TRANSFORM FROM MANUAL TO **DIGITAL WAY OF WORKING** IN LESS THAN 5 WEEKS

NAME NAME
TITEL
BARIUM AB

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AGENDA

1. What challenges do we solve?
2. Clients and what they have achieved
3. How we help our customers
4. Summary & Next steps

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BARIUM AND OUR OFFERING

- Barium supports all organizations in their desire to achieve operational excellence much faster than traditional way of working.
- We use our long term experience within process automation and provide a platform designed to create tailor made business applications that eliminates poor business processes and manual routines.
- We challenge traditional IT-vendors and their long and costly IT-projects with an agile approach with focus on quality and speed of implementation.
- We are strong believers in the low code platform segment reducing dependency on IT-developers, hence providing a tool for the business side to drive efficiency improvements in an ever changing environment.
- We are trusted by 100 + customers including some of the leading brands in the world.
- We drive digitalization beyond expectations!

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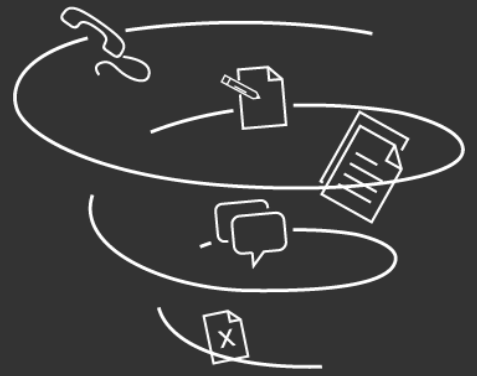
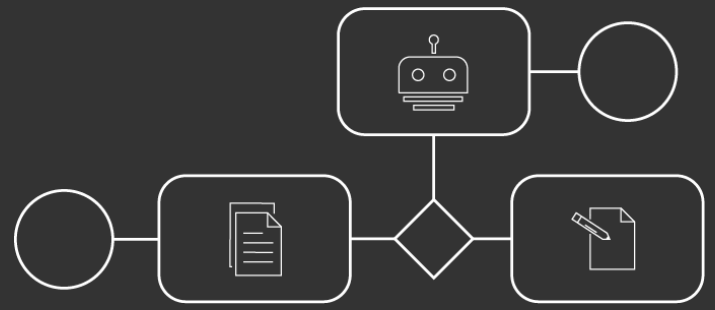
WHAT PROBLEM DO WE SOLVE?



Uncoordinated activities with manual handouts using Excel, mail, and more

Agile and structured way of catching current and future state



Control, transparent and effective way of working tailored for your unique needs, automate based on ROI

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SOME OF OUR
100+ CUSTOMERS
barium

Retail / Wholesale

apoteket

Toi-Toys INTERNATIONAL

net on net

KICKS

Public Sector

VÄSTRA GÖTALANDSREGIONEN

LOMMA KOMMUN

Region Uppsala

NORRTÄLJE KOMMUN

Real Estate

VASAKRONAN

HSB – där möjligheterna bor

FASTIGHETSÄGARNA

NEWSEC

Utilities & Professional Services

Norconsult

UPPSALA VATTEN

one
Kunskap som ger energi

BDO

Logistics & Services mgmt

DHL

DSV

selecta

MAERSK

Manufacturing

GETINGE

essity

Electrolux

Autoliv

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selecta

“Barium is a catalyst for driving digitalization and change! We have, among other things, reduced our lead times from 1.5 months to 2 weeks and at the same time increased our delivery precision from 63% to as much as 99%!“
- Eva-Kristin Magnusson, SELECTA

VASAKRONAN

”Barium is a puzzle piece in our digital platform that is of strategic importance and an enabler for us to continuously create new innovative solutions for a more efficient and streamlined way of working”
- Sören Sandell, VASAKRONAN

VÄSTRA GÖTALANDSREGIONEN

”One of the applications VGR and Barium has developed saves the organisation almost 9 million SEK every year!”
VÄSTRA GÖTALANDSREGIONEN

one
Kunskap som ger energi

“We’ve created over 20 applications in Barium without writing a single line of code, and without the help of developers”
- Anders Gustafsson, ONE NORDIC

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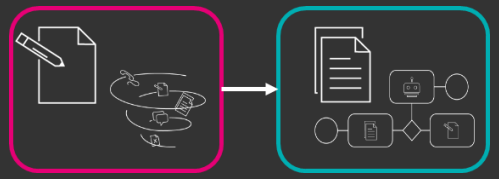
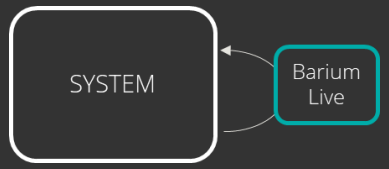
COMMON **SOLUTION PATTERNS**



DIGITAL FORMS

Replace manual or .pdf forms with digital forms, which are also integrated with the underlying process.

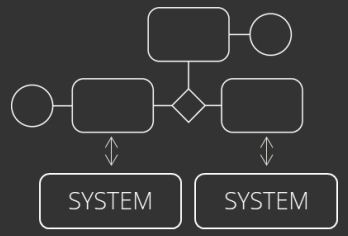


FILL THE GAP AND COMPLETE

Complete functionality to existing IT systems that are often so difficult to change, that the cost will be too high or that the lead time will be too long.

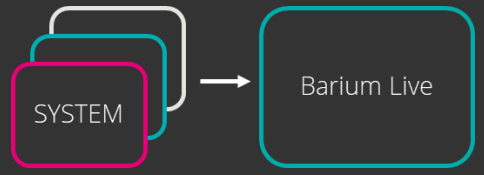
PROTOTYPE

Quickly test ideas and concepts and then decide if they should continue to be developed and if so, if they should be in Barium Live or be introduced in another system or be completely rejected.



ORCHESTRATE

Orchestrate the overall process “on top” of one or more underlying systems



REPLACE OR IMPLEMENT

Replace existing solutions or introduce new digital system support

”THE TAIL”

When introducing a large system such as SAP or Oracle, there are needs from the business that are not met until after a long time.

