

ICION 6TH CONFERENCE 2018

Title : Data is the new Gold, but can you identify it?

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ASG Technologies

06th March 2018

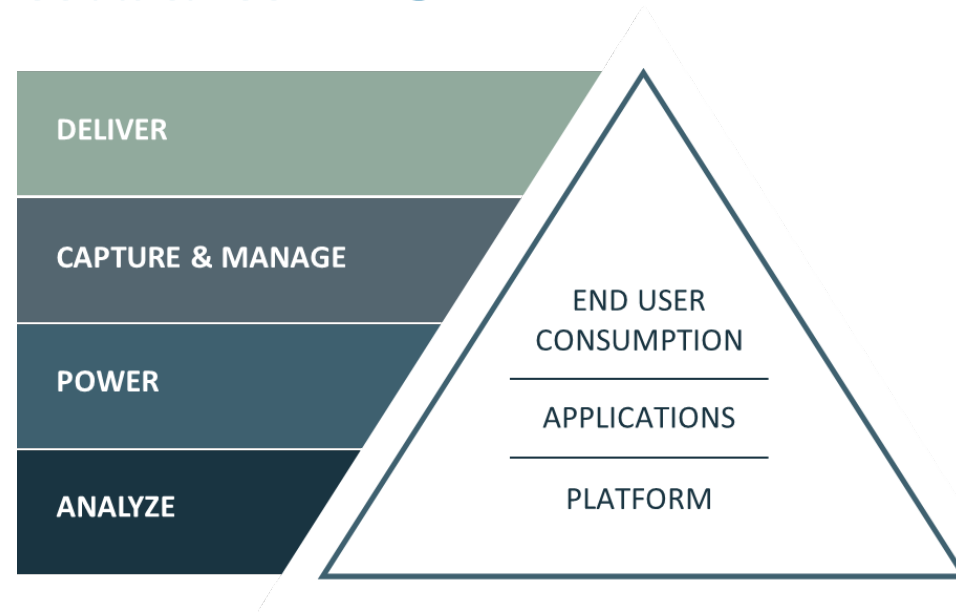
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ASG TECHNOLOGIES

