

Service Provider BCSC Presents: Technology & Digitalization

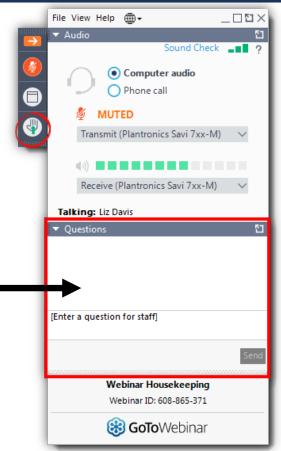
July 28 • 1-2 pm

Housekeeping



Today's web seminar is being recorded.

All questions should be submitted via the Questions Panel.



Our Speakers

Moderator:

Joe Franco, CLFP
Senior Sales Executive
FIS

Panelists:

Deborah Reuben, CLFP CEO & Co-Founder

TomorrowZone

David Woodroffe

SVP, Product Management, Risk, Credit and
Lending

FIS

Scott Nelson
Chief Digital Officer
Tamarack Technology, Inc.





WHY?

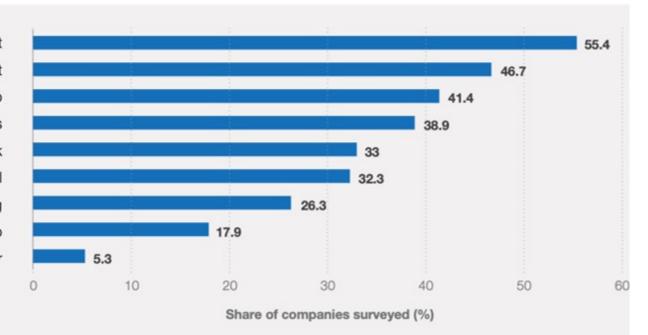




FIGURE 26

Perceived barriers to the adoption of new technologies

Skills gaps in the local labour market
Inability to attract specialized talent
Skills gaps among organization's leadership
Insufficient understanding of opportunities
Lack of flexibility of the regulatory framework
Shortage of investment capital
Lack of flexibility in hiring and firing
Lack of interest among leadership
Other

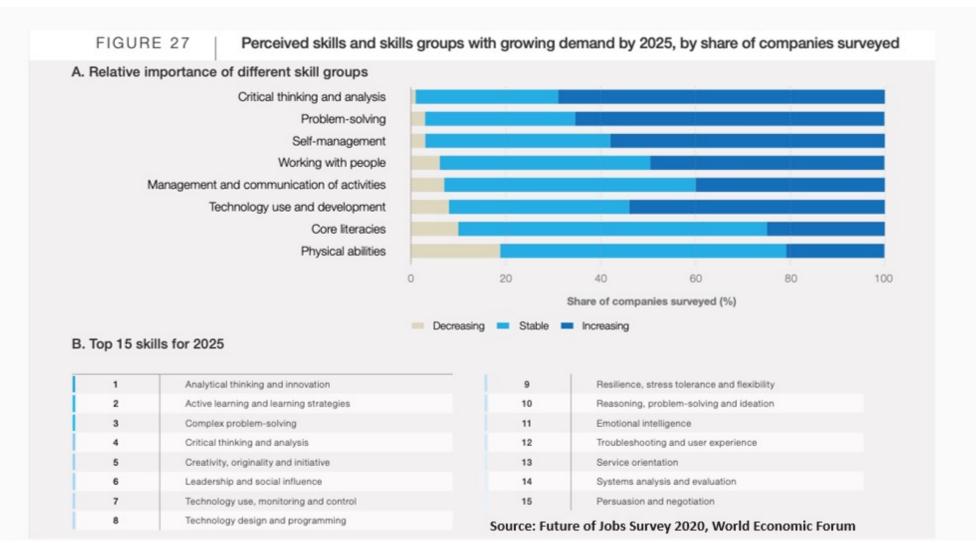


Source

Future of Jobs Survey 2020, World Economic Forum.











