

WHO AM I?



I WAS BORN IN 1946

I HAVE MORE THAN 11K CHILDREN

I CHERISH MORE THAN 50K PEOPLE IN INDIA

I HAVE BEEN A MARKET LEADER EVERY YEAR FOR THE LAST 73 YEARS

I HAVE MADE PROFITS EVERY YEAR FOR THE LAST 73 YEARS

I START MOTOR CYCLES AND POWER SUBMARINES

I LIGHT HOMES AND PROTECT NUCLEAR POWER PLANTS

I DRIVE MINING LOCOS 4 KM INSIDE THE EARTH

I HARNESS SOLAR ENERGY IN THE HIMALAYAS AT 15,000 FEET

I STORE POWER ACROSS 50 COUNTRIES

I SELL TWO BATTERIES EVERY SECOND

I AM EXIDE

Disruptive Innovation / Technology Disruption



When TV Came to House



When Car Came to Doorstep



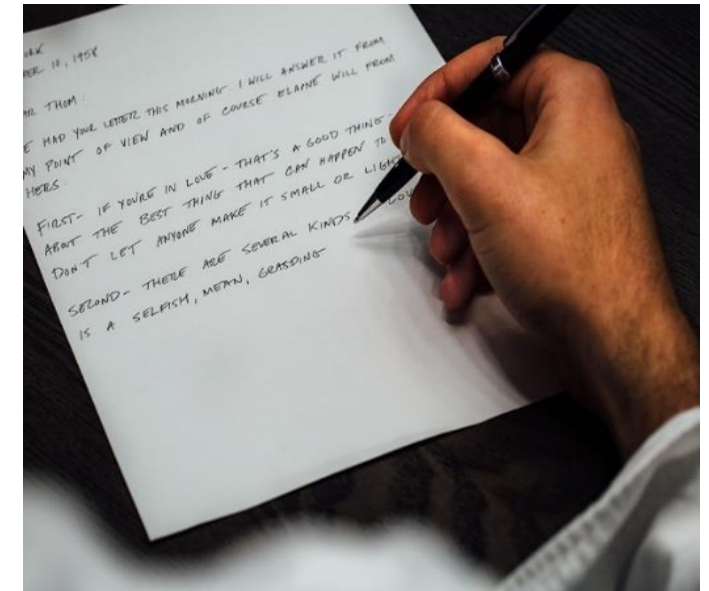
When Mobile in Hand



Forgot How to Read Books.



Forgot How to Walk.



Forgot How to Write Letters.



Computer Came to House



When the AC Came to House



When Stayed in the City



Forgot Spellings.



Moved Away from Nature.



Forgot the Smell of Mud.



Online Transactions



Readymade Perfume



With Home Delivery



Forgot the Value of Money



**Forgot the Fragrance of
Fresh Flowers.**



Forgot to Cook.