ENTERPRISE SOFTWARE SOLUTIONS - www.asg.com

WHAT WE DO



WE SERVE 70% OF FORTUNE 500

Bank of America 

 **CHU**
Hôpitaux de
Bordeaux



 **CRÉDIT
AGRICOLE**

BMO 

 **PCCW**

 **IRS** 

 **NIPPON STEEL &
SUMITOMO METAL** 

 **Systems**

Svenska Handelsbanken




JAL
JAPAN AIRLINES

 **SOCIÉTÉ
GÉNÉRALE**

DAIMLER

UNITED 

 **OLD MUTUAL**

EXXON 

 **Lufthansa**

WHO WE ARE

\$240M+

ANNUAL REVENUE

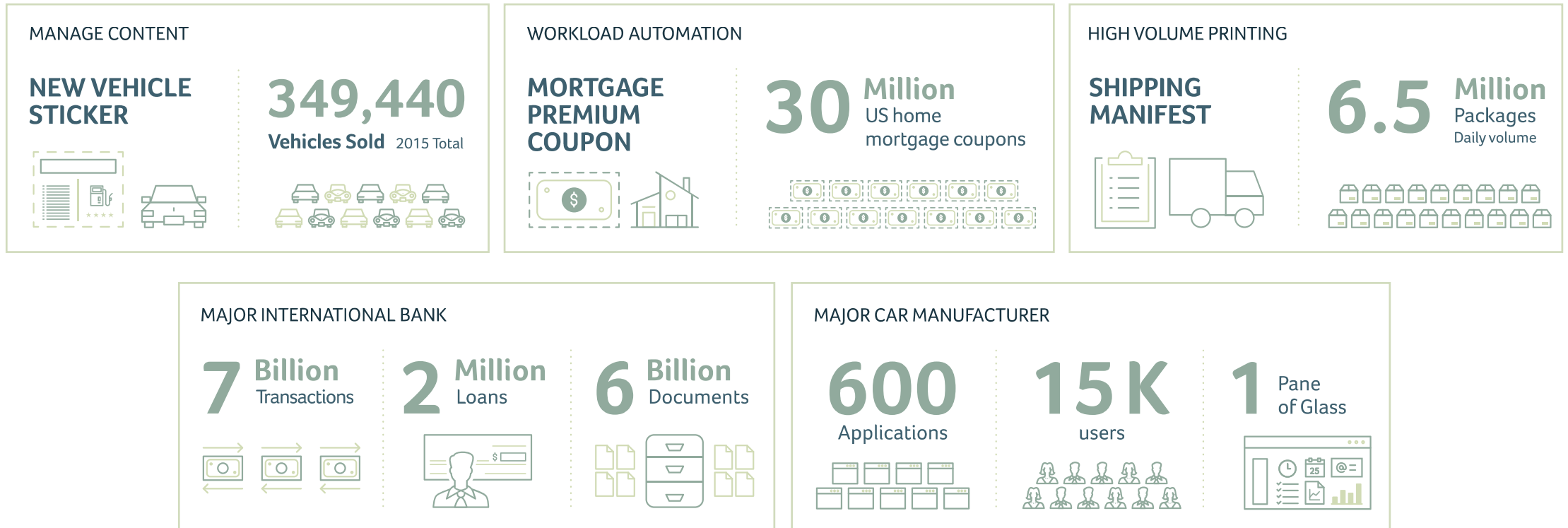
G S O
CAPITAL PARTNERS
EVERGREEN COAST CAPITAL | **KKR**
INVESTORS

 **60+**
COUNTRIES

 **1000+**
PEOPLE

ASG AT SCALE

SCALABLE HORIZONTAL SOLUTIONS APPLICABLE ACROSS INDUSTRIES



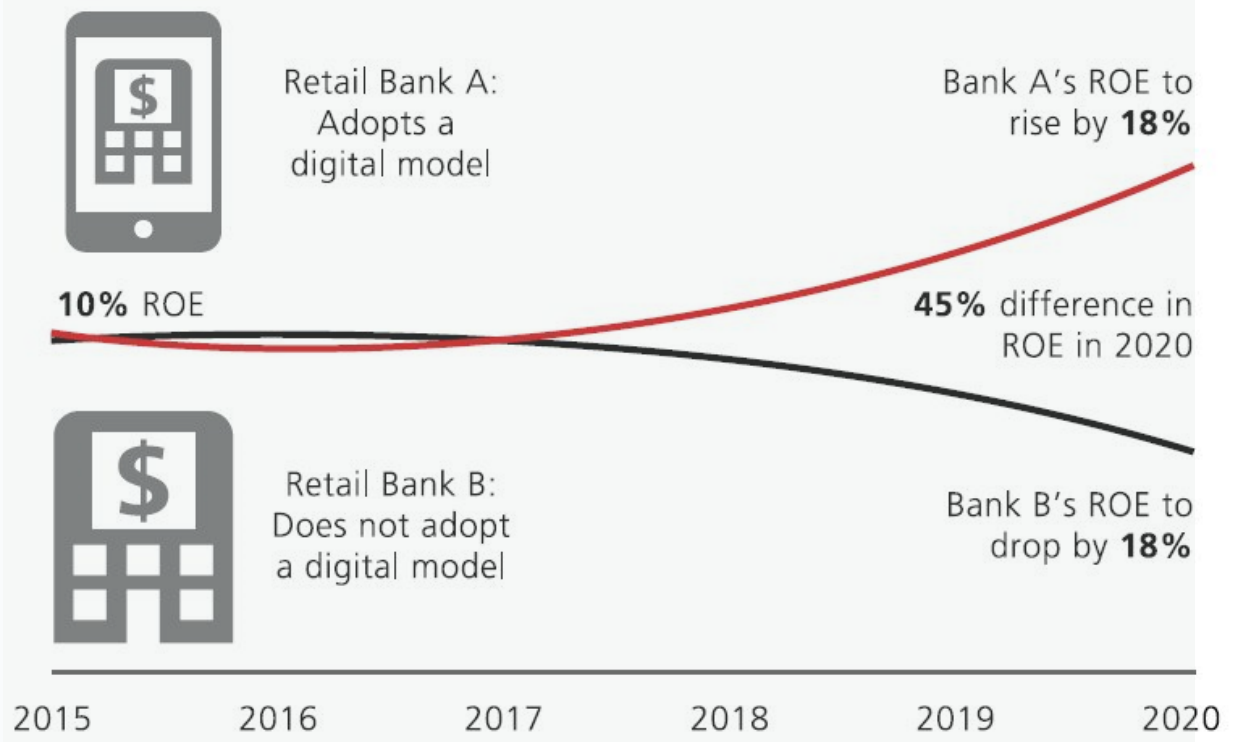
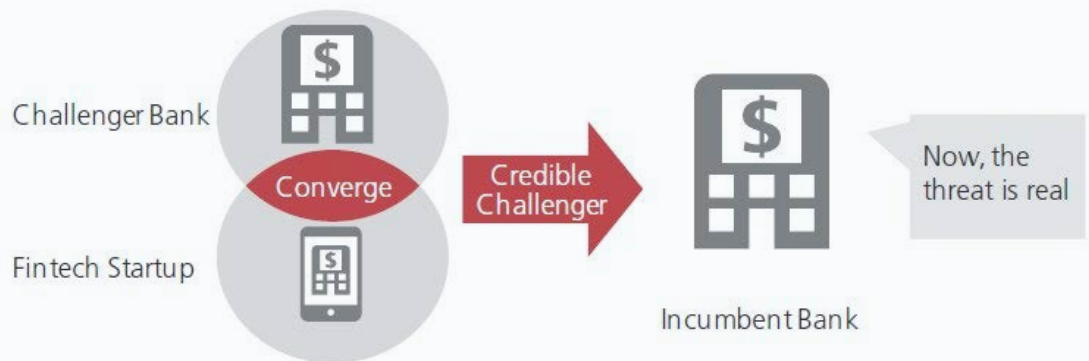
WHO MOVED MY CHEESE?

