpenShift
- Pivotal Cloud Foundry
- Microsoft Azure
- Salesforce Platform

## Infrastructure as a Service
- VMware vCloud
- OpenStack
- Amazon Web Services

## BIG DATA
- SAS
- Talend
- Tableau
- Cloudera
- Hadoop

## Deutsche Telekom IP Network

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LEVEL 3 ECOSYSTEMEN AN EXAMPLE
WITH END-TO-END IOT SERVICES + STRONG PARTNER ECO-SYSTEM

- Devices / Sensors
- Integration
- Applications and Dashboards
- Business Innovation/Processes
- Connected Things Management
- HORIZONTAL ANALYTICS
- SERVICE MANAGEMENT
- DEVICE MANAGEMENT
- CONNECTIVITY MANAGEMENT
- PHYSICAL CONNECTIVITY
- Devices

Selected Industry Offerings
Industry 4.0
Smart Building
Construction
Retail
Smart Parking
Logistics

E2E IoT integration & security

VALUE THE CUSTOMER

T-SYSTEMS
DETEGON
FUTURELAB
ORDINA
SOA PEOPLE
KPMG

T-MOBILE NL

PARTNERS
E.G. TWTG/
ROAMEE
SPOTTEN

T·Systems

Dura Vermeer
Waarmaken van ambities
SUCCESSFUL ECOSYSTEMS A SUMMARY

- Joint Agenda
- No power game
- Culture
- People
- Tangible targets
- Clear rule of engagements
“MOST IMPORTANT FOR ENTERPRISES …

… in their digital journey is a service provider which can contribute to shaping their digital future by providing advice, business insight, technology and a fine-tuned ecosystem of partners and solutions.” | Wolfgang Schwab, PAC