Disruptive Innovation / Technology Disruption



when got WhatsApp



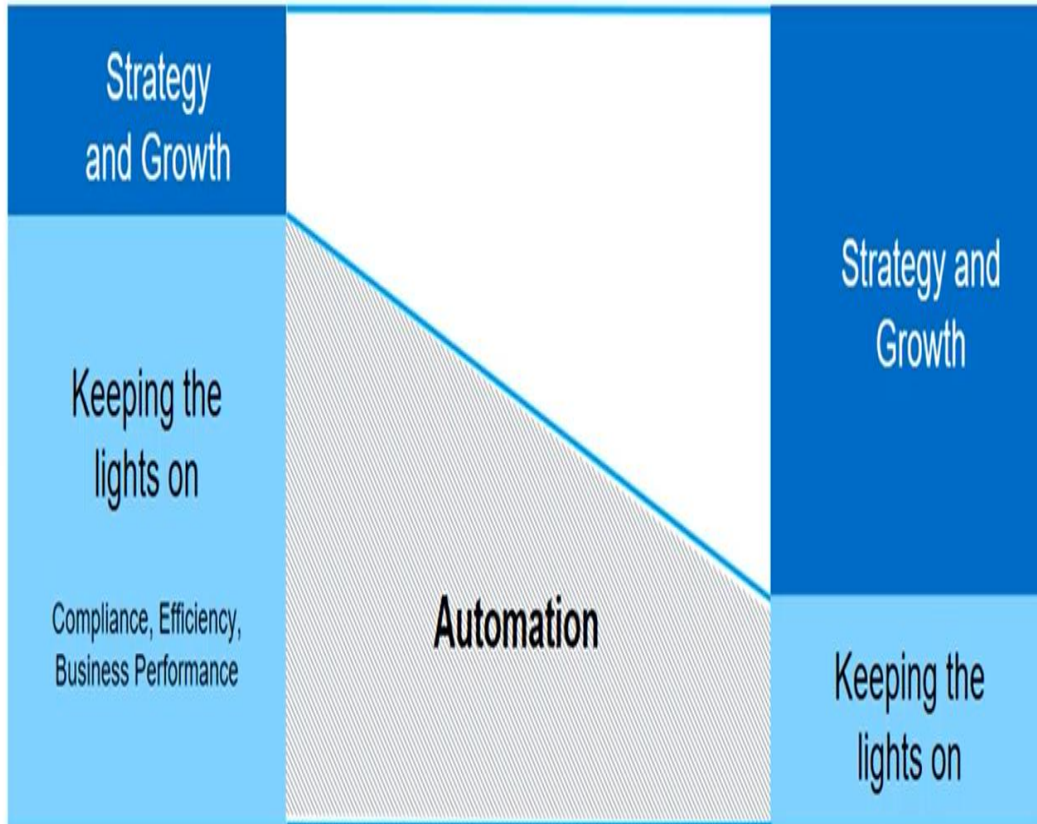
Forgot How to Talk.

 UBER World's largest taxi company Owns NO 	 airbnb World's largest Accommodation provider Owns NO 	 skype WeChat World's largest Phone companies Owns NO 	 Alibaba Group World's most Valuable retailer Owns NO 
facebook. Most popular Media owner Owns NO 	 SocietyOne World's fastest Growing bank Owns NO 	NETFLIX World's largest movie house Owns NO 	 Apple Google World's largest Software vendors Owns NO 