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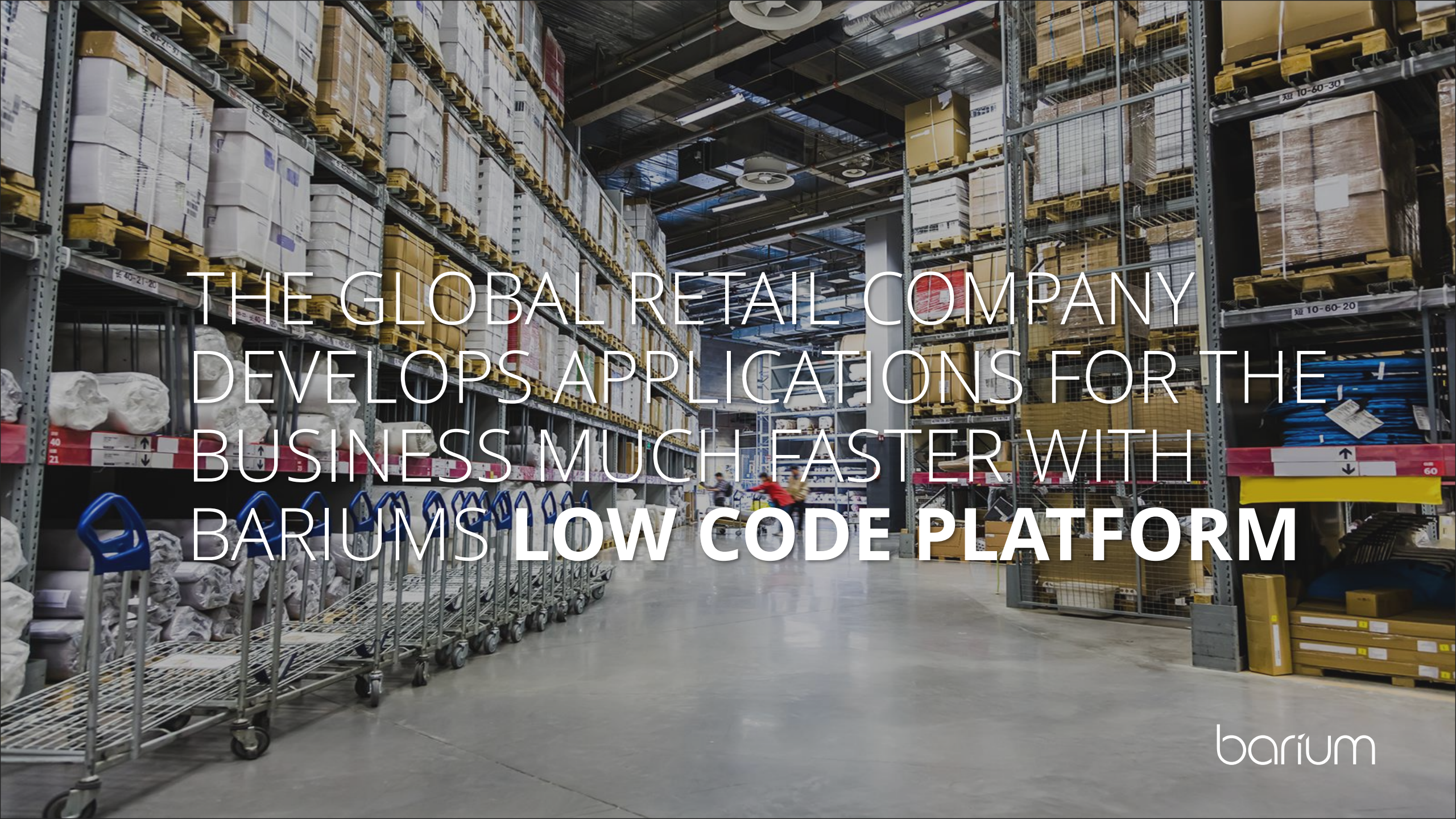
THE GLOBAL RETAIL COMPANY DEVELOPS APPLICATIONS FOR THE BUSINESS MUCH FASTER WITH BARIUMS **LOW CODE PLATFORM**
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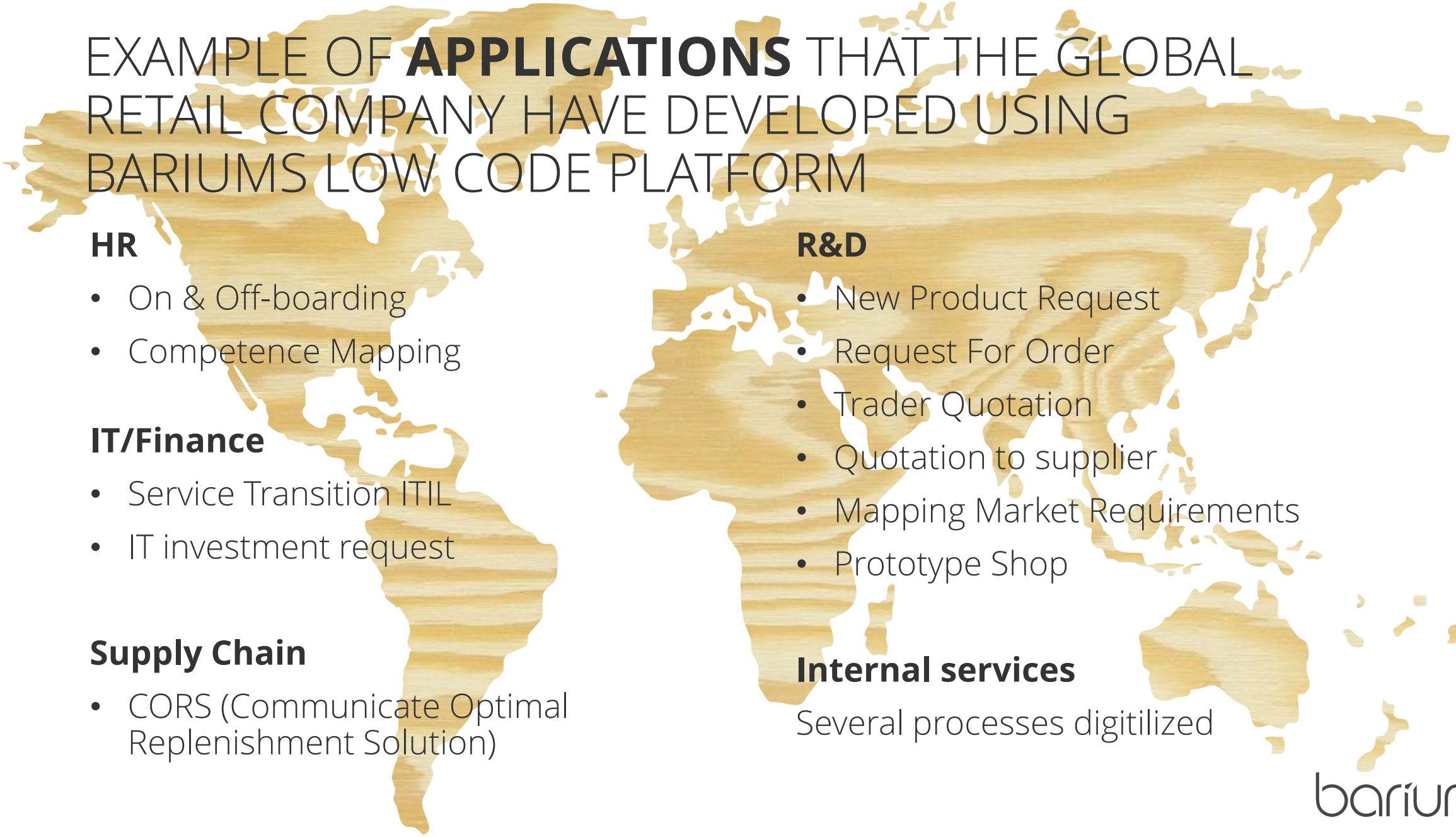
EXAMPLE OF **APPLICATIONS** THAT THE GLOBAL RETAIL COMPANY HAVE DEVELOPED USING BARIUMS LOW CODE PLATFORM



HR

- On & Off-boarding
- Competence Mapping

IT/Finance

- Service Transition ITIL
- IT investment request

Supply Chain

- CORS (Communicate Optimal Replenishment Solution)

R&D

- New Product Request
- Request For Order
- Trader Quotation
- Quotation to supplier
- Mapping Market Requirements
- Prototype Shop

Internal services

Several processes digitilized

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IT **INVESTMENT** REQUEST

CHALLENGES

- Existing way of working was not sustainable
- Long lead times
- Much paper work with loosely connected documents
- Large geographic distribution of users
- Lack of access to necessary information
- Lack of Information
- Lack of control

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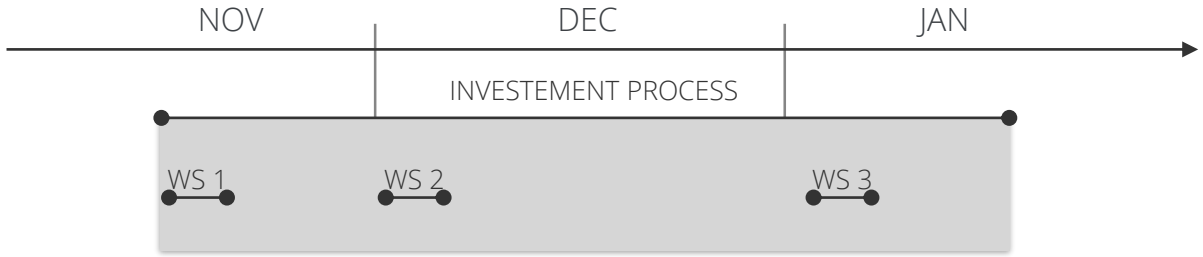
VALUE

- User-friendly solution
- Improved processes
- Information security
- Relevant information is always available
- The same solution for all geographies
- Coherent documentation
- No frustration
- 70% more efficient processes
- Implementation time two months from the start to rolled out solution

THE PROJECT – IT INVESTMENT REQUEST



Less than **5 weeks** of consulting work that included:

- Process modelling
- Application construction
- The solution included 13 different roles and 250 employees

PRODUCT **INNOVATION**

CHALLENGES

- No overall growth
- Long lead times
- Low delivery precision
- No transparency in product requests from different regions
- Unnecessary work -same product requested and designed for different stores
- Low information quality
- Lack of control