Areas	Startup	Incumbent
Technology	+++	+/-
Capital	+/-	+++
Customers	-	++
Skills	++	+/-

Old World ...



... New World

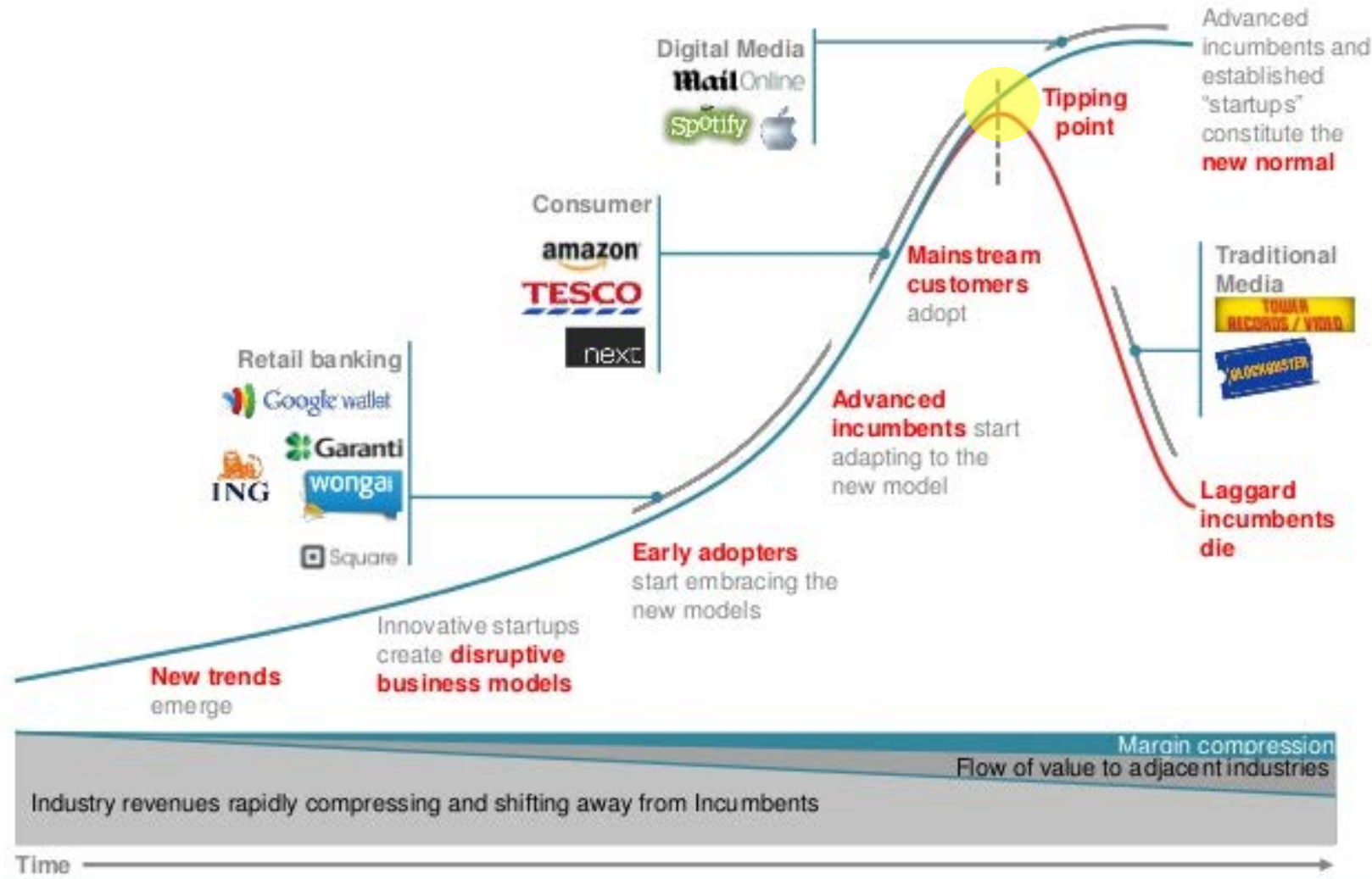


Source: DBS Bank

Source: DBS Bank

CHANGE IS THE ONLY CONSTANT!

“Digital” transforms industries in a consistent way



Digital readiness - Tech

- Web scale hybrid infra
- Data Services via API
- Content Services via API
- Application Services via API
- Business Process
- Automation – RPA, AI, ML, BC
- Mobility
- Enterprise Architecture
- DevOps
- Governance
- Compliance
- Security & Privacy

FOCUS OF OUR PRESENTATION TODAY

Data Intelligence

- Where does this data come from?
- What calculations are applied?
- What records are selected?
- How recent is the report?
- Can you trust this report and all of its data fields?
- Can I trace my data quality?
- Can I trace my un-structured data?

Enterprise Content Services

- Can I archive and retrieve unstructured data - files, reports, scanned documents, images, call center recordings, video recordings, IoT sensors data via a single solution?
- Can I store it securely on cloud or on-premise or hybrid?
- Can I access it via secure API across Mobile, Desktop, BPM and Apps?

Mobility

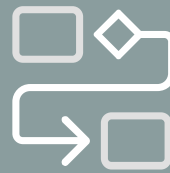
- Can I have single code for Android, iOS and web?
- Can all my backend system provide API access to mobile apps?
- Can I develop, test, deploy and monitor usage of mobile apps from a single solution?
- How fast can I get mobile apps to market?



