Workshop AIIA
CREARE VALORE PER IL SISTEMA IMPRESA ATTRAVERSO IL CONTINUOUS AUDITING E IL CONTINUOUS MONITORING

Capitalizzare il *know how* per rispondere alle esigenze del cliente

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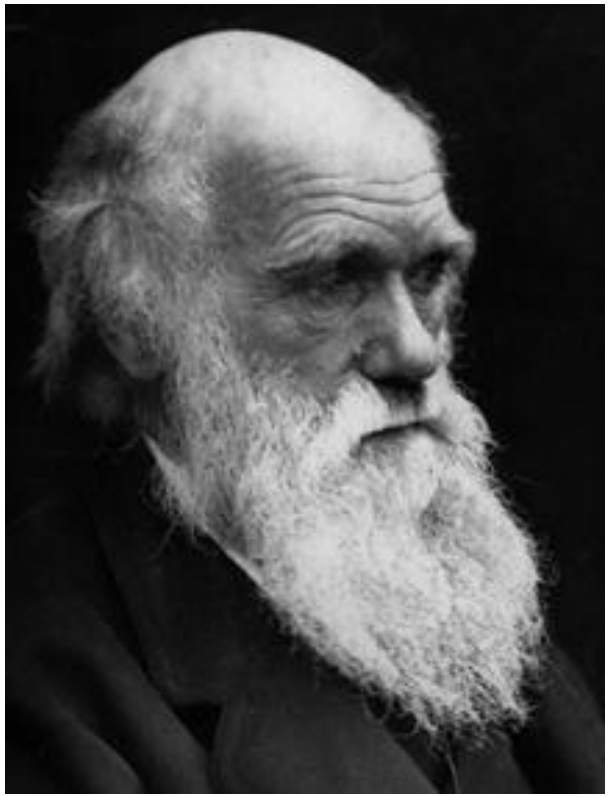
Direttore Tecnico Italia
Software AG

Are You Creating Value?



Charles Darwin

"It is not the strongest species, nor the most intelligent that survive, but the ones that are most adaptive to change"

1825 What can be more palpably absurd than the prospect held out of locomotives traveling twice as fast as stagecoaches? (Quarterly Review)

1865 Well informed people know it is impossible to transmit the voice over wires and that were it possible to do so, the thing would be of no practical value. (Boston Post)

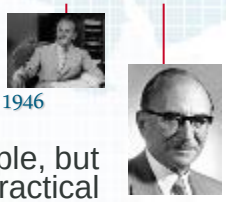
1899 Everything that can be invented, has been invented. (Charles Duell, U.S. Office of Patents)

1901 I confess that in 1901 I said to my brother Orville that man would not fly for fifty years. (Wilbur Wright)

1927 Who the hell wants to hear actors talk? (H.M. Warner, Warner Bros.)

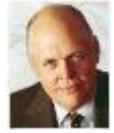
1943 I think there is a world market for maybe five computers. (Thomas J. Watson, CEO IBM)

Television won't be able to hold on to any market it captures after the first six months. People will soon get tired of staring at a plywood box every night. (Darryl F. Zanuck) 1946



Transmission of documents via telephone wires is possible in principle, but the apparatus required is so expensive that it will never become a practical proposition. (Dennis Gabor, Hungarian physicist) 1962

What the hell is a microprocessor good for? (Robert Lloyd, IBM's Advanced Computing Systems Division) 1968



