

# We are Dimension Data –

*a global technology integrator and managed services provider*

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Founded  
in 1983



35 years of  
experience



More than 28,000  
employees



In 47 countries



2017 turnover  
of USD 8bn



8,000 clients including  
70% of Fortune 100 and  
nearly 60% of Fortune 500



Over 100 prestigious  
industry awards



# Dimension Data's *Accreditations*

## Microsoft Partner of the Year

Awards for South Africa, Uganda, Tanzania, Rwanda  
Modern Workplace Transformation, 2018

## Microsoft Gold Certified

Cloud Platform

Cloud Productivity

Collaboration and Content

Communications

Data Analytics

Data Platform

Data Centre

Enterprise Mobility Management

Messaging

Windows and Devices

## Microsoft Silver Certified

Application Development

## Microsoft FastTrack-Ready Partner

Representing 1% of Microsoft's partners

## Industry Recognition

*Leader* in the 2018 Gartner Magic Quadrant for Network Services, Global

*Challenger* in the 2018 Gartner Magic Quadrant for Unified Communications as a Service, Worldwide

*Archetype Leader* in ISG's 2017 Digital Workplace Services Archetype Report

# We accelerate your ambition



accelerate  
your  
ambition



## Consulting Services & Innovation



Accelerate business transformation with  
**Digital business solutions**



Create valuable relationships with  
**Customer experience**



Embrace your employee  
workstyles with  
**Digital workplace**



Drive business agility with  
**Digital infrastructure**

Risk less,  
achieve more with  
**Cybersecurity**



*Technical and  
support services*



*Managed services*



*We help you do great things through the use and adoption of technology.*

# Digital enterprises are leveraging 6 technology trends to *drive disruption*



## Security

52% of data that should be protected is not (IDC)



## Cloud

Is growing *5x faster* than the overall IT industry (IDC) and by 2019, 83% of all data centre traffic will come from the cloud (Cisco Global Cloud Index)



## Internet of Things

By 2020 more than *37 billion* intelligent things will be connected to the Internet



## Big data and analytics

Combining IoT with big data and analytics could deliver incremental value of *\$14 trillion* in the next *10 years*



## Mobile

*535 million* consumers worldwide will make a purchase this year on a mobile device



## Virtualisation

SDN will grow by *70+%* CAGR to \$12B by 2020 (TBR)



Actionable insights or analytics

Customer centricity

Automated processes (external and internal)

A digital core or foundation

A culture of innovation

# Dimension Data | *Innovation & Design Think Workshop*

*In-depth 2-day workshop to drive innovation and digital transformation*

## What to Expect

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*Aligned view of the digital future*

*A baseline backlog and roadmap*



*Risk approach and plan*



*Ongoing programming planning sessions*

- Workshop vision and expectations
- Lean Agile overview, principles and roles
- Value stream overview and high level mapping
- Strategic intent briefing
- Current initiatives and work packages mapped to value streams
- Future vision and innovation themes
- Road map forecasting program delivery into future horizons
- Risk management and escalation framework

# Achieving a *digitally transformative landscape*

## Technology innovation

Model 1 and Model 2, including Modernisation, API integration, Microservices, Containerisation, Big Data, Analytics, AI, ML, IoT.

## Lean Agile

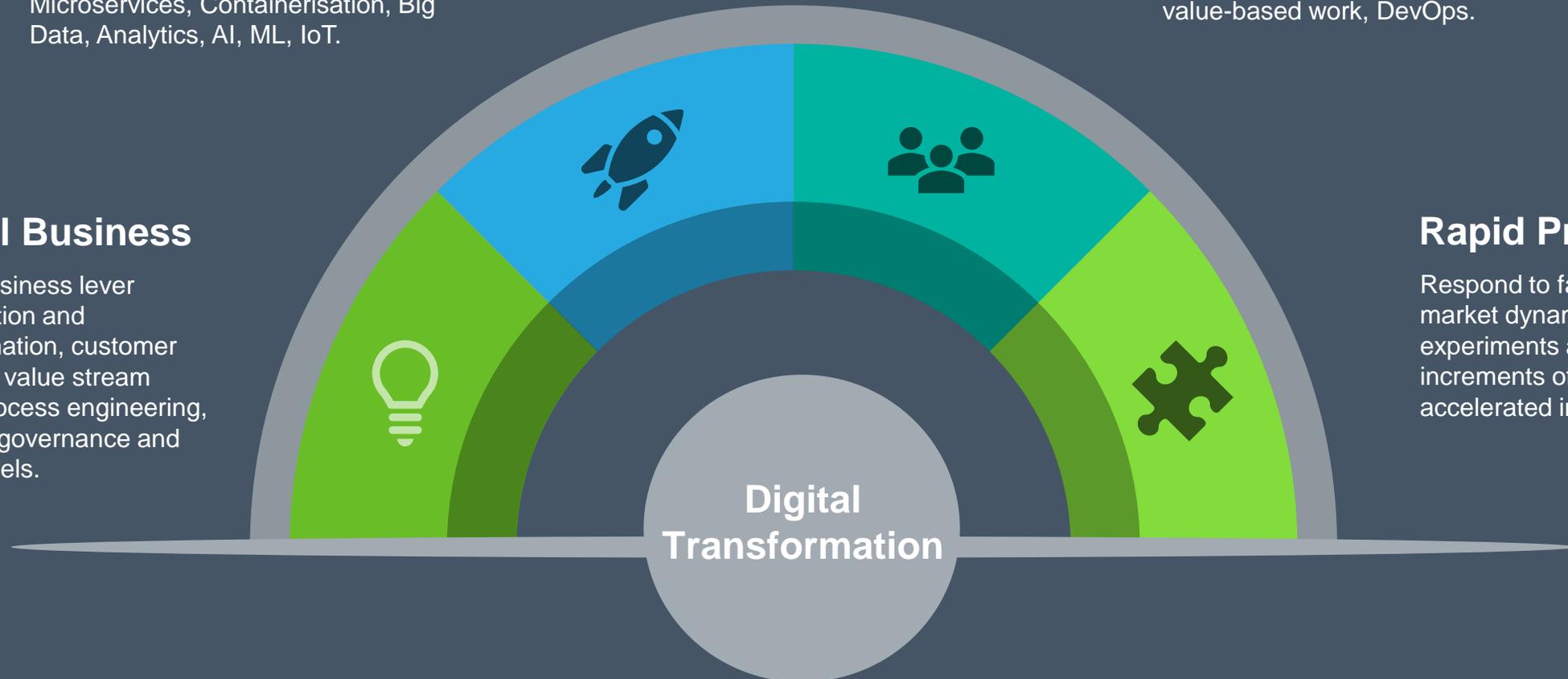
Organisation transformation framework using business value-based work, DevOps.

## Digital Business

Digital business lever identification and transformation, customer journeys, value stream maps, process engineering, strategy, governance and data models.

## Rapid Prototyping

Respond to fast changing market dynamics with experiments and rapid increments of value, accelerated in a Lab.



# Why Dimension Data?

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*Focused on outcomes:*  
buy business solutions  
and services, not  
boxes

An *application-driven*  
stack that puts  
*security first*, without  
compromise, down to  
the infrastructure layer

Analytics to fine tune  
operations and  
*put data to work* in  
business innovation

*Automation* to  
increase speed in  
deployment,  
orchestration, and  
service operations

On-premise, on the  
cloud - we *connect*  
*technology*

The same standards-  
driven IT experience,  
*anywhere* in the world

Manage Centre gives  
you one window on the  
*performance of your*  
*technology*

Simple, smart *support*  
options with advanced  
*proactive support*  
*options*