ENTERPRISE DATA INTELLIGENCE SOLUTION OVERVIEW



Zero-Gap Data Lineage



Transparent Data Flow Visualization



Depth & Breadth: 220 Scanners



Policy Based Data Governance



Comprehensive Metadata Repository



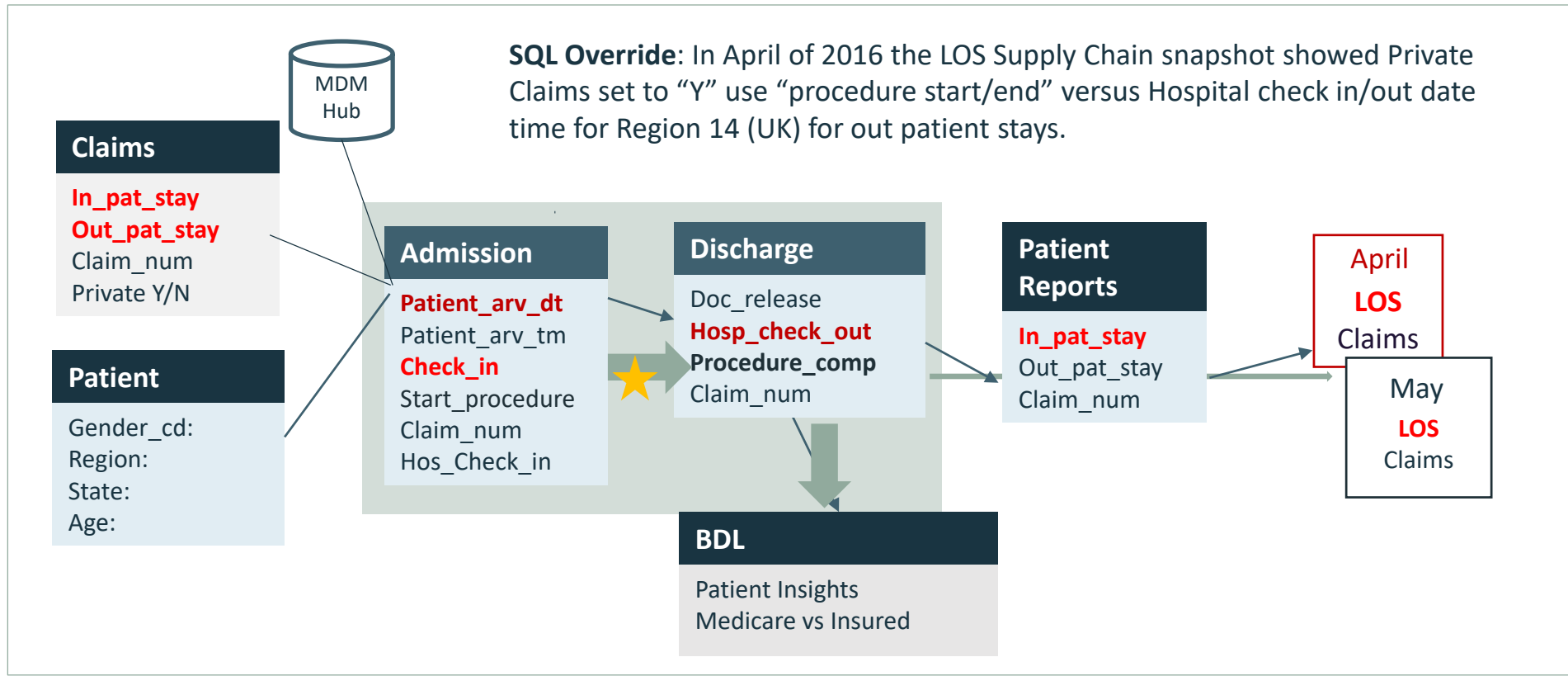
Access from Any Browser

Foundation: Deploy On-Premise or Partner Hosted

WHAT FORENSICS UNCOVERED FOR HEALTHCARE COMPANY

DATA DEFINITIONS WITHIN THE ENVIRONMENT CREATED MISCALCULATION

FORENSIC ANALYSIS OF ENTERPRISE DATA ESTATE – FOLLOWING DATA TRANSITIONS



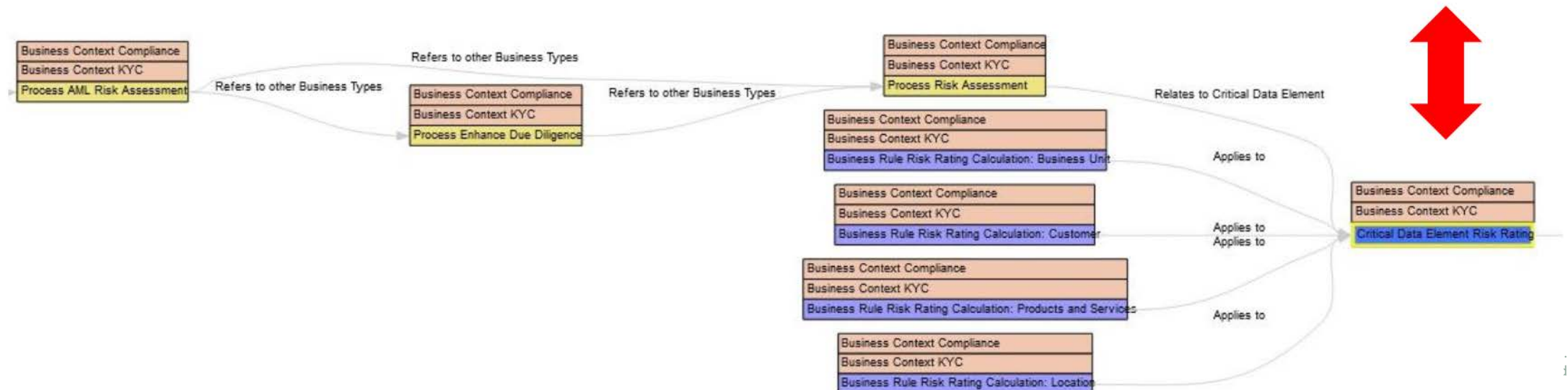