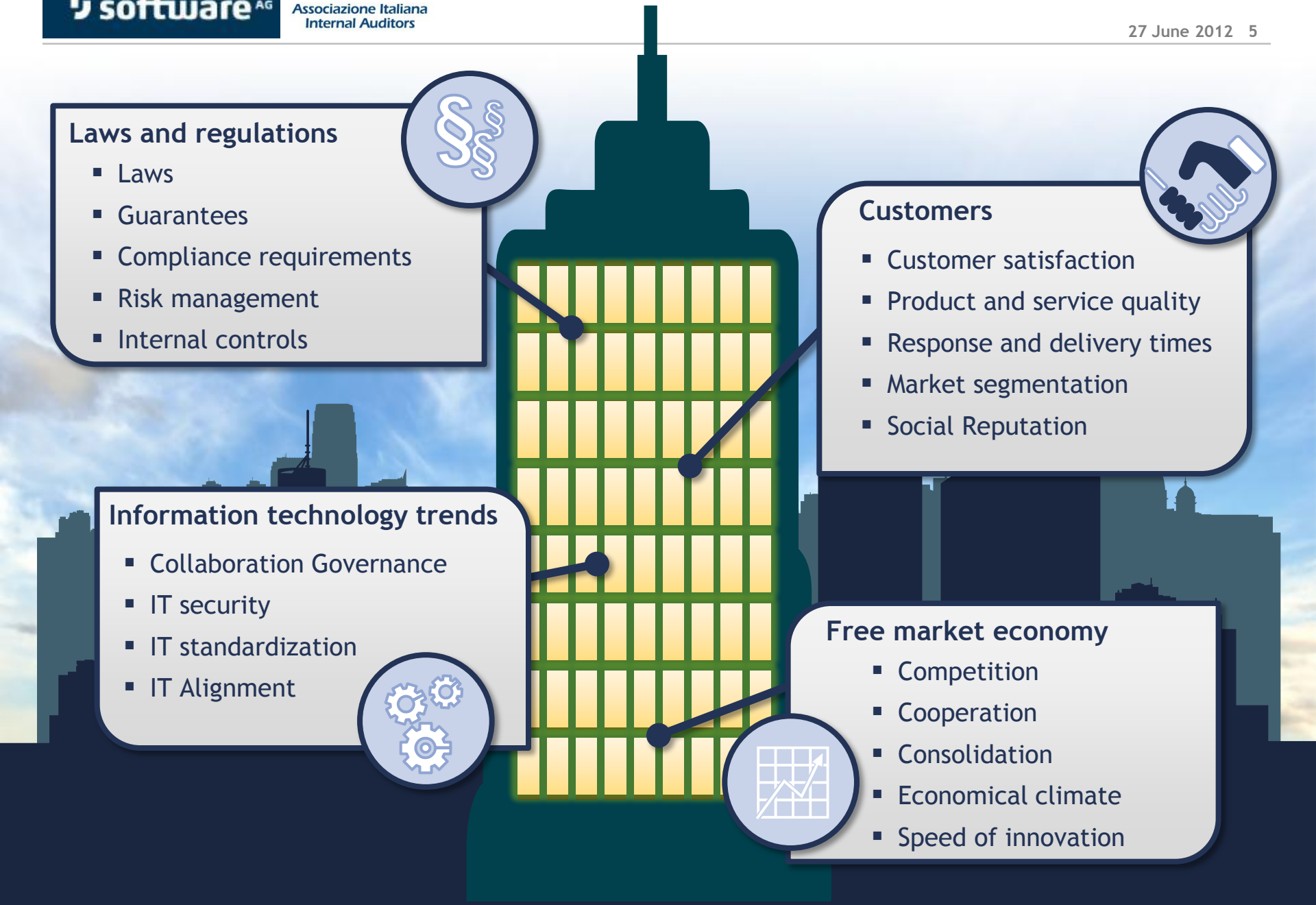
There is no reason for any individual to have a computer in his home. (Ken Olson, Digital Equipment; regarding a concept of central computers that control home life) 1977

Hello everybody out there using minix - I'm doing a (free) operating system (just a hobby, won't be big and professional like gnu) for 386(486) AT clones. (Linus Torvalds) 1991

I see little commercial potential for the Internet for at least ten years. (Bill Gates) 1994

I predict the Internet will soon go spectacularly supernova and in 1996 catastrophically collapse. (Robert Metcalfe) 1995