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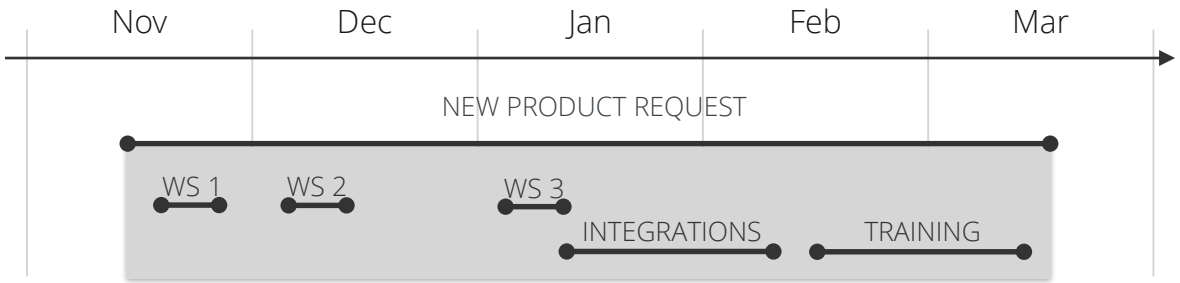
VALUE

- Lead time reduction, from 14-15 to 7-8 months
- Delivery precision improved from 22% to 70%
- Increase from 1,5% to 7% of total sales!
- More than doubled the amount of requests managed
- Total transparency
- Reuse of products already designed/produced
- Stronger control

THE **PROJECT** - PRODUCT INNOVATION



Less than 20 weeks for deploying the first version globally including these activities:

- Process Modelling
- Application Configuration
- Integration with two internal systems
- Employee training at 10 sites around the globe

APOTEKET DEVELOPS APPLICATIONS FOR THE BUSINESS MUCH FASTER WITH BARIUMS **LOW CODE PLATFORM**

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DIGITALIZATION AND REPLACEMENT

CHALLENGES

- Old systems
- Not user friendly
- Lack of transparency
- Manual processes
- Lack of control
- Long time from idea to development and implementation of new IT solutions for the business

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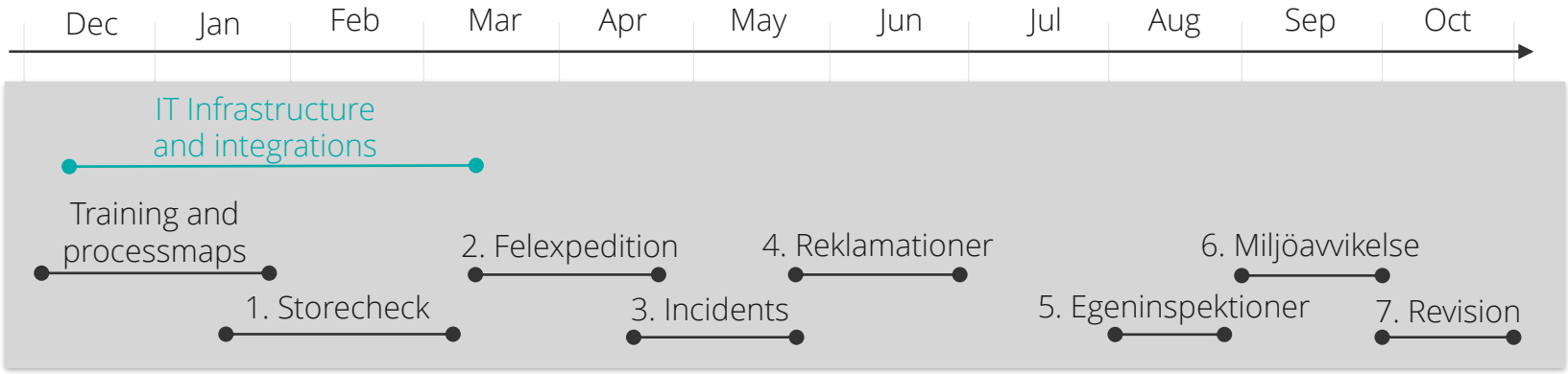
VALUE

- Develops application to support the business much faster
- More time to support the customers
- Consolidation of IT landscape (shut down 2 old systems)
- Total transparency
- Better control and follow up
- The business is involved and owns and prioritize the backlogg
- Modern and future proof tool

THE **PROJECT** – DIGITALIZATION AND REPLACEMENT



Deployment of **7 applications during 10 months** including these activities:

- Process modelling
- Configuration of the applications
- Integration with two different internal systems for employee and product data.
- Tests, approvals and implementation

HR COMPETENCE MAPPING SOLUTION **REPLACED IN 8 WEEKS**

A.P. Moller - Maersk is an integrated transport and logistics company with multiple brands and is a global leader in container shipping and ports. Including a stand-alone Energy division, the company employs roughly 88,000 employees across operations in 130 countries.

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"We choose Barium because it is a cost-efficient, flexible, easy-to-use, cloud-based solution that only took weeks to implement"

- Anand Bunsee, Maersk

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COMPETENCE MAPPING

CHALLENGES

- Unable to use competence mapping efficiently
- Old software that hindered rather than enabled them
- Time consuming processes
- Impossible to consolidate data
- Large international conglomerate spanning over a vast number of countries with different ways of working

VALUE

- Structured and digital processes for competence mapping
- New and future proof software
- Low code platform that allows the departments to save time
- Ability identify the skills and competence gap in the departments
- It also helps to identify competence map at an individual level
- New assessment tool used worldwide

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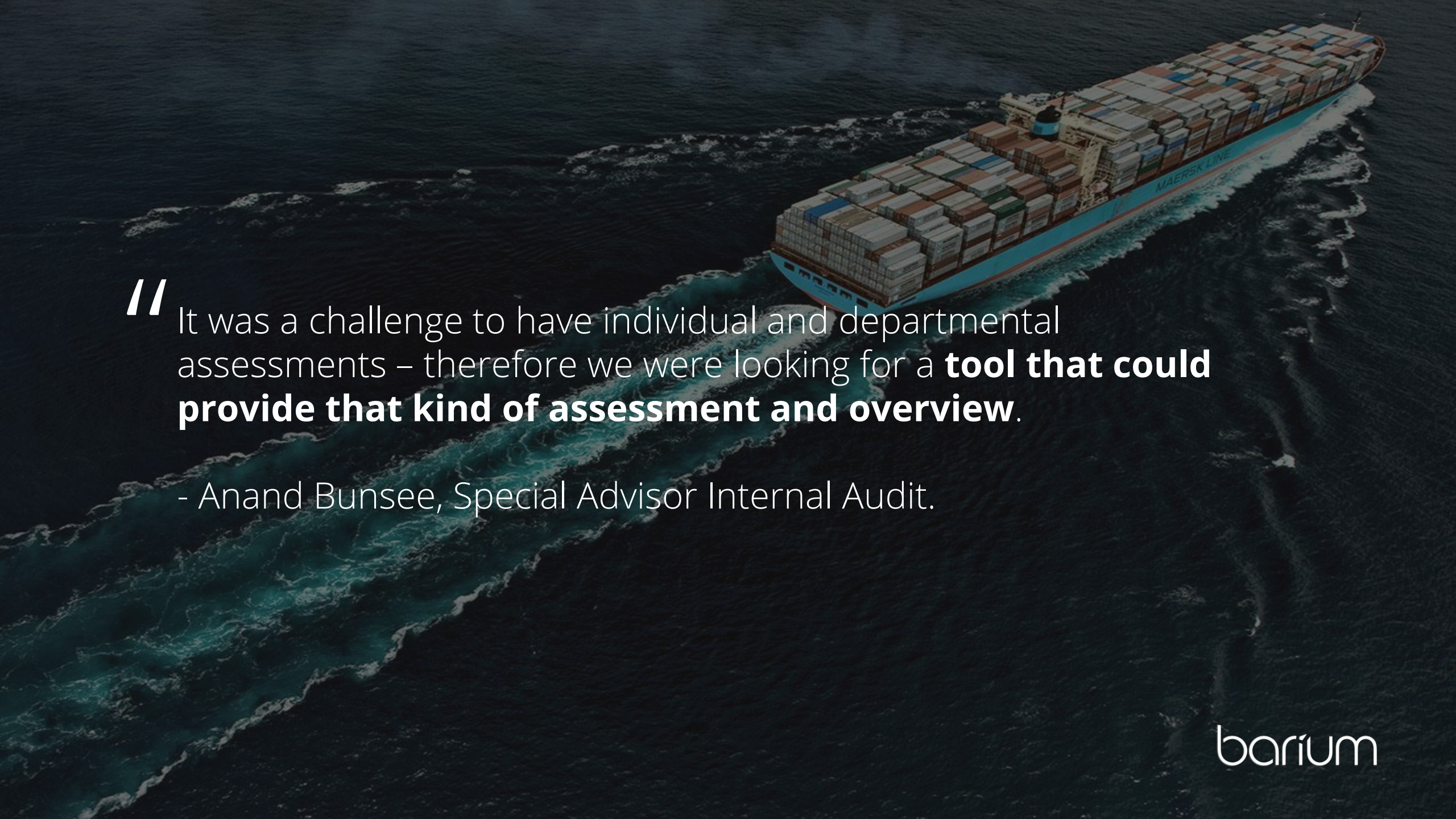

"It was a challenge to have individual and departmental assessments – therefore we were looking for a **tool that could provide that kind of assessment and overview**.