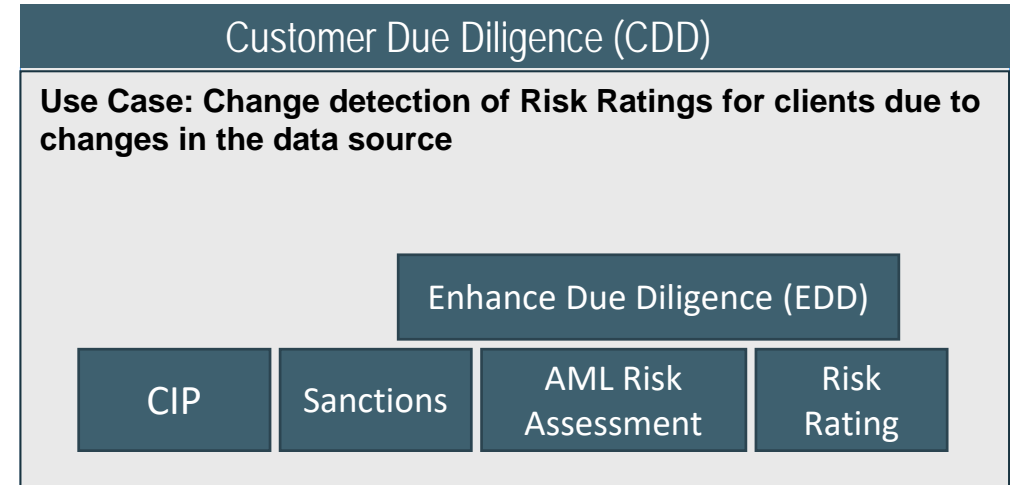
Reduced Medicare Length of Stay by One full day.

THE CRITICAL SUPPLY CHAIN FOR AVERAGE LENGTH OF STAY (ALOS)

KYC / AML USE CASE FOR BFSI

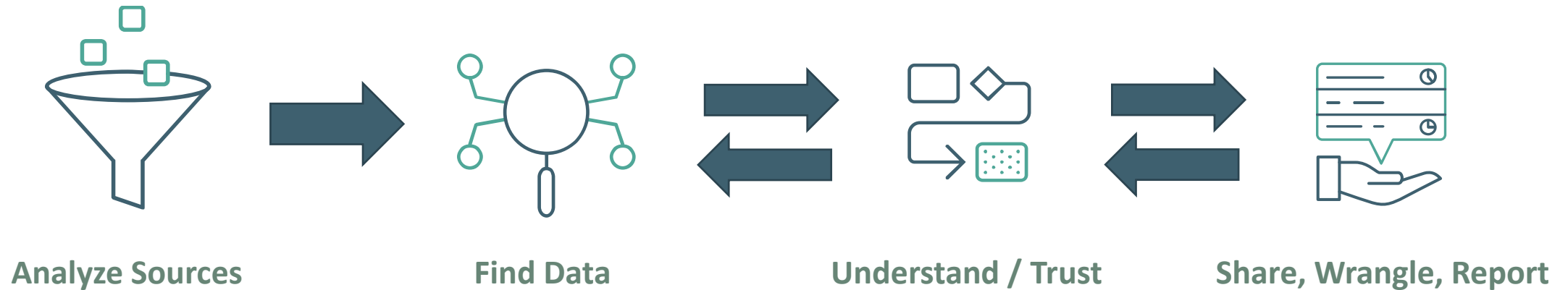
RISK RATING CHANGE EXAMPLE

- Show a Business User’s understanding of Risk Rating calculation through Data Lineage
- A complete view of policies, business rules, and processes governing Critical Data Elements
- Change detection through Data Lineage “snapshot”
- Risk Analyst Subscription, notification and Issue management tracking