Top 6 Skills for 2025

- 1. Analytical thinking and innovation
- Active learning and learning strategies
- Complex problem-solving
- Critical thinking and analysis
- Creativity, originality and initiative
- Leadership and social influence
- Technology use, monitoring and control
- Technology design and programming

Source: Future of Jobs Survey 2020, World Economic Forum







What can you do?





Continuous Learning





Develop an Innovation Mindset





Customer Empathy – Design Thinking





Smart Automation





Both/And

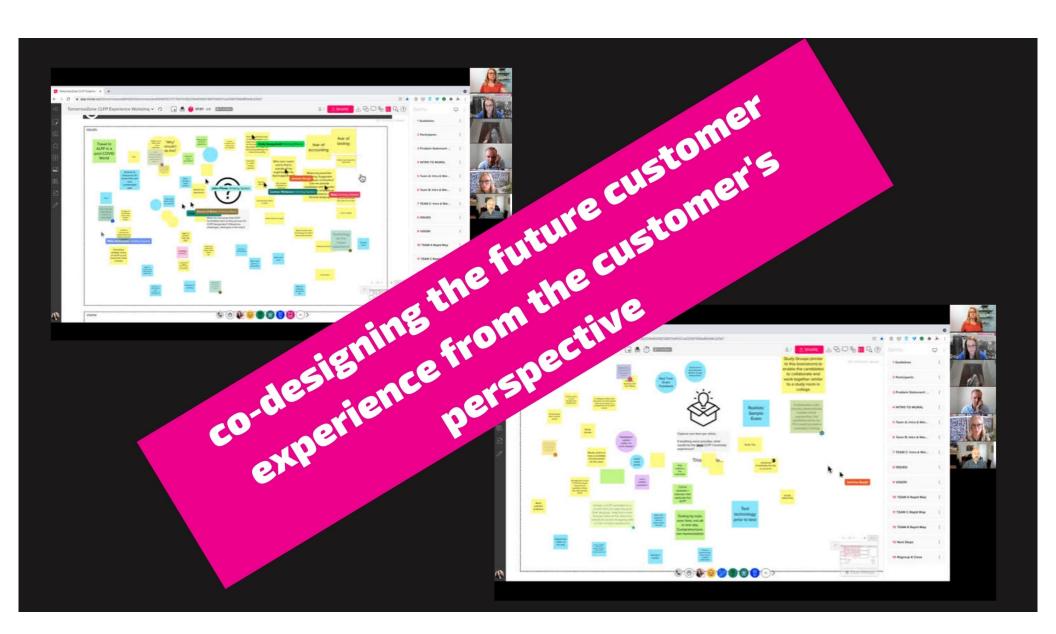


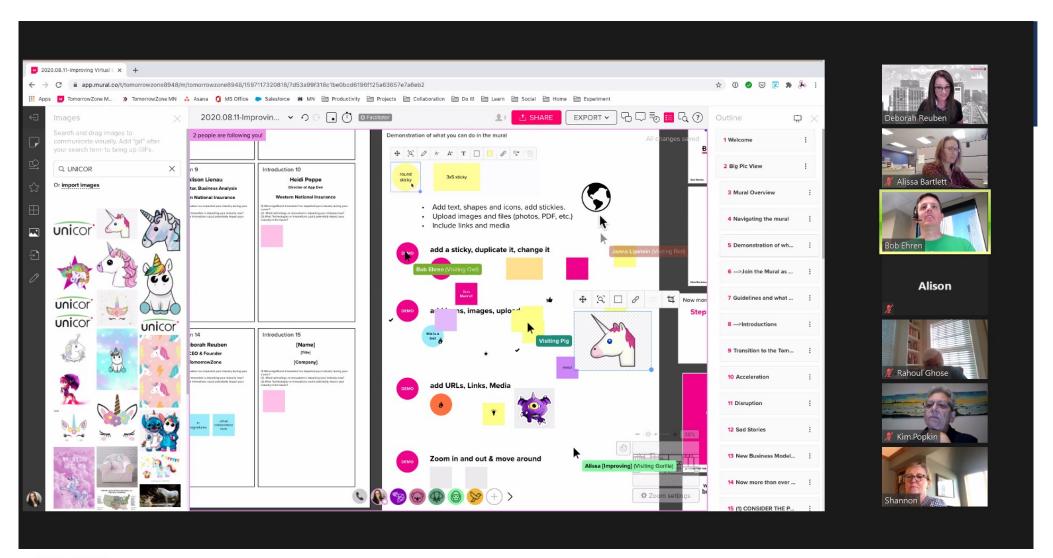


Digital Collaboration















Where can you learn more?