1950 1960 1970 1980 1990 2000


Laws and regulations
Laws
Guarantees
Compliance requirements
Risk management
Internal controls
Customers
Customer satisfaction
Product and service quality
Response and delivery times
Market segmentation
Social Reputation
Information technology trends
Collaboration Governance
IT security
IT standardization
IT Alignment
Free market economy
Competition
Cooperation
Consolidation
Economical climate
Speed of innovation

The challenge is about maintaining balance

Manage your risk

Ensure compliance

Keep internal control

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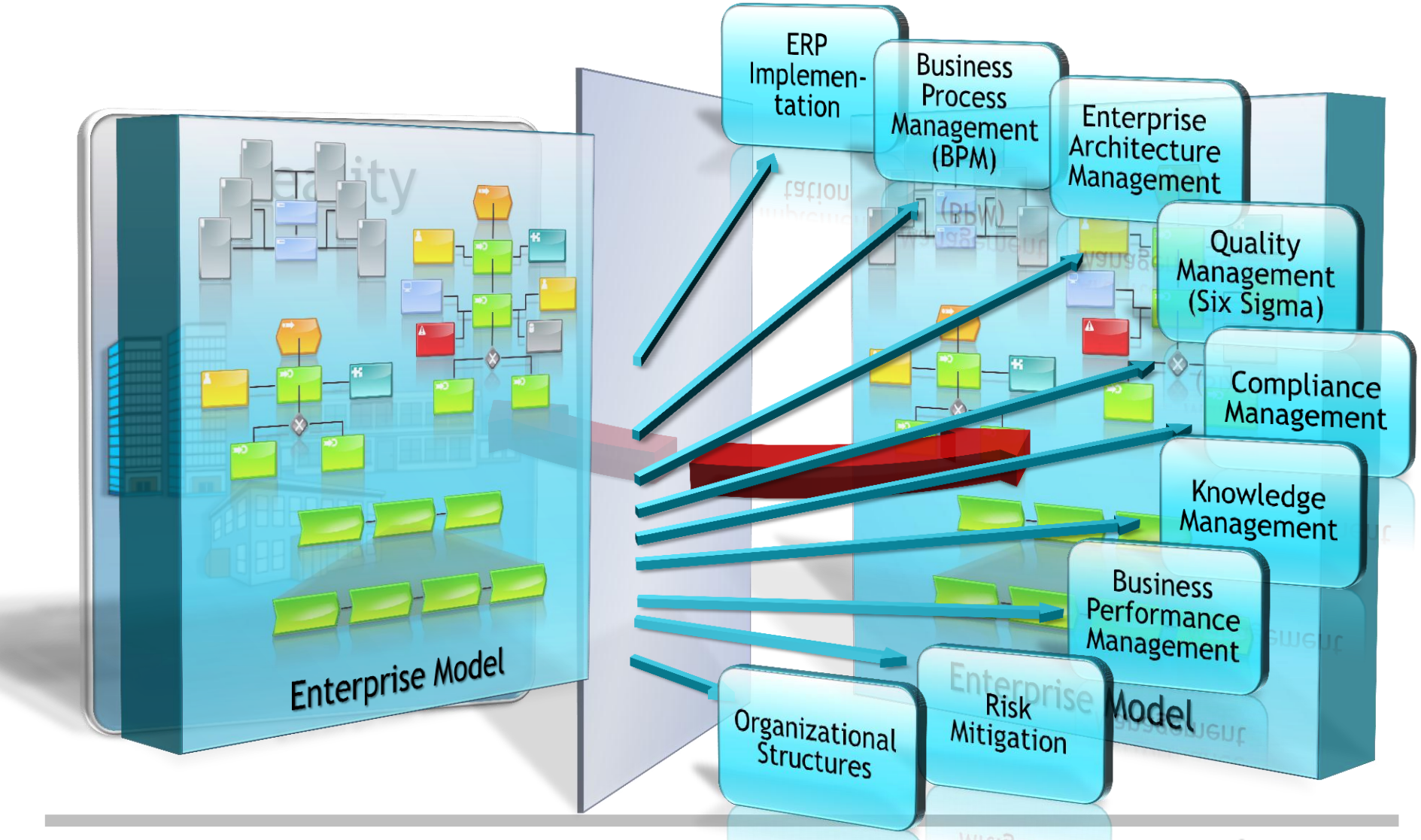
Associazione Italiana
Internal Auditors
CHANGE
AT THE SPEED OF BUSINESS