Impact on People & Organization

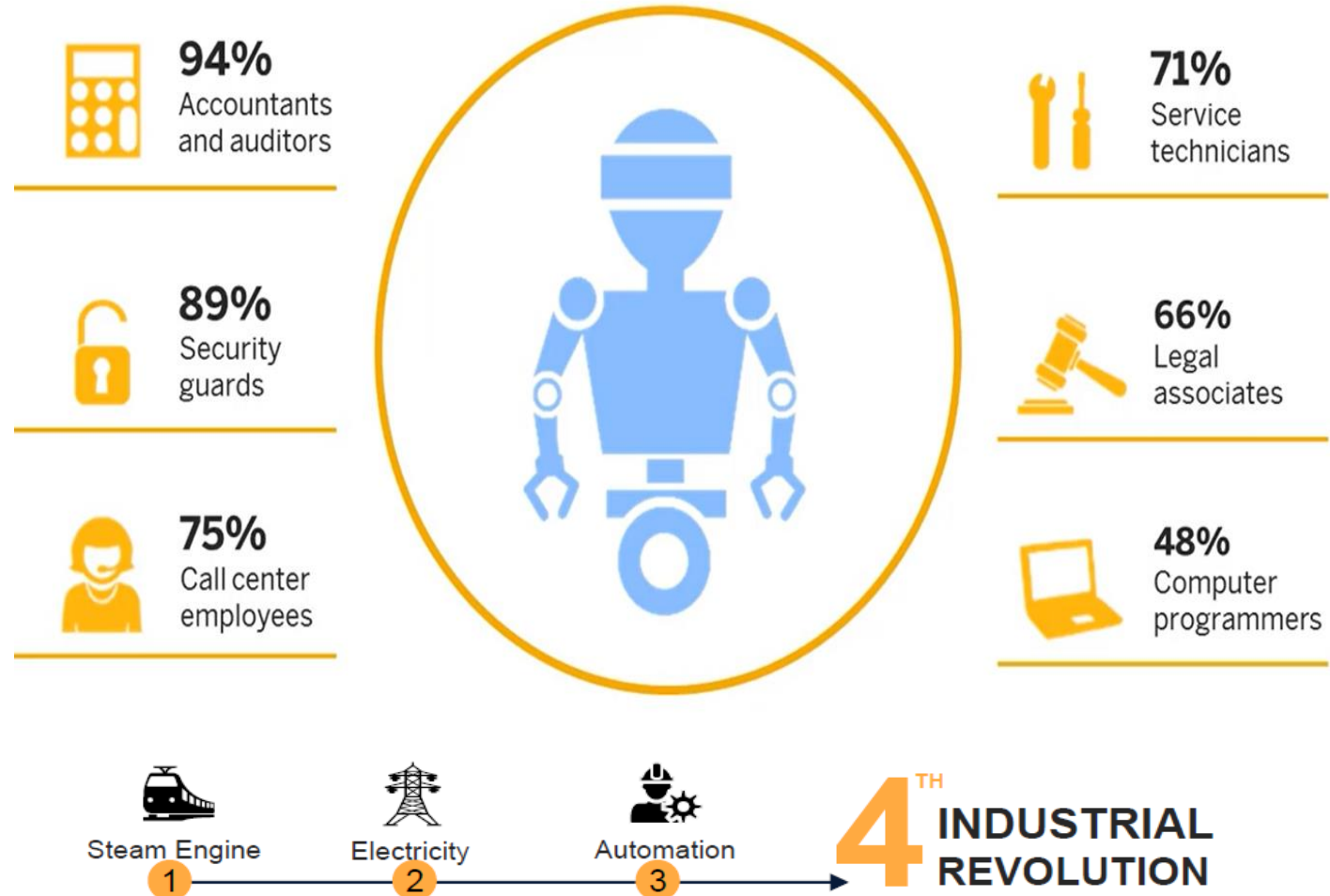
Today

2020



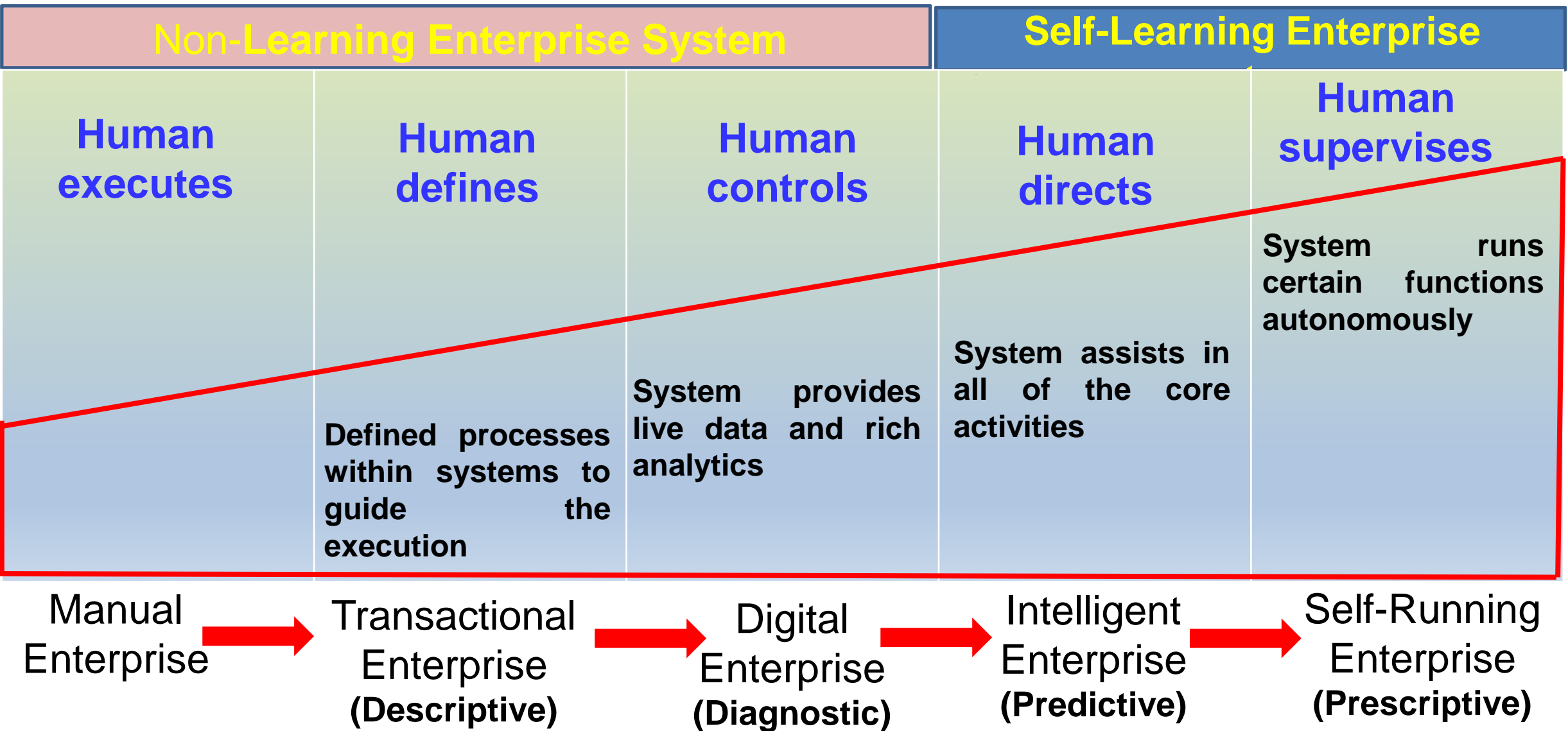
Source : McKinsey 2016

Role Automation in Service Functions by 2035



Source : 'Future of Employment' study - Oxford Martin School

Digital Impact on People & Organization