TomorrowZone.io

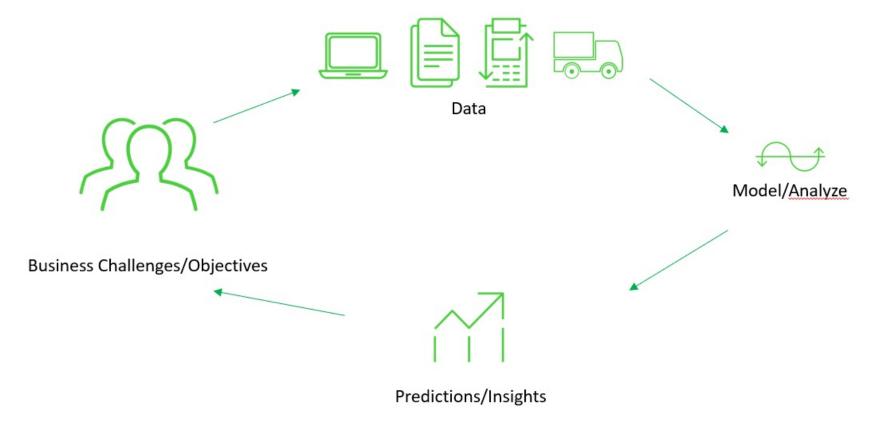




David Woodroffe **FIS**

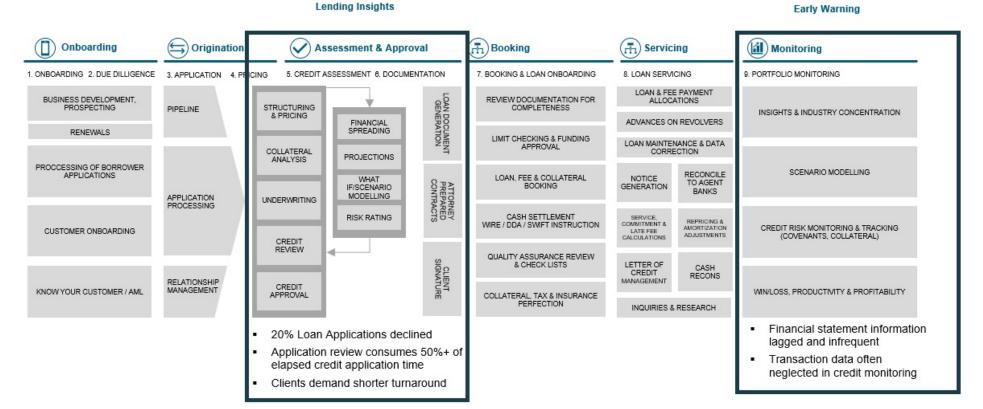


The Importance of Machine Learning



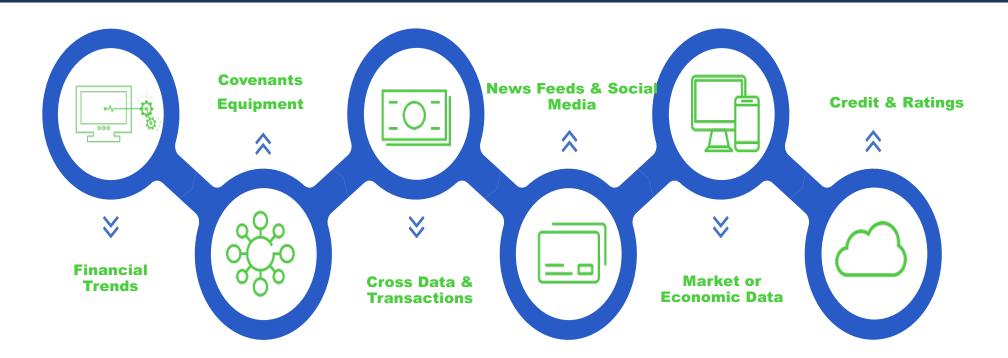


Use Cases

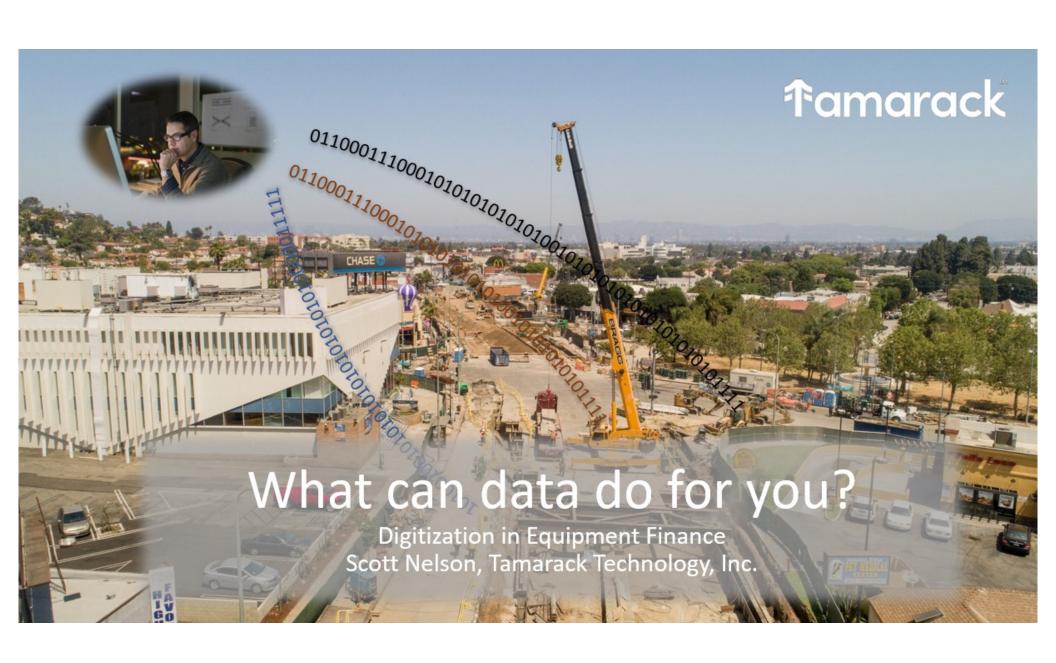




Financial Data Inputs







Lessors are taking a digital risk to reduce financial risk



Looking for digital technology to improve both operational and financial performance

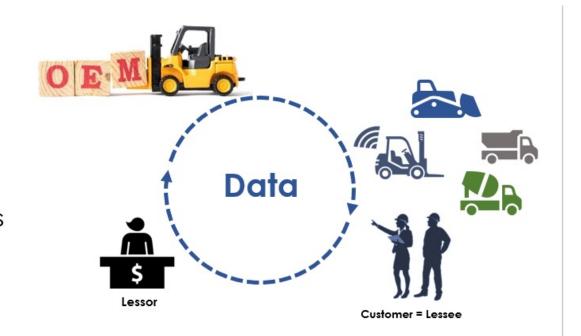




Connected equipment provides options



- Lessors can use operational data to support predictive analytics
- Manufacturers can leverage "experience economy" channel to sell digital services
- Data brings everyone closer-to-the-customer





Connecting the stacks





Financial

Data



Applications

OT Analytics and Business Rules

Application Developer Toolkit

API / external systems integration

Analytics

Data Management

Software defined models (Digital Twins)

Cloud (Public and/or Private)

Security, ID and Network Mgmt

Applications



Data, analytics, and application middleware



Network and connectivity middleware

Firmware

Applications

OT Analytics and Business Rules

Application Developer Toolkit

API / external systems integration

Analytics

Data Management

Software defined models (Digital Twins)

Cloud (Public and/or Private)

Security, ID and Network Mgmt.

