



WHAT'S YOUR PLAYBOOK AGAINST:

- Changing Customer Behavior
- New Business Models
- Modern Workforce

READY OR NOT
EXPONENTIAL
DISRUPTION
IS HERE



7 OUT OF THE TOP 10 LARGE CAPITAL COMPANIES IN 2020 ARE HIGH TECH.

Has the market decided that technology-first organization successfully uprooted their legacy competitors? Agile firms leverage on cutting-edge tech and new business models as part of their innovative response to this evolving business landscape.

CHANGING CUSTOMER BEHAVIOR

Cheaper tech and wider internet penetration created a socially conscious, educated and hyper-connected buyer building a case for or against a product with a flip of their thumb.

85% 

of People Turn To Search First in Moments of Need

- Mobile Use Insights, Google

NEW BUSINESS MODEL

3 of the worlds largest industry disruptor does not own what they provide. Uber as taxi service owns no cars, AirBnB competing in hospitality owns no property, Facebook as media company creates no content.

4 OUT OF 5 

Trillion Dollar Market Cap Companies are Technology Companies.

- Wall Street Journal

MODERN WORKFORCE

Millennials value the “new luxury” as time and location freedom vs corner office and gold retirement watches. As digital natives they expect things to be available where there’s internet, including work.

75% 

of the US workforce by 2030 are Millennials.

- U.S. Bureau of Labor Statistics

WHAT IS **ACTIVATE DTx**?

A Digital Transformation program by ECF Data.

Designed to enable organizations to build a holistic competitive business advantage.

Empower your team to collaborate efficiently, increase productivity and leverage data insights using Artificial Intelligence and Machine Learning.



Collaborate

Improve Team Efficiency

- Communicate More Effectively
- Extend with 3rd Party Integration
- Security For Business and Cyber Threats



Automate

Boost Productivity

- Focus on High-Value Task
- Streamline Repetitive Task
- Build Time-Saving Workflows



Evaluate

Data-Informed Decisions

- Self Service Analytics
- Connect to Hundreds of Data Sources
- Single source of truth across your organization



Innovate

Unlock Innovation Opportunities

- Unify Customer & Business Visibility
- Identify Operational Friction Areas
- Lead Organizational & Industry Change



ECF DATA ACTIVATE DTX + MICROSOFT BUSINESS APPLICATIONS

ECF Data and Microsoft enables your organizations to adapt in a fluid economy where everything is connected and the nature of collaboration, business and work are all being reshaped.

ADAPTABLE

Thrive as your business changes by extending existing applications, building new solutions, and integrating with other technologies on a flexible, scalable, and secure platform.



INTELLIGENT

Achieve greater business outcomes with built-in intelligence and prescriptive guidance delivered by leading AI and analytics technologies



BUILT-IN TRUST

An industry-leading portfolio of government and industry certifications and world-class security



TRANSFORM THE WAY YOU WORK

01

- Increased cross-functional and cross-geography collaboration
- Information workers saved 100mins/week
- Firstline workers 140 mins/week saved
- \$6.30M Time savings on effective collaboration

02

- Improved customers experience
- Enhanced customer experience
- Increased customer retention and spending
- Increased customer support efficiency

03

- Reduced solutions cost and improved security
- \$638K Cost reduction from multi-platform solutions
- Reduced digital security attacks
- Easier regulatory compliance



EMPOWER YOUR TEAM

to deliver more business value by providing them with resources they can access on-demand, anytime, anywhere.

SECURITY PROTECTION

from more than 90
Regional and Industry
specific standards.



WHY ECF DATA?

Big companies in their respective industry choose **ECF Data** because of our proven track record of deploying customized solutions in organizations of all types and sizes.

Regeneron (NASDAQ: REGN) is a leading biotechnology company delivering life-transforming medicines with a distributed workforce across USA and Ireland.

Having recognized the challenges of using a mixed communications landscape. They wanted to improve employee collaboration across all offices and manufacturing operations.

ECF Data used our own methodology to align the company objectives, users needs and technology requirement. Our team designed and managed the projects architecture and deployment.

Regeneron got a standardized and simplified solutions allowing their teams to seamlessly collaborate in conference rooms, desktops and mobile devices across locations.

?

REGENERON
science to medicine®

Customer: Regeneron Pharmaceuticals

Website: <https://www.regeneron.com/>

Customer Size: 8,300

Country: USA

Industry: Biotechnology



CUSTOMER CHALLENGES

The Regeneron workforce is distributed across USA and Ireland, with employees working together daily across all offices and manufacturing operations.

Regeneron had a mixed communications landscape that included Ready Talk unified communications and Lync 2010 for messaging.

Employee conferencing facilities spanned traditional landline phones, Voice over Internet Protocol (VoIP) phones, and both personal and company-issued mobile phones.



ECF DATA SOLUTION

Regeneron decided to standardize on Skype for Business to give its workers a simple, consistent way to set up and conduct meetings from conference rooms, desktops, and mobile devices with enhanced voice and meeting features.

One of these was PSTN Conferencing, the ability for meeting participants to dial into a Skype for Business Online meeting using a landline or mobile phone.



CUSTOMER BENEFITS

By making it easier for employees to collaborate and share best practices, Regeneron has improved operational efficiencies. By using the PSTN Conferencing feature in Skype for Business Online, employees can launch meetings faster, better secure meetings, and reduce audio conferencing costs.

- ▶ Errors, downtime, and technical challenges when switching between platforms drop significantly.
- ▶ Productivity naturally increased when teams started using HD video, file sharing and screen sharing capabilities over a secure network.
- ▶ Annual expenses from multi-vendor, multiplatform infrastructure on a per user basis became annual cost savings.



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Learn More About Envision Step: <https://bit.ly/ECFdtx>

Call for more information: +1(702) 780-7900

Ask a question via email: info@ecfdata.com



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