

TECHNOLOGY TRENDS 2014

Lars Mikkelgaard-Jensen, General Manager, IBM Denmark

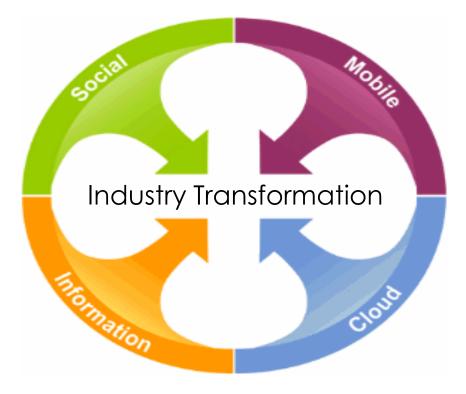


Finally – the Earth is flat!





Digital forces driving business innovation







Age of Mobile





IBM Institute for Business Value



C2C Commerce





Digitalization of the human senses







New threats – new dilemmas?







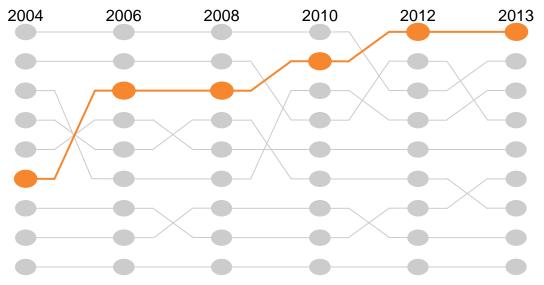
How are business leaders reacting to these changes?





Insight from IBM CxO Study:

CEOs consider technology the most important external force



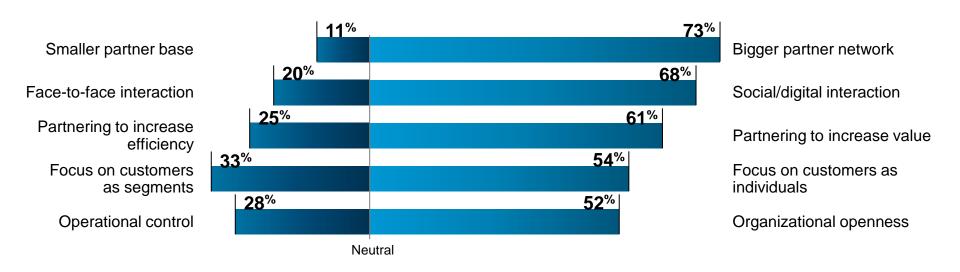
CEO Studies 2004–2013

Technology factors Market factors Macro-economic factors People skills Regulatory concerns Socio-economic factors Globalization Environmental issues Geopolitical factors

Source: Question E8–What are the most important external forces that will impact the enterprise over the next 3 to 5 years?; n=884 [CEO only]



A changing business landscape: The open organization



CEOs see customers' influence on strategy as more important

C-Suite 78% Customers 55% **Board of Directors** 53% Corporate strategy function 44% Non-executive senior "As customers gain more power 26% leadership Key external business partners 25% Parent company 23%

Key influencers on business strategy

over the business via social media, their expectations keep rising and their tolerance keeps decreasing."

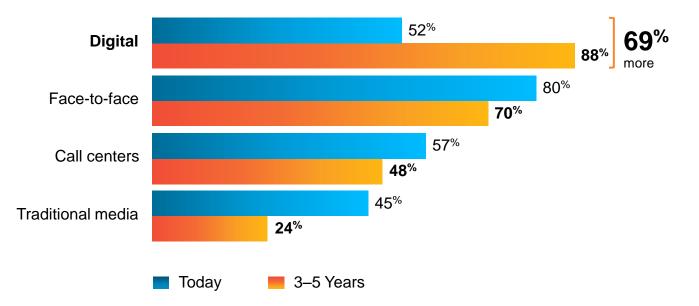
CIO, Retail, Turkey

Source: Question CEO1–Who has the most influence on your strategic vision and business strategy?; n=884 [CEO only]



CxOs want to increase digital interaction with customers

Customer interaction channels

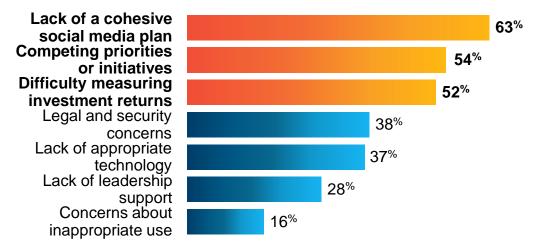


Source: Question C6-What are the three most important channels your enterprise will leverage to engage and interact with customers?; n=2,987



What is holding business back?

Challenges to implementing a digital strategy





What advances will technology bring in the next few years?





The Customer Activitated, Digital Enterprise





IBM invests \$1bn in Watson Group



- The Watson Group is dedicated to the development and commercialization of cognitive computing innovations
- A large part of this initiative will be devoted to helping developers and entrepreneurs build a new class of applications, powered by Watson
- The Watson Group will be located in New York's "Silicon Alley"



\$1.2bn for cloud data center expansion

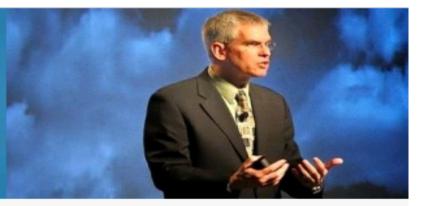


- This year IBM plans to deliver cloud services from 40 data centers worldwide
- The plan is to build 15 new data centers around the world
- Cloud services market could be worth \$200bn by 2020



Mega trends for 2014 according to Frank Gens from IDC

89% of IT growth in 2014 will come from analytics, cloud, social & mobile



IDC's take on global IT marketplace

IDC's broadest outlook for the overall technology marketplace is provided here by their chief analyst Frank Gens. A disruptive shift, coined "the 3rd Platform", built on the four technology "pillars" of cloud, mobile, big data and social technologies is ratcheting way up.



Analytics for government: Rio, Brazil prepares for the World Cup



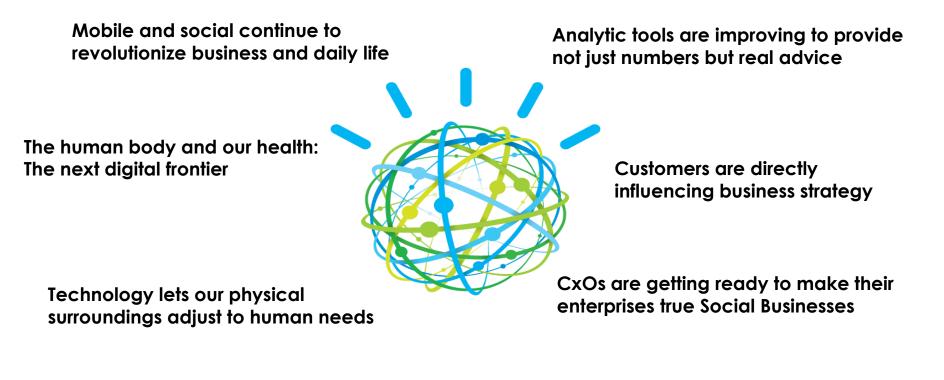


Analytics for retail: The right price at the right time and place





Trends for 2014 – in conclusion



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