Edge Device Management

Communications Network

Machine Apps and Edge Compute

Gateways & Data Aggregators

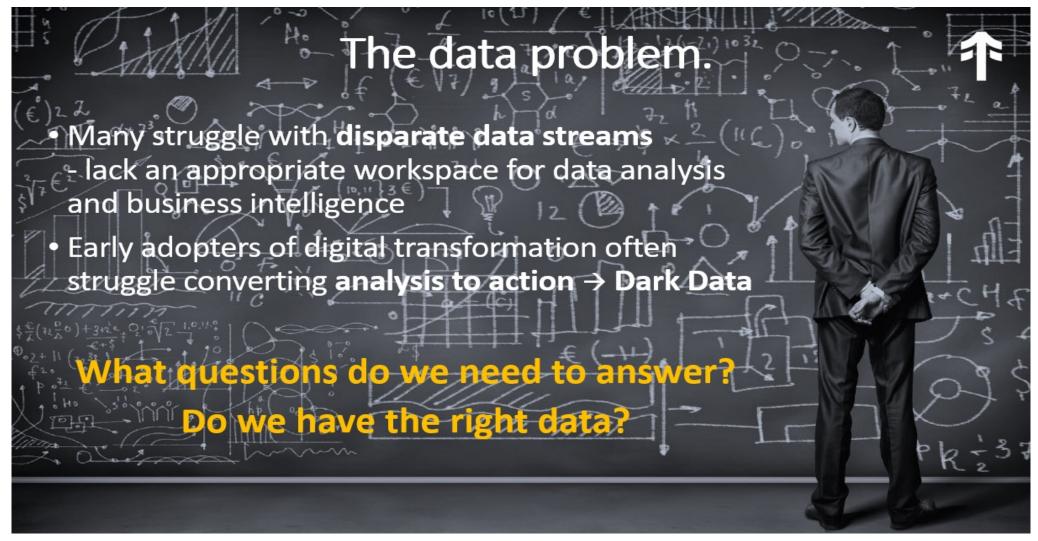
Edge Devices and Machines



Data

Operational





A data story...



First Step: Build a digital "Break-Fix" service...

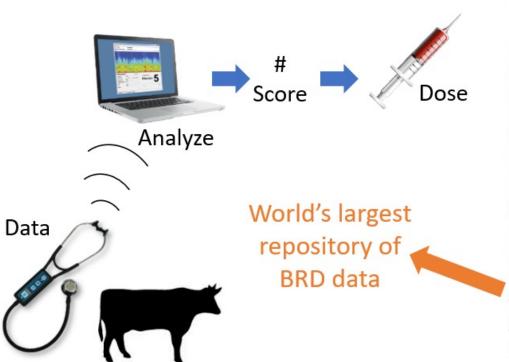




- 27% reduction in patient infection
- 37% lower cost of antibiotics

...automate ...







Six million animals over three years showed that feed yards using Whisper saw a 38% decrease in overall death loss.



...and then ask questions.



Medical statistician asks:

"What if we measure heart rate?"

"I think 'athletic' animals stay healthy and grow faster."

Engineering team says:

"We already have the heart rate." \leftarrow dark data

Analysis (data only) says:

"You're right!"

Feed yard owners say:

"Whisper them all."

Big pharma says: "I want all the data."











Non-invasive device helps diagnose bovine respiratory disease so appropriate treatment can be started sooner.



The key to digital transformation? **Ask questions.**



- Where is my asset today?
- How much tax do I owe?
- How is my customer's business doing?
- What is my residual value risk?
- Has COVID slowed them down?
- Who needs more capacity?



What does your business need to know?







What's Next?



For previously-recorded web seminars go to: www.elfaonline.org/events/elearning/web-seminars



Join us in August for:

Reaching your Customer in a Digital World