- Anand Bunsee, Special Advisor Internal Audit.

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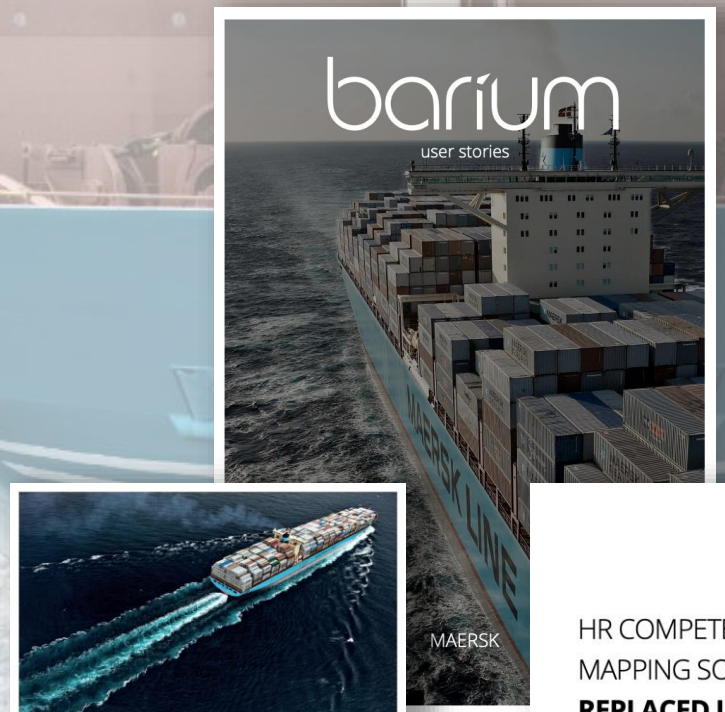

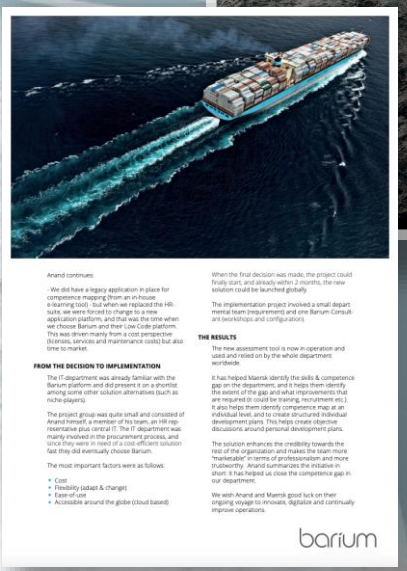

Anand continues:

- We did have a legacy application in place for competence mapping from an in-house e-learning tool - but when we replaced the HR-suite, we were forced to change to a new application platform, and that was the time when we choose Barium and their Low Code platform. This was driven mainly from a cost perspective (licenses, services and maintenance costs) but also time to market.

FROM THE DECISION TO IMPLEMENTATION

The IT-department was already familiar with the Barium platform and did present it on a shortlist among some other solution alternatives (such as niche-players).

The project group was quite small and consisted of Anand himself, a member of his team, an HR representative plus central IT. The IT department was mainly involved in the procurement process, and since they were in need of a cost-efficient solution fast they did eventually choose Barium.

The most important factors were as follows:

- Cost
- Flexibility (adapt & change)
- Ease-of-use
- Accessible around the globe (cloud based)

When the final decision was made, the project could finally start, and already within 2 months, the new solution could be launched globally.

The implementation project involved a small department team (requirement) and one Barium Consultant (workshops and configuration).

THE RESULTS

The new assessment tool is now in operation and used and relied on by the whole department worldwide.

It has helped Maersk identify the skills & competence gap on the department, and it helps them identify the extent of the gap and what improvements that are required (it could be training, recruitment etc.). It also helps them identify competence map at an individual level, and to create structured individual development plans. This helps create objective discussions around personal development plans.

The solution enhances the credibility towards the rest of the organization and makes the team more "marketable" in terms of professionalism and more trustworthy. Anand summarizes the initiative in short: It has helped us close the competence gap in our department.

We wish Anand and Maersk good luck on their ongoing voyage to innovate, digitalize and continually improve operations.

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HR COMPETENCE
MAPPING SOLUTION
REPLACED IN 8 WEEKS

Maersk Internal Audit replaces legacy Skills and Competency assessment model in only 8 weeks with Barium's Low Code platform.

A.P. Moller - Maersk is a truly international conglomerate with around 88.000 employees worldwide and consists of multiple brands within container shipping and associated services such as port operations and energy. In total, the company can be found in approximately 130 countries.

Maersk was founded in Denmark 1904 and has been the largest container ship and supply vessel company in the world since 1996. In 2016, the company consolidated its various business activities under two divisions i.e. Transport & Logistics and Energy.

A global player such as Maersk is always facing fierce competition and challenging demands from its customers. Therefore - the company has deployed lots of initiatives to drive the digital transformation. For example, they have arranged hackathons, created a Digital capability center, founded Maersk Digital and invested heavily in software and new technology.

As an example of this investment in new technology, we can relate a successful story from the Department of Internal Audit at the Maersk Headquarters.

The Internal Audit department provides assurance over governance, risk and control matters to the board of directors and the audit committee. Their job requires deep knowledge and trust within the organization since the audit committee and the board relies on its assurance that the governance, risk and control processes in place are adequate and effective.

THE NEED FOR A NEW SOLUTION

Special Advisor to the Head of internal audit at Maersk, Anand Bunsee, saw an immediate need to replace the current Competence Mapping solution since their shift to a new HR-system forced them to retire the old solution.

The main objective of the solution was to support the personal development plans for each team member and to identify competence gaps for the department.

"We choose Barium because it is a cost-efficient, flexible, easy-to-use, cloud-based solution that only took weeks to implement"
– Anand Bunsee, Maersk

If Maersk wouldn't have implemented a new tool, they would have had to do all the assessments manually and that would have been very time consuming and almost impossible to consolidate all data

Download the full customer case: https://www.barium.se/customer-case-maersk

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ESSITY

Claudy De Kock van Beurden, Service support Manager Europe

"Essity has through dedicated work and visionary leadership by service support manager Claudy de Kock driven development of Essitys digital transatlantic processes. By integrating sales, order & installation and repair & maintenance process workflows she has given Essity a standardized efficient way of working across both Europe and North America."

