Application Transformation: The Foundation for Your Digital Strategy

Dragana Beara
Portfolio Messaging Director, Asia Pacific and Japan
Dell Technologies
Today's discussion

Why?

What?

How?

Application Transformation

Accelerate software innovation

Streamline application operations

Minimize application risk

Making It Real
We believe that your Digital Future is *defined*, *differentiated* and *driven* primarily by software.
Software Powers Your Digital Future

- **Experiences**: Drive customer, employee & partner engagement
  - T-Mobile

- **Innovation**: Drive revenue with new products & business models
  - Liberty Mutual, Thales

- **Operations**: Improve efficiency of doing business
  - US Air Force

- **Ecosystems**: Scale your reach through ecosystems & partnerships
  - DBS

- **Ecosystems**: Scale your reach through ecosystems & partnerships
  - DBS

- **Accelerate time to market with new digital products/services delivered through software**

- **Differentiate your digital experience through custom software development**
  - T-Mobile

- **Automate business processes in software**
  - US Air Force
We empower you with **people, process** and **technology** to master the software competencies you need to realize your Digital Future.
Key pillars of Application Transformation

**Minimize application delivery risk**
Minimize the risks associated with developing and delivering applications.

**Streamline application operations**
Streamline how you operate software applications to improve operational efficiency, reduce costs and free up budget for innovation.

**Accelerate software innovation**
Accelerate how you innovate with software to grow your business and win against incumbent and emerging competitors.
Accelerate software innovation

Before and after

Most teams today release apps less than monthly

Fast is **not only** for digital natives…

- Boeing went from MVPs taking 1-3 years down to 3-5 months
- HCSC went from releases every 15 months down to every 14 days
- Scotia Bank pushes 3000+ software deploys monthly
- Cornell University integrates existing data into new apps 75% faster than before

Forrester Analytics Global Business Technographics Developer Survey, 2018

1% 1% 7% 18% 26% 20% 12% 12% 3%

>1/day 1/day 1/wk. 1/mo. 1/qr. 2/yr. <1/yr. as needed other
Modernize How You Design and Build Software

Pivotal Labs helps you build in-house competence in the skills you need for your digital future

Build product with us in our office
Immerse yourself in modern development practices
Take back and scale what you’ve learned

Source: Volkswagen Group
Drive Developer Productivity Through Self Service

Dell Technologies provides developer ready infrastructure for all application needs

Applications

IaaS

CaaS

PaaS

FaaS

Infrastructure

Pivotal Cloud Foundry

Pivotal Container Service

vmware

virtustream

DELL EMC
Integrate Existing Apps and Data

Dell Boomi helps you integrate existing apps and data 3-5x faster than legacy middleware

- Legal
- Logistics
- Manufacturing
- Sales
- Marketing
- Supply Chain
- Customer Experience
- Business Services
- APIs To Partner Ecosystem
- EDI To Supplier Ecosystem

Existing applications and data

New Cloud Native microservices
Key pillars of Application Transformation

Minimize application delivery risk
Minimize the risks associated with developing and delivering applications.

Streamline application operations
Streamline how you operate software applications to improve operational efficiency, reduce costs and free up budget for innovation.

Accelerate software innovation
Accelerate how you innovate with software to grow your business and win against incumbent and emerging competitors.
Streamline application operations

Before and after

**71% of IT budget**
consumed by Business As Usual

“How many unique departmental or enterprise applications does your organization manage?”

Sources: Gartner 2018 CEO Survey, Gartner 2019 CIO Agenda, Forrester Total Economic Impact of Dell EMC Application Portfolio Optimization

---

A new operational paradigm

- T-Mobile reduced operational costs by two thirds
- A large US healthcare provider reduced application operational costs by 23%
- GAP needed weeks to get new features into production; now it takes 5 minutes
- Comcast supports over 1500 developers with an operator team of 4 people
Modernize Your Existing Application Portfolio

Dell Technologies Services helps you to assess, replatform, or refactor existing apps.

**Cloud Native Applications**
- Time to market
- Innovation
- Scale
- Differentiation

- Replace
  - SaaS
  - 5-10%

- Build New
  - CaaS, PaaS, FaaS
  - 15-25%

- Modernize
  - IaaS
  - 25-35%

- Migrate
  - Modern Infrastructure
  - 20-25%

- Retain
  - Legacy
  - 10-30%

**Traditional Applications**
- Cost Reduction
- Security
- Reliability
- Control

- Retire
  - < 10%

- < 90%

Source: Dell Technologies client analysis
Key pillars of Application Transformation

Minimize application delivery risk
Minimize the risks associated with developing and delivering applications.

Streamline application operations
Streamline how you operate software applications to improve operational efficiency, reduce costs and free up budget for innovation.

Accelerate software innovation
Accelerate how you innovate with software to grow your business and win against incumbent and emerging competitors.
Minimize Application Risk
Before and After

Traditional approaches to application risk aren’t working

88% Growth in application vulnerabilities

197 Average number of days to identify a data breach

30+ Vulnerabilities in top Docker images

Speed or safety mindset inhibits innovation

Rethinking risk to achieve both speed and safety

Comic Relief raised £73m during 7 hour telethon handling 2-300 donations per sec

Comcast reduced downtime incidents by 44%, downtime by 81%, MTTR by 47%

Synchrony 80% faster patching

Express Scripts reduced their lead time to patch operating systems by 89%

Yahoo! Japan increased patching frequency by 5x
Secure, Protect, Archive and Recover Your Apps – Wherever They Run

- Secure APIs
- Minimize Vulnerability
- Detect & Respond
- Protect & Recover

Secureworks, RSA, Dell, Pivotal, EMC, VMware
Digital leaders can handle one thing other companies can’t. **Anything.**
Let’s get started on making your application transformation real

ASSESS
Assess & optimize your existing application portfolio, free up budget for innovation

MODERNIZE
Adopt modern practices for design, development & product management

GO CLOUD NATIVE
Adopt cloud native application architectures and platform