STRATEGY AND DIRECTION

DATA INTELLIGENCE PLATFORM FOR COMPLIANCE AND BUSINESS AGILITY



Quickly Find, Understand and Trust Deeper, Share Securely your Data, Across Your Total Data Estate

METADATA MANAGEMENT

+


DATA GOVERNANCE

+

DATA CATALOG / SELF-SERVICE

ASG DATA INTELLIGENCE COMPETITIVE WINS

AT LARGE ENTERPRISES AGAINST BIG COMPETITORS



CROSS-SELL

Competitor: Collibra, IBM, Informatica
Corp Initiative: Data Governance




NEW LOGO

Competitor: CA
Corp Initiative: Regulatory Compliance, Impact analysis




PARTNER

Competitor: Manta
Corp Initiative: Regulatory Compliance




NEW LOGO

Competitor: Ab-Initio, Collibra
Corp Initiative: KYC




CROSS-SELL

Competitor: IBM, Collibra
Corp Initiative: Enterprise Repository



EXPANSION

Competitor: IBM, Collibra
Corp Initiative: Data Governance



NEW LOGO

Competitor: Manta
Corp Initiative: Big Data, Modernization

Our revenue initiatives center around new logos, expanding current clients, partners and cross selling

NEW CHALLENGES WITH EXPANDING CONTENT



Multiple Content Forms
in Big Volumes



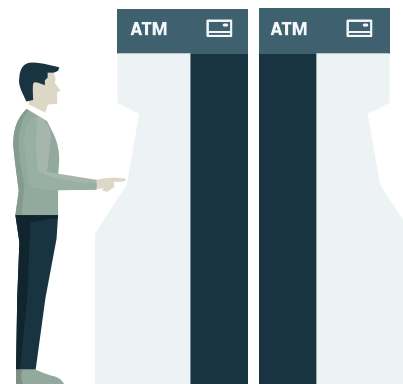
GDPR HIPAA
PII MiFID II

Expanding Regulations
and Complex Policies



DASD S3 Hybrid
Virtual Tape

Varieties of Storage
Environments

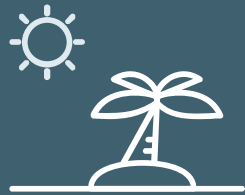


But Only **5%**

of organizations use their
ECM system for content
analytics / big data
processing



CONTENT MANAGEMENT SOLUTION OVERVIEW



Deploy Where You Want



Granular Policy Management



Web Scale



Store Where Appropriate



Metadata and Search



Simple API to Consume Content

Policy Driven Foundation

CONTENT REPOSITORY ARCHITECTURE

POLICY WRAPPERS. BEST COST STORAGE. CONTENT ACCESS FROM ANYWHERE.

Clients / Solutions

Responsive Web client

Records Management

SharePoint integration

SAP integration

3rd party CMIS clients

Web Components

Custom Clients

API

REST Interfaces

Ingest

Index

Store

Retrieve

Manage

Standards

CMIS

WebDAV

API Management

Authentication

Metering

API Gateway

Monitoring

Business Logic

Repository Services

Ingest

Index

Store

Retrieve

Manage

Platform Services

Metered
Licensing

Parallelized
execution engine

Containers /
Docker

Workflow

Service
Discovery

Messaging

Data / Storage

Tenant 1.....

Tenant n.....