How we help our customers

Our solution and method

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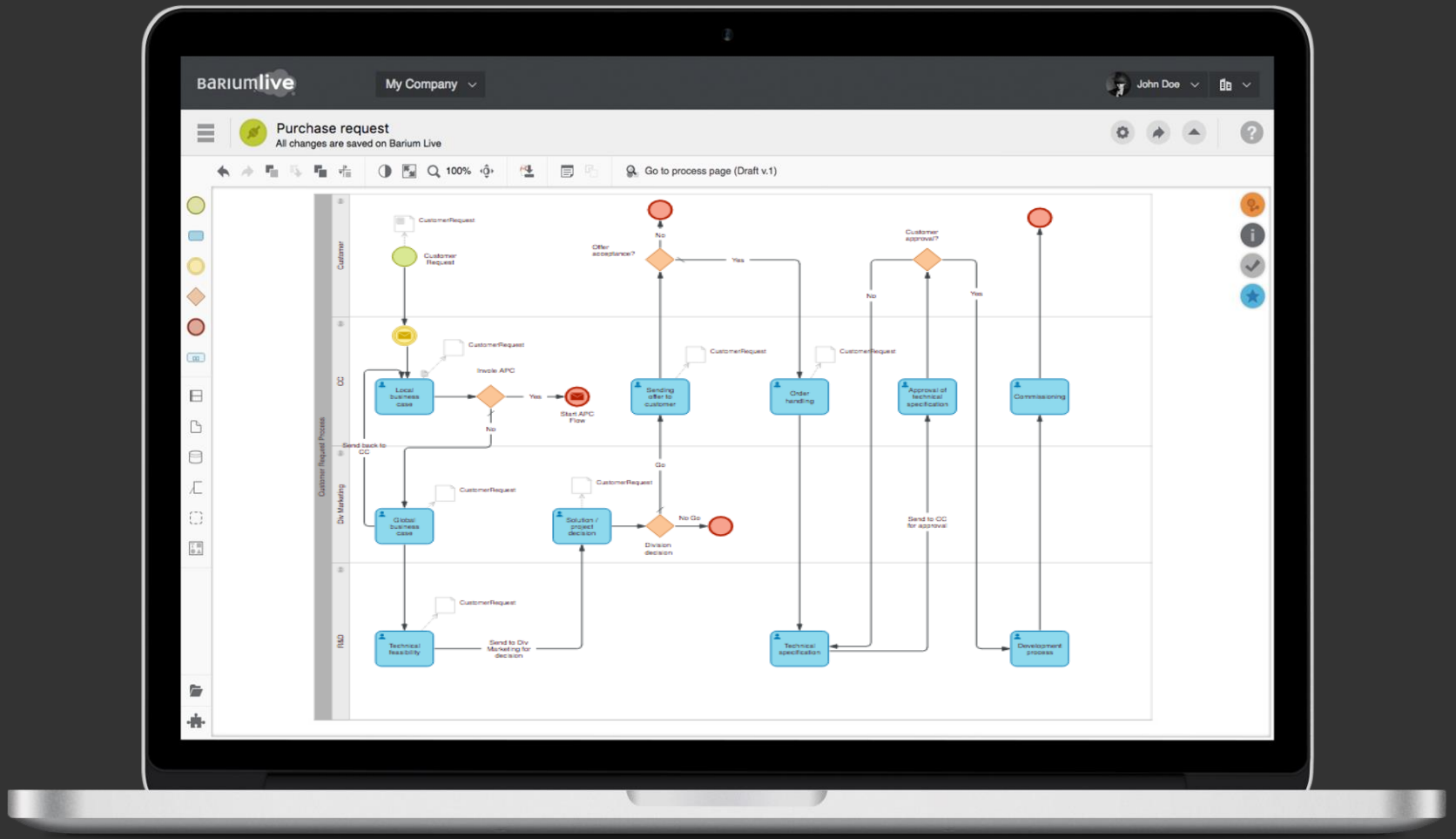
01 Build
02 Run
03 Monitor
Barium live


Barium live
My Company
John Doe
Purchase request
All changes are saved on Barium Live
100%
Go to process page (Draft v.1)
Customer
CC
Div Marketing
R&D
Customer Request Process
Customer Request
Offer acceptance?
No
Yes
Local business case
Invoice APC
Yes
No
Start APC Flow
Sending offer to customer
Order handling
Customer approval?
No
Yes
Approval of technical specification
Commissioning
Send back to CC
Global business case
Solution / project decision
Go
No Go
Division decision
Send to CC for approval
Technical feasibility
Send to Div Marketing for decision
Technical specification
Development process

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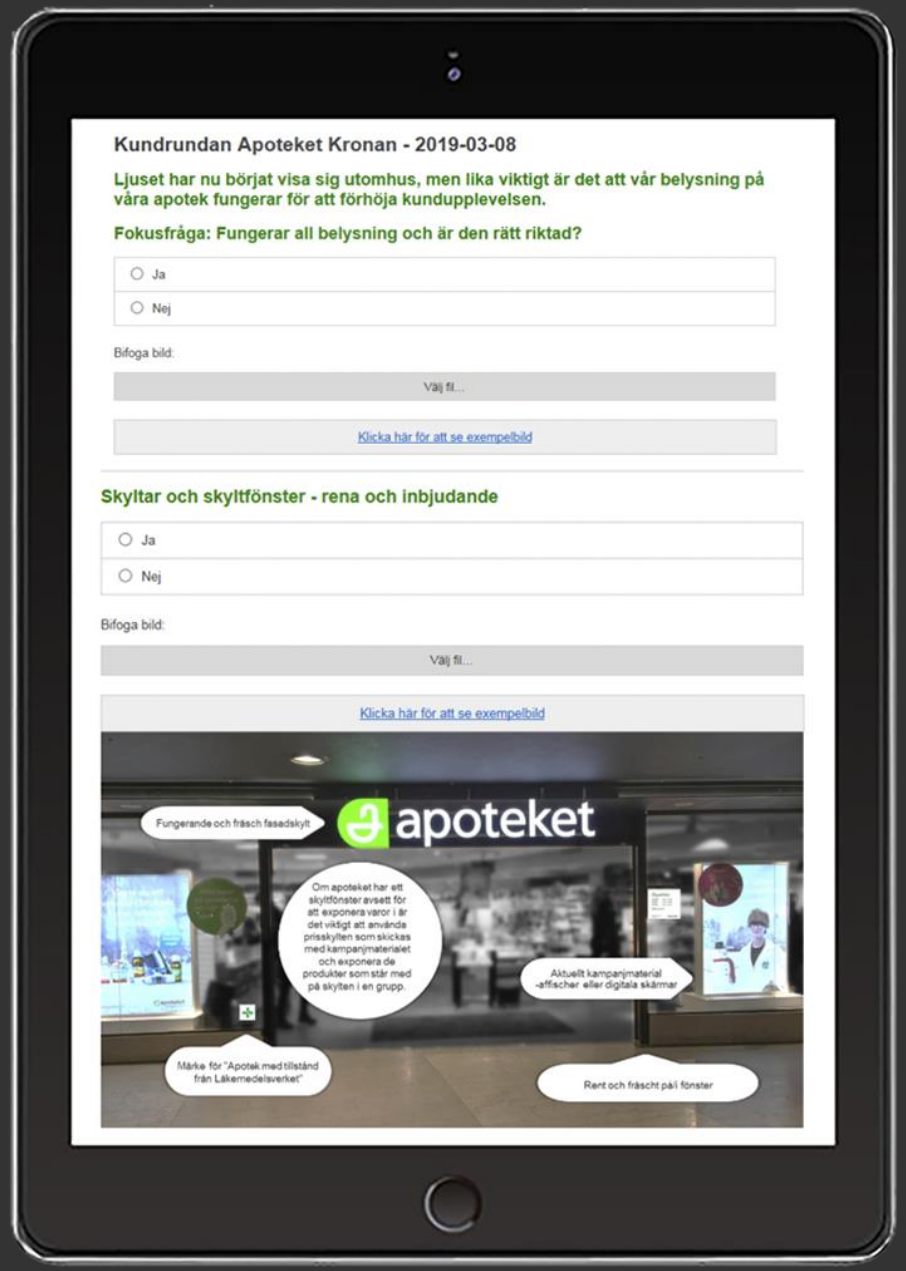
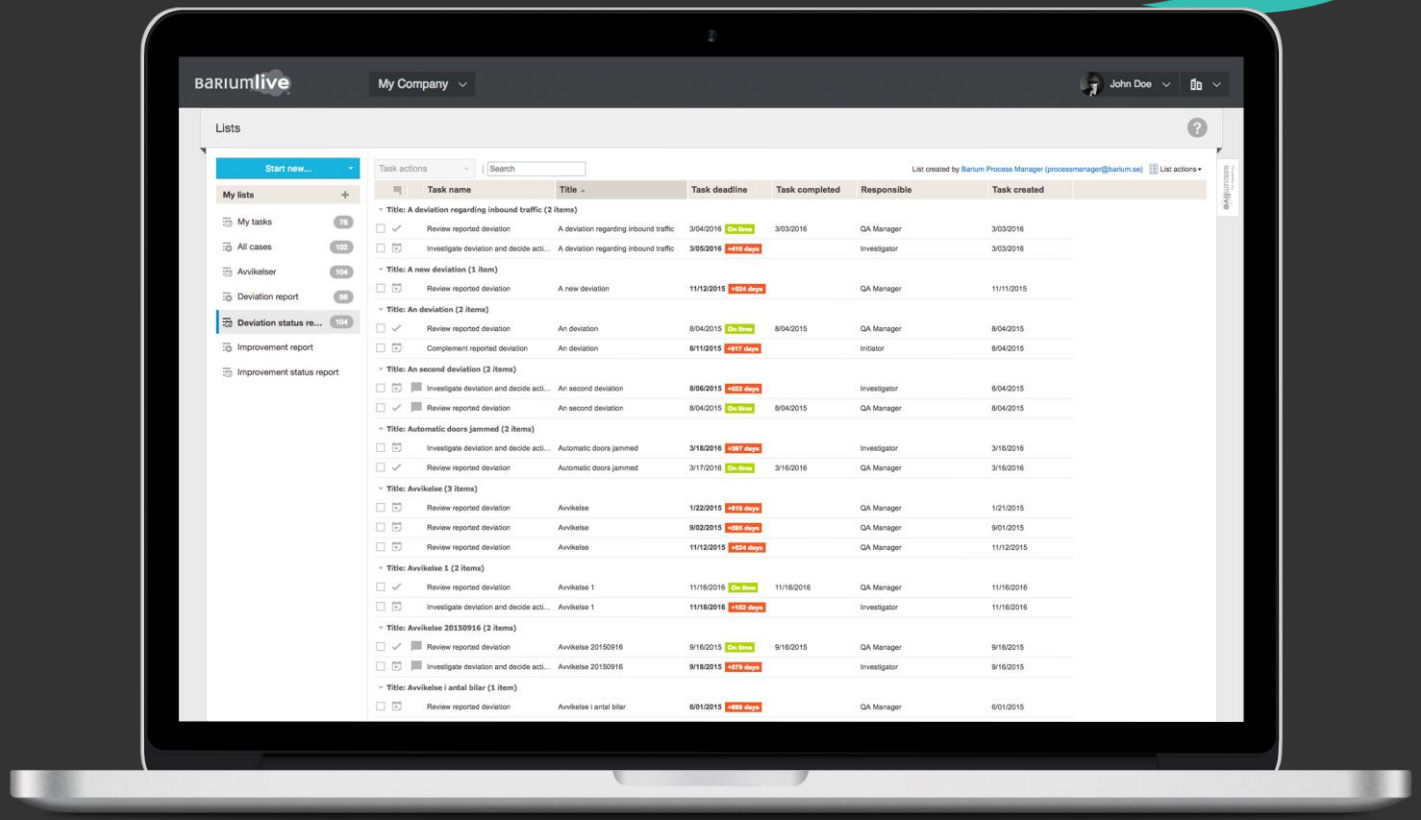