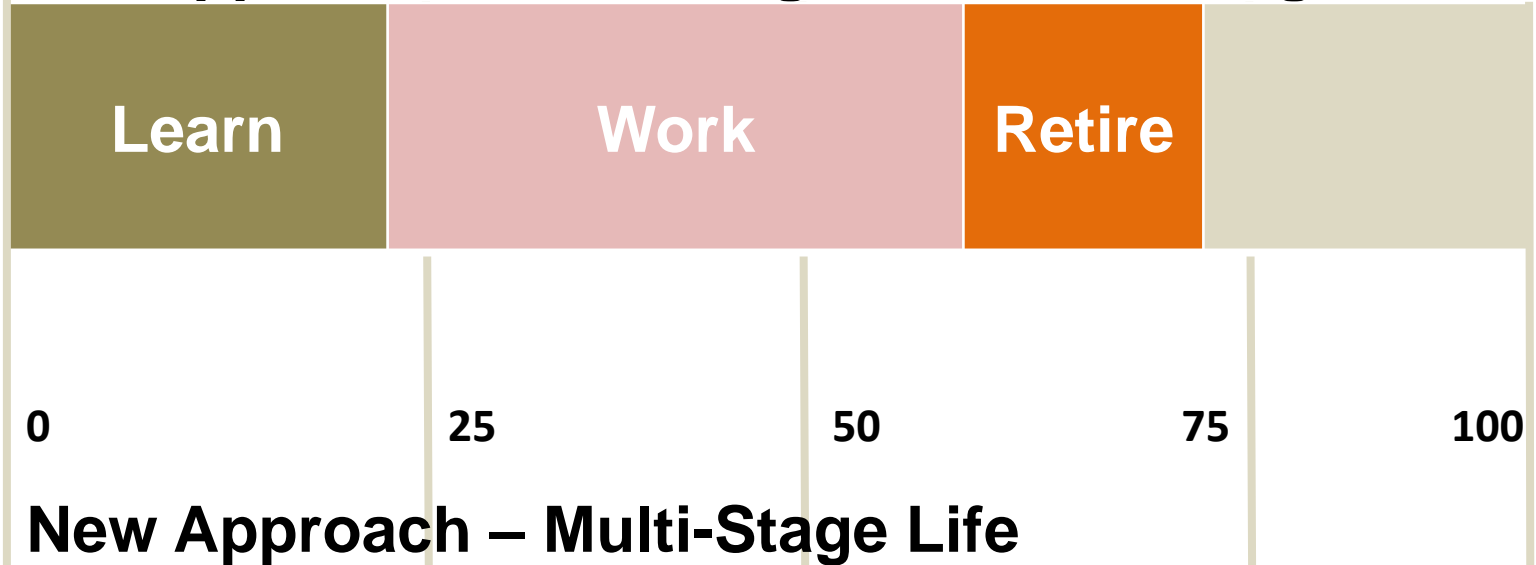
Digital Impact on People & Organization



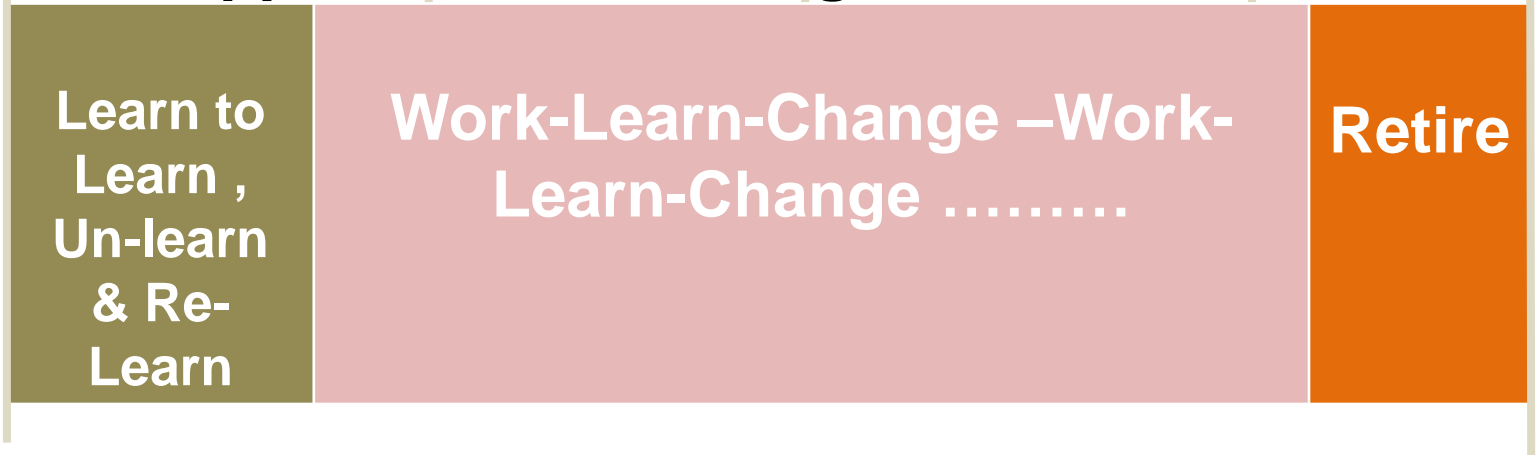
An Increase in life Expectancy

Age Today	Life Expectancy	Age of Retirement	Career Duration
70+	85-90	62	41
60	89-94	68	47
50	92-96	70	49
40	95-98	72	51
30	98-100	75	54
20	100+	78	57
10	102+	81	60
0	105+	85	65

Old Approach to Learning & Work – 3 Stage



New Approach – Multi-Stage Life



Impact on People & Organization



\$38 Billion Revenue / 140K employees → \$3 Million per Employee



Sold to Google at \$1.65 Billion / 65 Employees → \$25 M per Employee



Sold to facebook at \$1 Billion / 13 Employees → \$77 M per Employee (2012)