Archives

DB Index

Solar Index

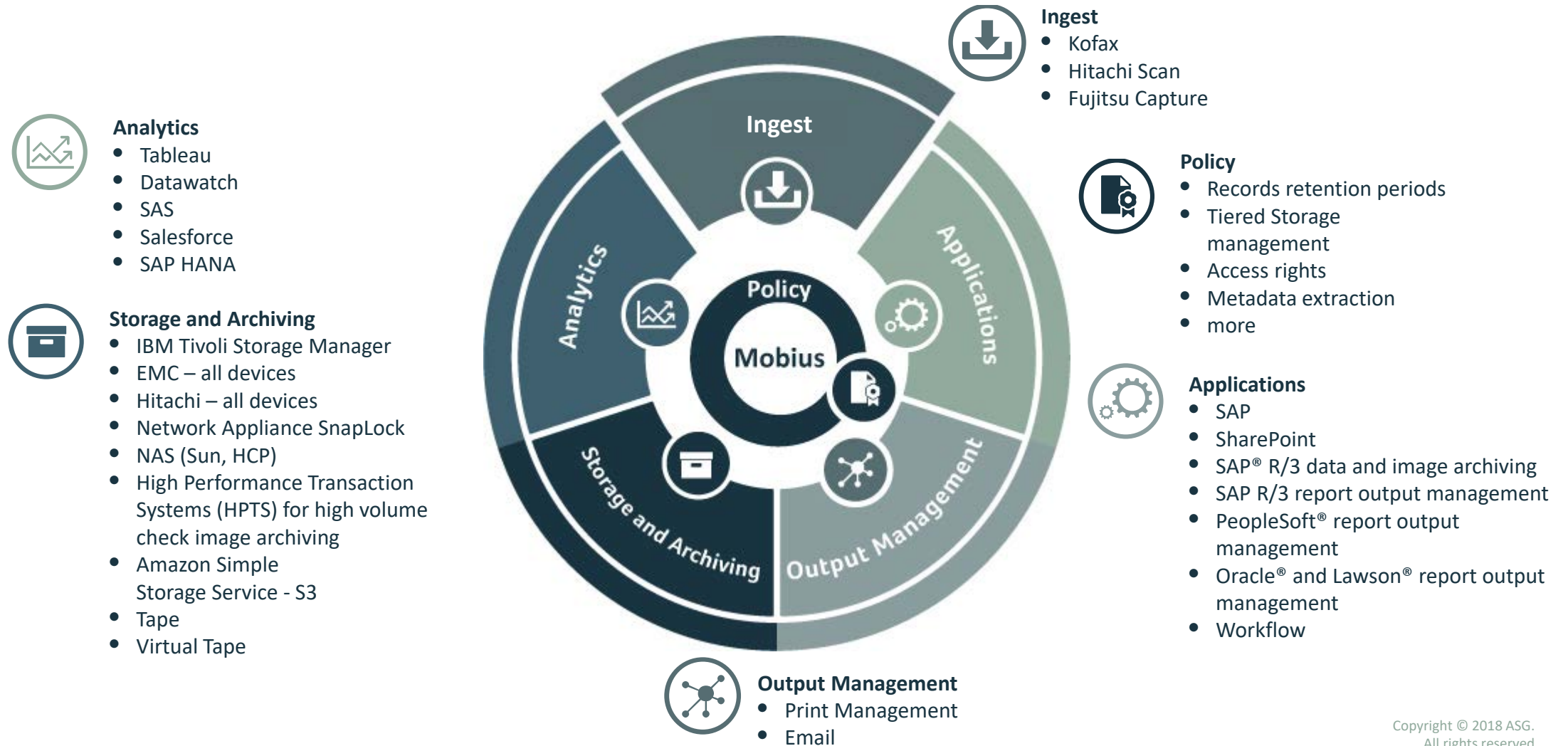
Audit Logs

Config

3rd Party Content Silos



CONTENT MANAGEMENT EXPANDING ECOSYSTEM





ASG CONTENT MANAGEMENT CUSTOMERS



- **1 Billion** Documents in the Cloud.
- Supports delivery of policy, claims, statements, and records to **Millions** customers and **50K** agents.



1,100
Branches



850
Service Centers



14.5
Million customers



- **800 million** statement pages archived/month
- **110,000** Bank of America users



- **50%** reduction in invoice processing;
- **\$8 million** in savings/year
- **\$22 million** cash flow improvement

Saurabh Kothari

VP, Channels & SI - Asia Pacific



Inquisitive learner, unlearning life with 2 young kids. Wanting to be at the edge of digital disruption but feeling out of place with 20 years of traditional IT experience.

Currently responsible for partner strategy and business growth of ASG in Asia Pacific region, after having served at IBM, Nortel and T-Systems in leadership roles. Started as a 24*7 onsite network support engineer and climbed the corporate ladder by being on the edge of disruption, and want to keep it that way.





Thank You, see you in ICION 2019

- Support our effort to build a Safer Cyber Security World in Indonesia. **Our official CISSP classes scheduled for April 23th to 27th 2018**



- Contact to Vannie via +62 877 7567 8589
- Join us in our LinkedIn Group ICION as below
- <https://www.linkedin.com/groups/3942786>



Call us via Vannie +62 877 7567 8589 for any asg needs





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