Kundrundan Apoteket Kronan - 2019-03-08
Ljuset har nu börjat visa sig utomhus, men lika viktigt är det att vår belysning på våra apotek fungerar för att förhöja kundupplevelsen.
Fokusfråga: Fungerar all belysning och är den rätt riktad?
Ja
Nej
Bifoga bild:
Välj fil...
Klicka här för att se exempelbild
Skyltar och skyltfönster - rena och inbjudande
Ja
Nej
Bifoga bild:
Välj fil...
Klicka här för att se exempelbild
apoteket
Fungerande och fräsch fasadskylt
Om apoteket har ett skyltfönster avsett för att exponera varor i är det viktigt att använda prisskylten som skickas med kampanjmaterialet och exponera de produkter som står med på skylten i en grupp.
Aktuellt kampanjmaterial -affischer eller digitala skärmar
Märke för "Apotek med tillstånd från Läkemedelsverket"
Rent och fräscht på fönster


BARIUMlive
My Company
John Doe
Lists
Start new...
My lists
My tasks
All cases
Avvikelser
Deviation report
Deviation status re...
Improvement report
Improvement status report
Task name
Title
Task deadline
Task completed
Responsible
Task created

01 Build
BARIUMlive
02 Run
Monitor
03

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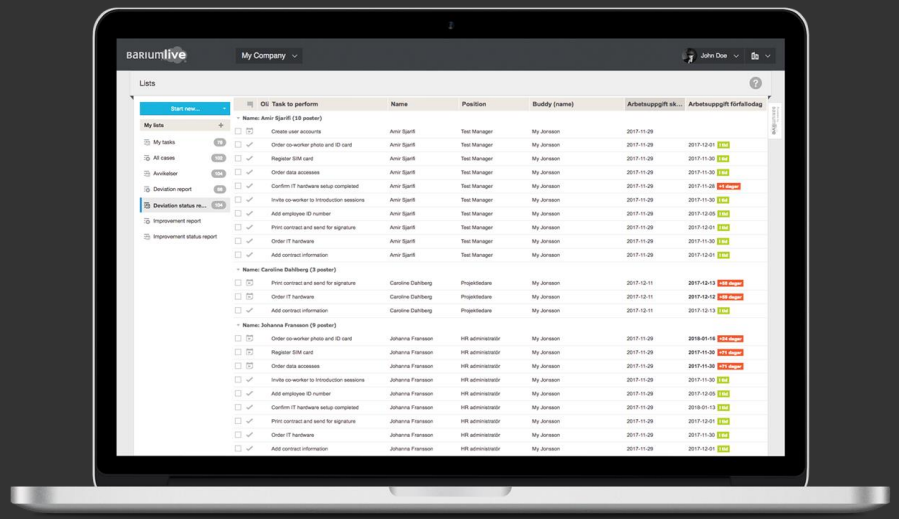
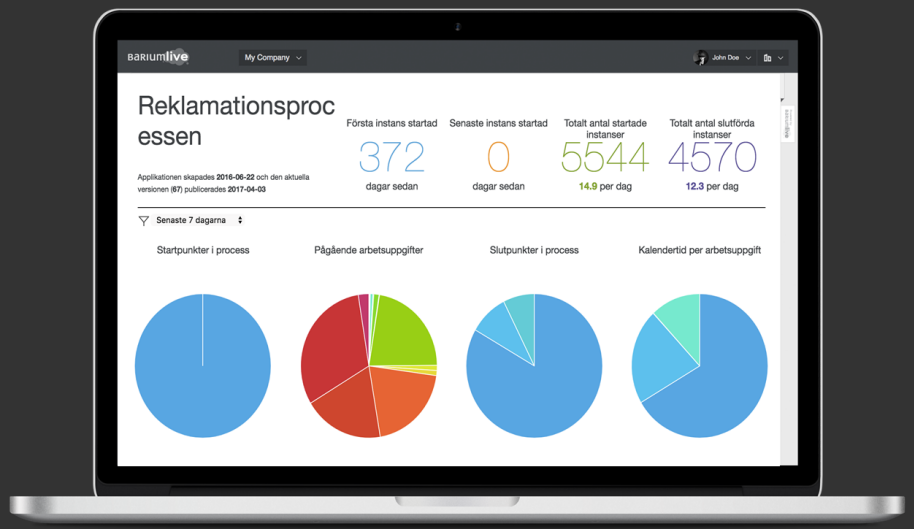
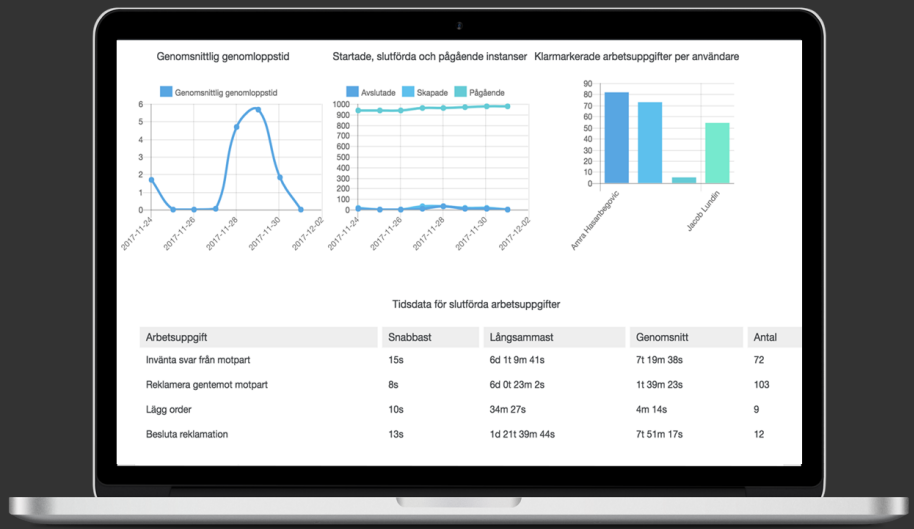

BARIUMlive
My Company
John Doe
Lists

BARIUMlive
My Company
John Doe
Lists
Estimerad ROI (år)
Förslag per kategori
ROI, komplexitet &resurser
Beslut Steg 1
Beslut Steg 2


BARIUMlive
My Company
John Doe
Reklamationsprocessen
Första instans startad
372
dagar sedan
Senaste instans startad
0
dagar sedan
Totalt antal startade instanser
5544
14.9 per dag
Totalt antal slutförda instanser
4570
12.3 per dag
Senaste 7 dagarna
Startpunkter i process
Pågående arbetsuppgifter
Slutpunkter i process
Kalendertid per arbetsuppgift