Sold to facebook at \$19 Billion / 55 Employees → \$345 M per Employee

Four Pillars of Success

Empower
Employees



Optimize
Operations



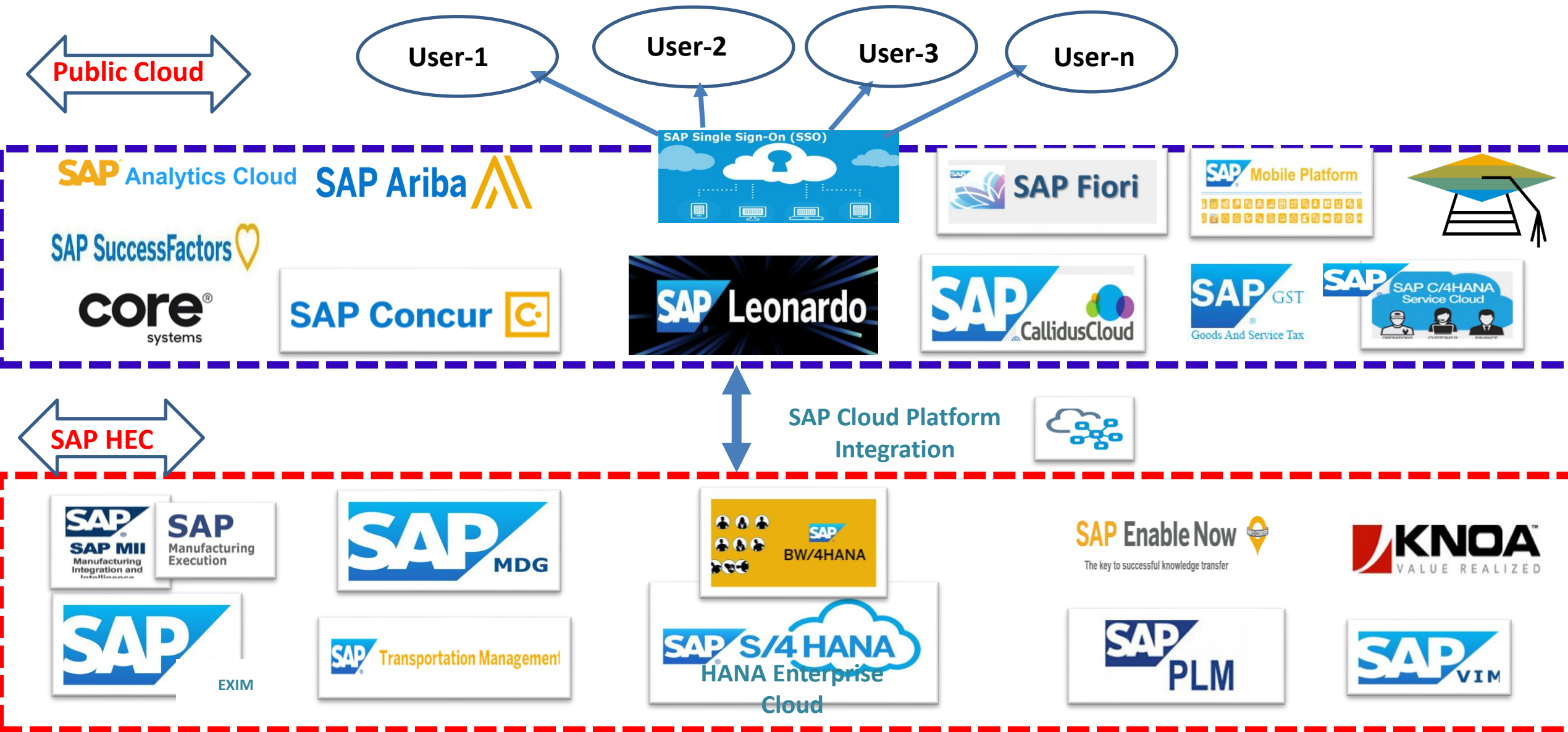
Transform
Products

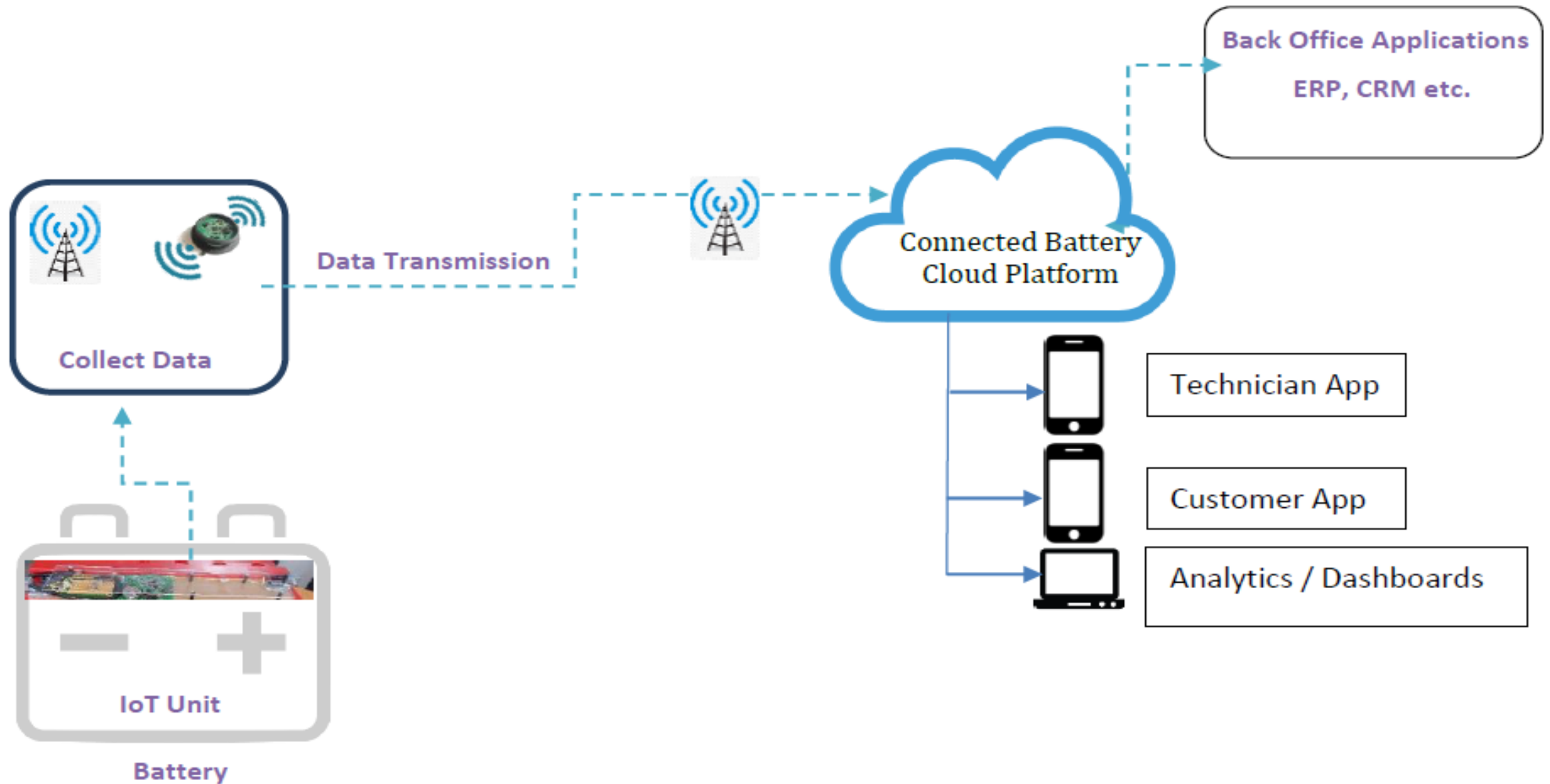


Engage
Customers



IT ENABLEMENT FOR DIGITAL ENTERPRISE





SAP Innovation Awards 2019



The SAP Innovation Awards team recognizes

Connected Battery - Powering India to the digital age!

as the 2019 winner in the **Industry Disruptor** category.

Exide Industries Ltd demonstrated the use of technology to drive business transformation by using SAP products and technologies to change their business in dramatic ways.

A handwritten signature in black ink, reading "A. Biggan".

Alison Biggan
President, Corporate Marketing

A handwritten signature in black ink, reading "SAP Innovation Awards".

SAP Innovation Awards Team



PROTECT OUR FUTURE



- ❖ Blind to Technology Advances others were making
- ❖ Failure to sense changing Customer Preferences
- ❖ Arrogance of Success
- ❖ After few years their business model disappeared



By embracing Change

In the way we **Think**

In the way we **Work**

In the way we **Manage**

In the way we **Sell**

In the way we **Market**

In the way we **Innovate**

By embracing Change

By embracing Change

By embracing Change



Thank U



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