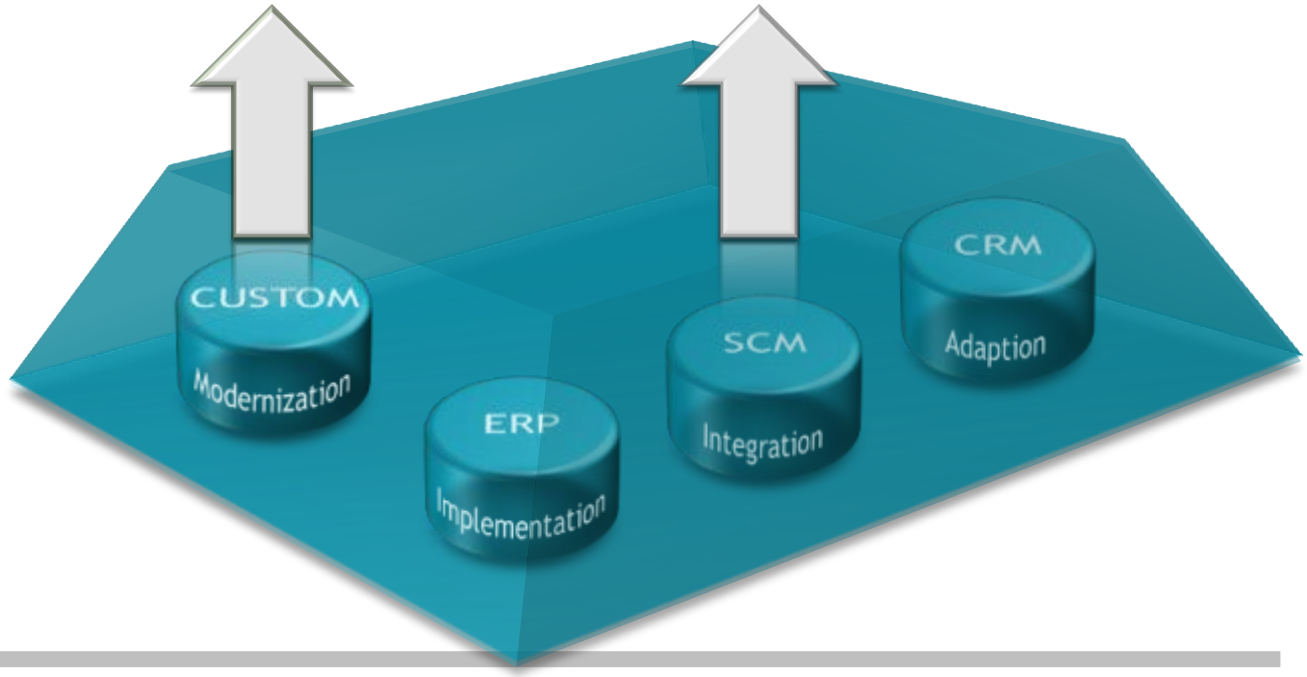
Corporate Challenges – Ensuring Sustained Performance