Genomsnittlig genomloppstid
Startade, slutförda och pågående instanser
Klarmarkerade arbetsuppgifter per användare
Tidsdata för slutförda arbetsuppgifter
Arbetsuppgift
Snabbast
Långsammast
Genomsnitt
Antal
Invänta svar från motpart
15s
6d 1t 9m 41s
7t 19m 38s
72
Reklamera gentemot motpart
8s
6d 0t 23m 2s
1t 39m 23s
103
Lägg order
10s
34m 27s
4m 14s
9
Besluta reklamation
13s
1d 21t 39m 44s
7t 51m 17s
12

01 Build
02 Run
03 Monitor
BARIUMlive

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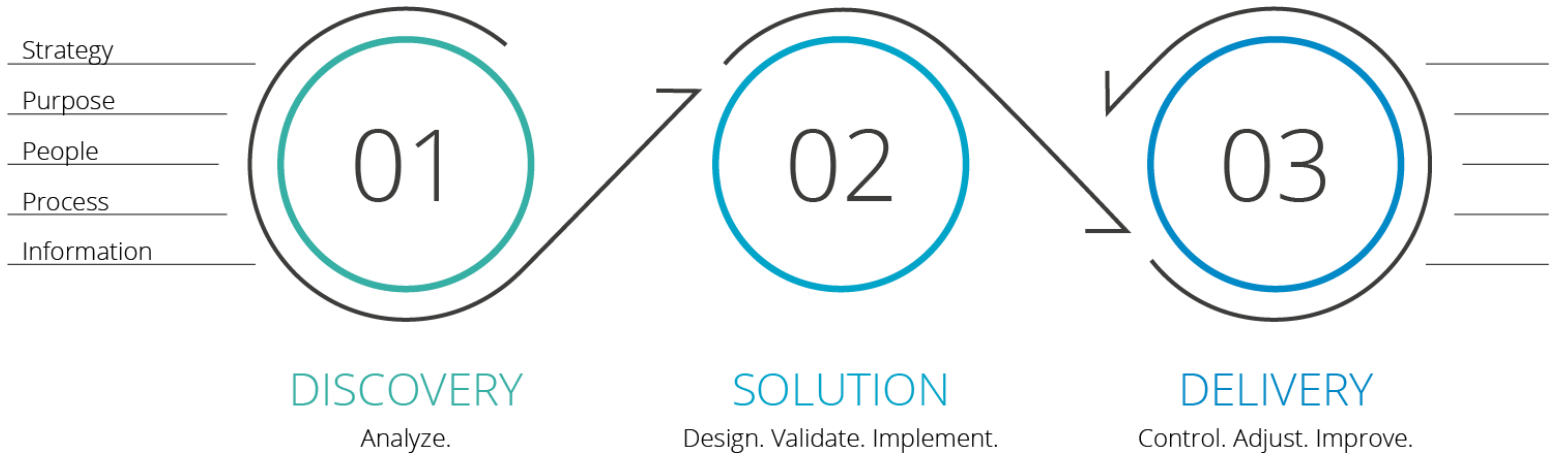
DELIVERY METHODOLOGY -
SPEED OF IMPLEMENTATION ONE OF OUR USP'S!



- We deliver customer value within weeks or months, not months or years like traditional IT projects!
- A normal project consist of three different workshops, typical a day each with some work inbetween.

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Summary & next steps
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WHY **BARIUM**?

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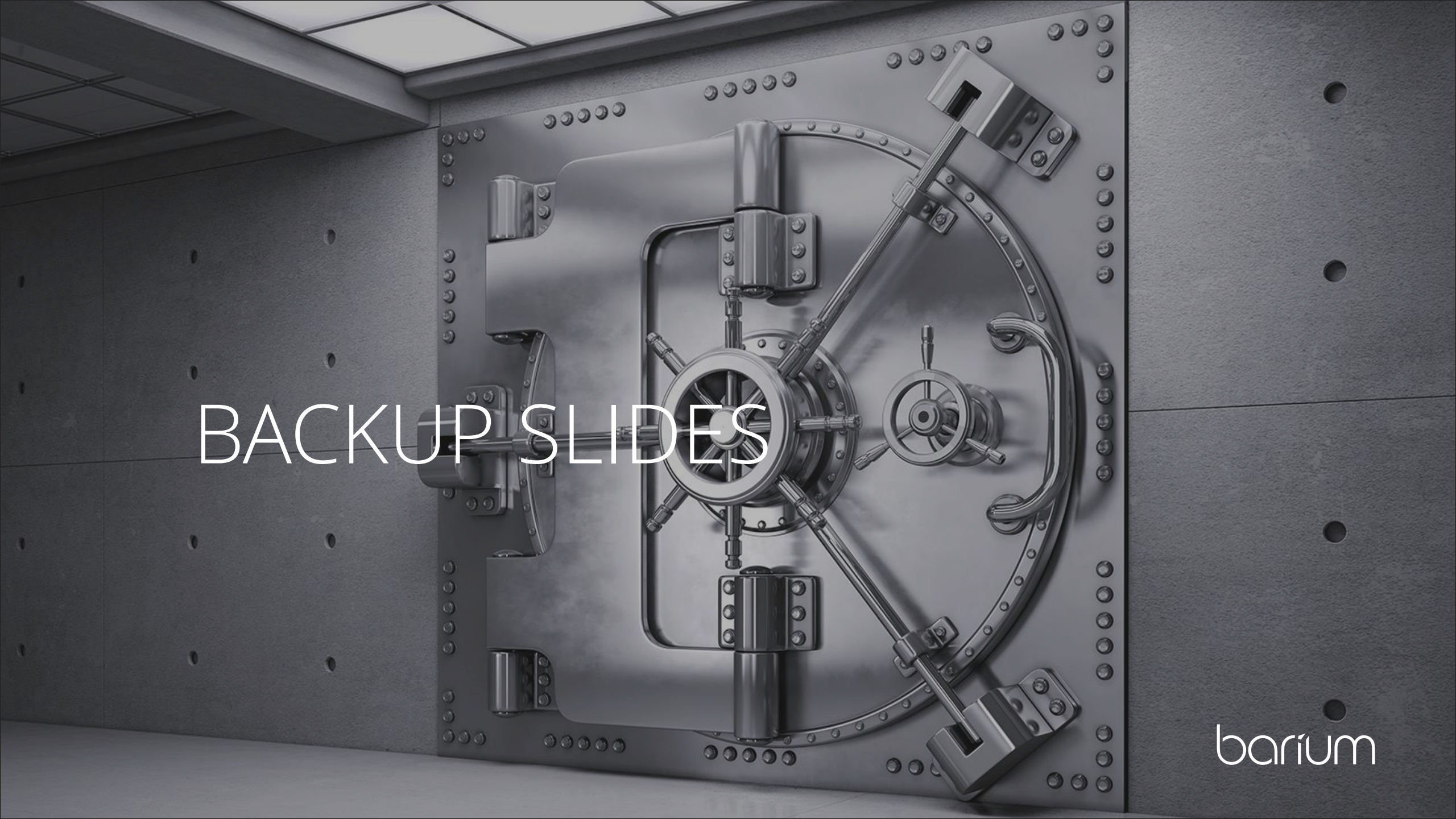
THANK **YOU**!
tobias.andersson@barium.se
www.linkedin.com/in/andersson
barium


BACKUP SLIDES
barium

MARKET DRIVERS

Digital transformation is prompting organizations across industries to look for new ways to meet challenges and drive business outcomes.

Operational Effectiveness

The business have started to work in new way's but the IT-systems don't support the new way of working . They end up with manual ways of working with e-mail, sending Excel spreadsheets to each others. With a low code platform they can accelerate the digitalization of these processes and increase their operational effectiveness.

Innovation

Low code platforms give business users the keys to unlocking process/workflow innovation without having to rely on overworked IT resources to support business change.

Legacy systems and a huge backlogs

With the pressure on application development and delivery (AD&D) pros for new software to support digital transformation and coders in short supply, low code development platforms have become a solution to accelerate digitalization.

Customer Engagement

Demand for servicing customers more effectively place a significant pressure on many organizations to change. Low code platforms can support the business with digitalizing new ways of working much more effectively.