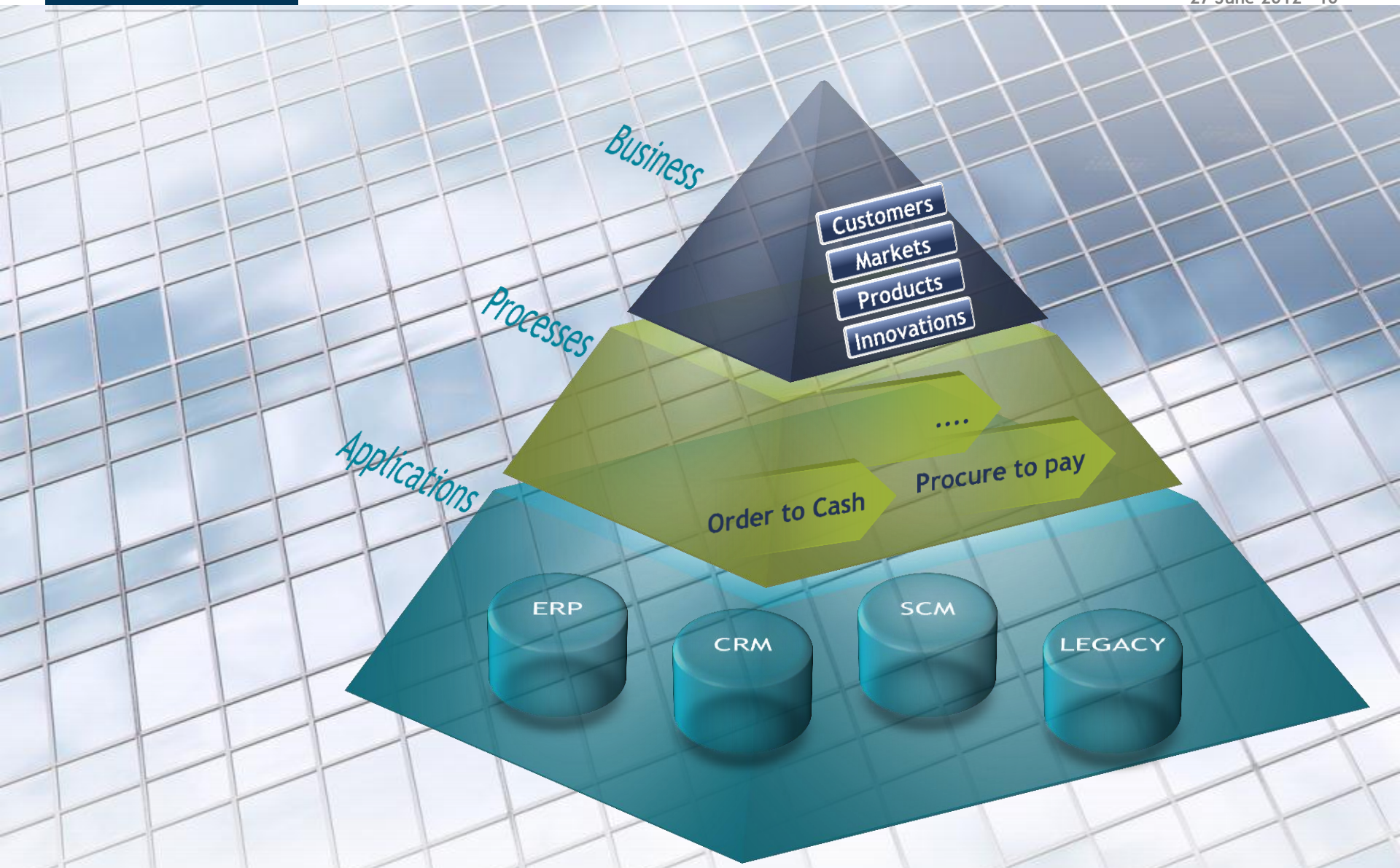


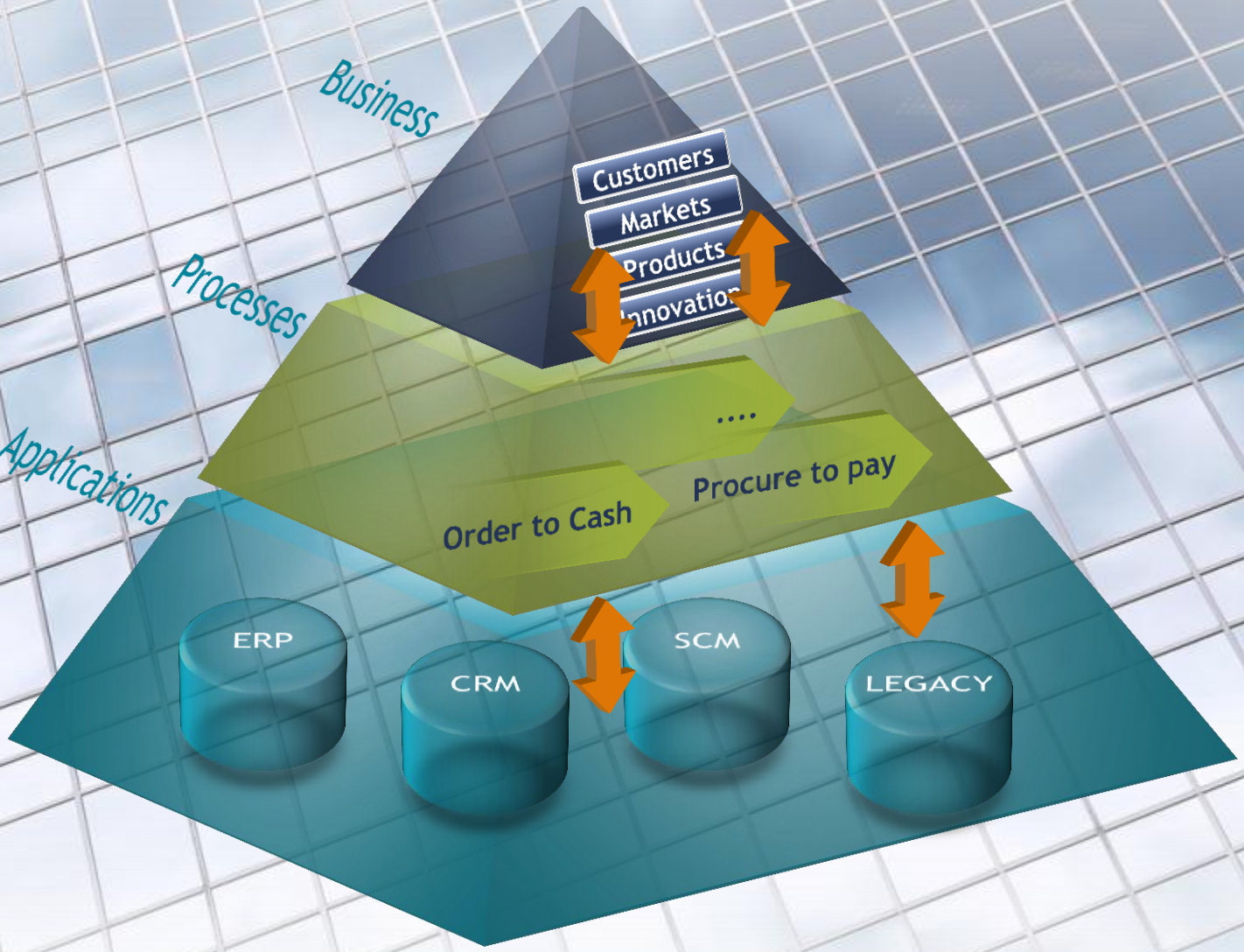
Today's Application Software Scenario