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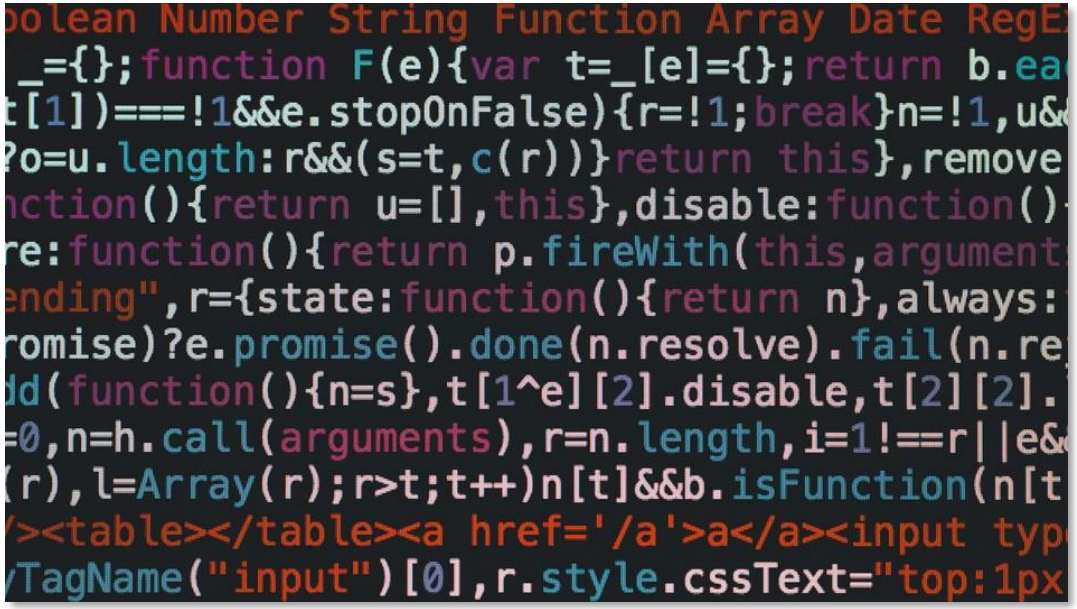
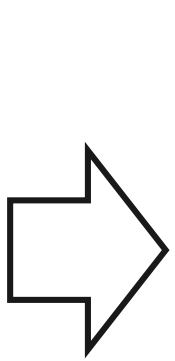
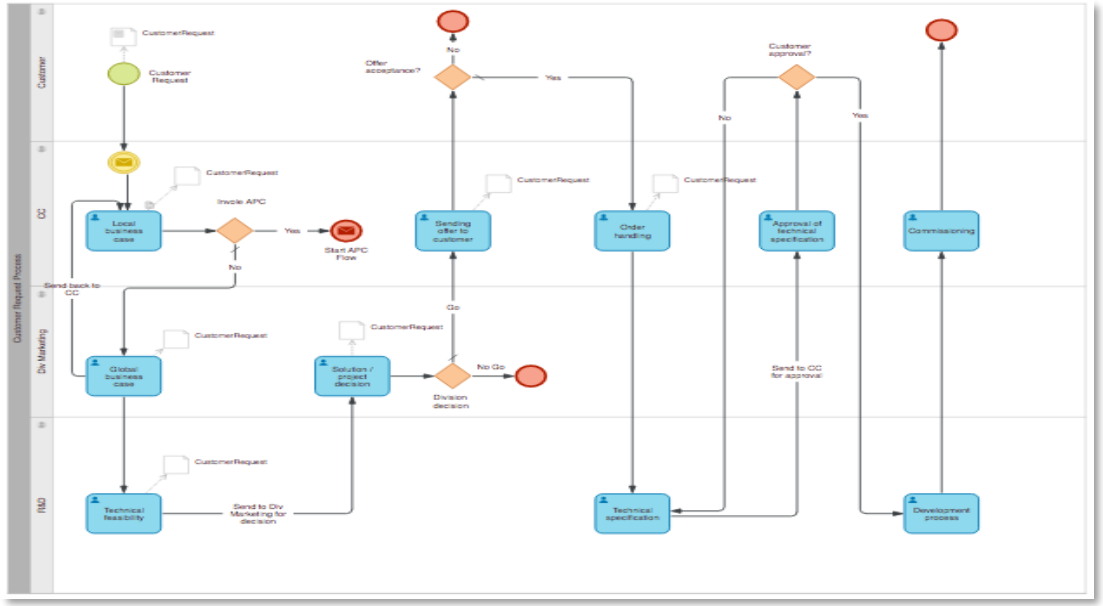
ONE **VISUAL** IMAGE OF THE SOLUTION HELPS BRINGING IT AND BUSINESS TOGETHER







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Our Mission

“We help organizations and people future proof their way of working with daily assignments and outcomes. We do this by offering a solid and innovative service where smart business solutions are created, followed-up, maintained and improved with ease. Unlike conventional methods our way saves time, money and frustration”

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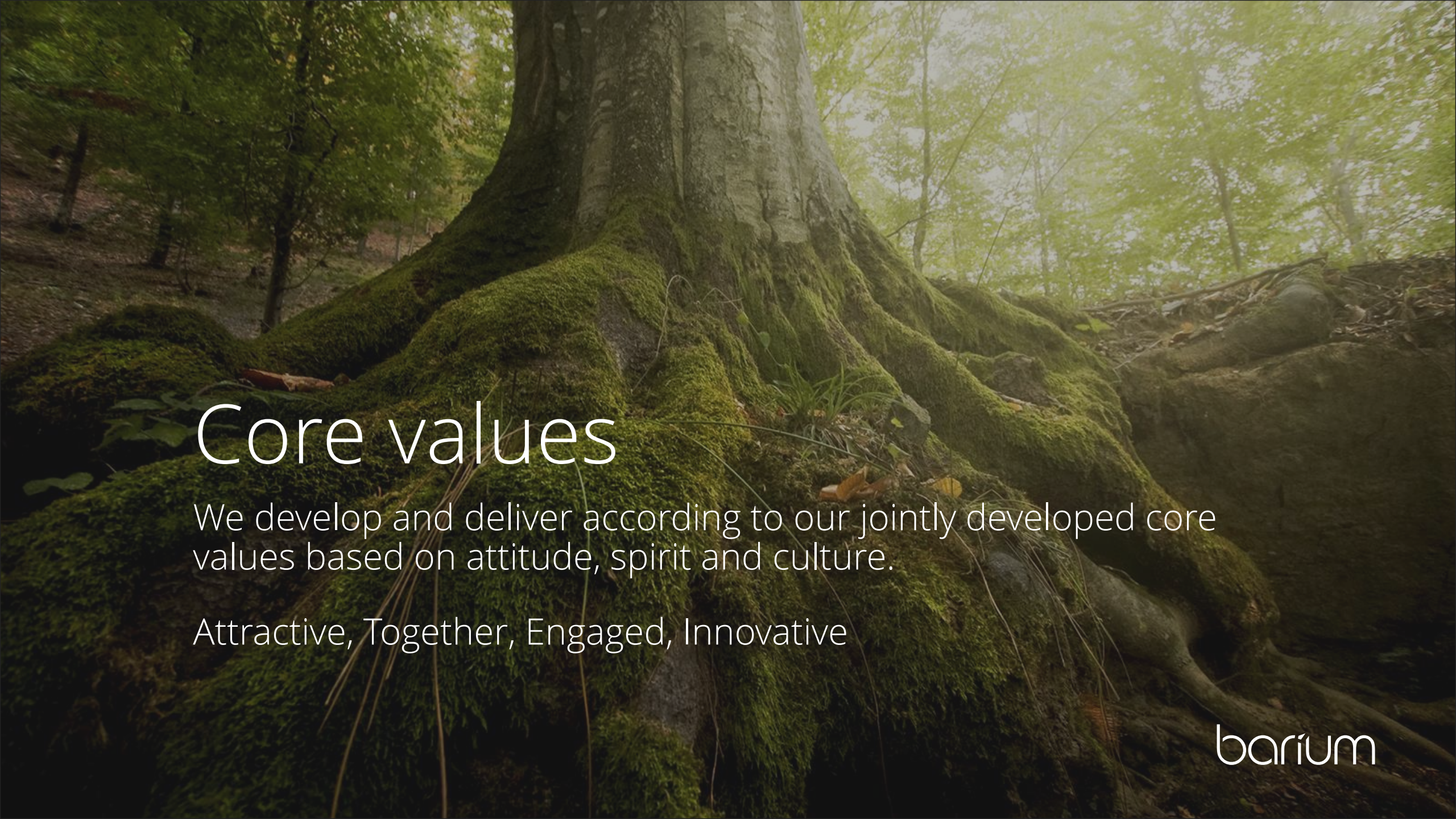

Core values

We develop and deliver according to our jointly developed core values based on attitude, spirit and culture.

Attractive, Together, Engaged, Innovative

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“Platforms that enable rapid delivery of business applications with a minimum of hand-coding and minimal upfront investment in setup, training, and deployment.”

- Forrester Researchs definition of low-code platforms

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