Custom Applications

Packaged Applications




Business
Processes
Applications
Customers
Markets
Products
Innovations
....
Order to Cash
Procure to pay
ERP
CRM
SCM
LEGACY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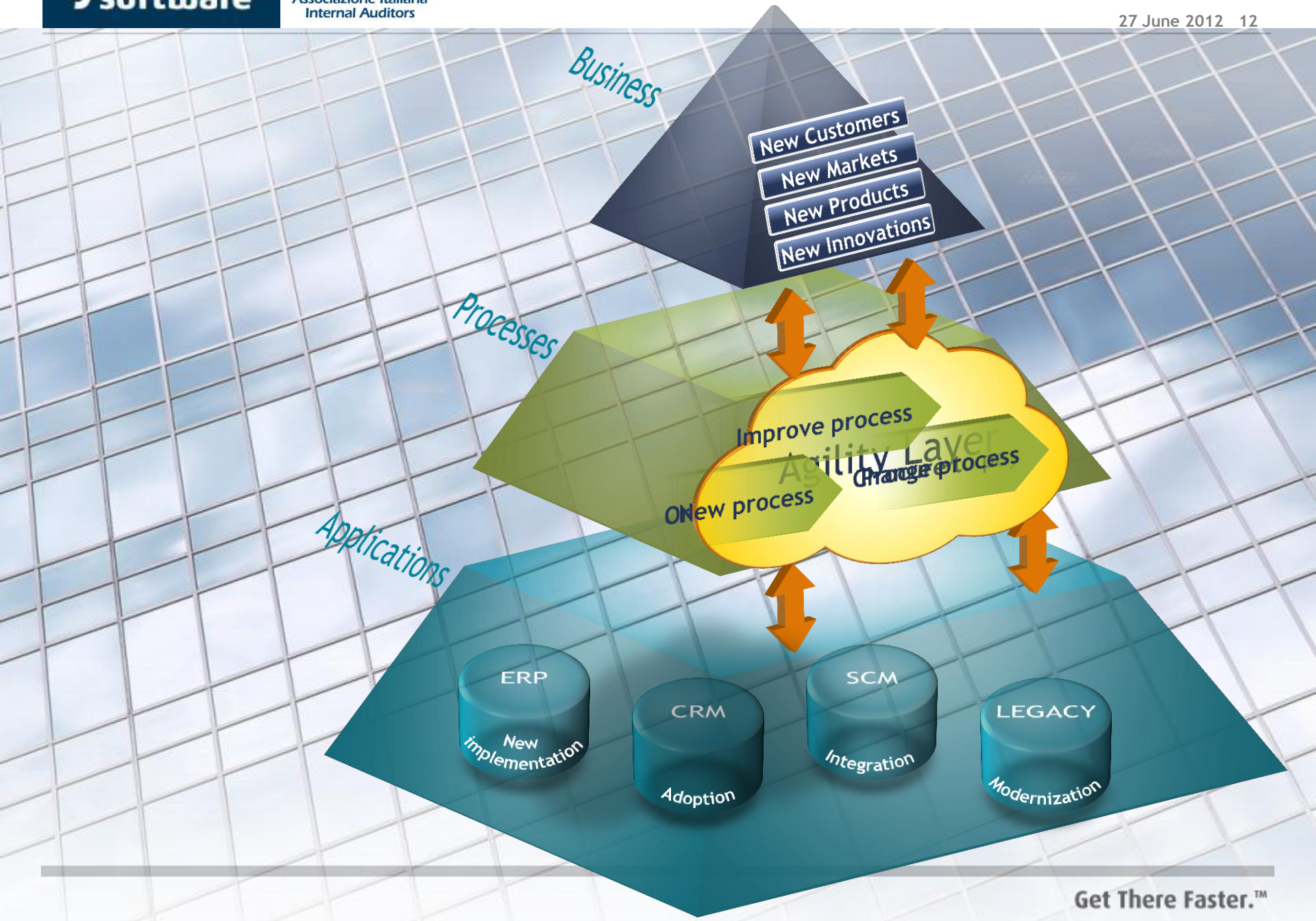
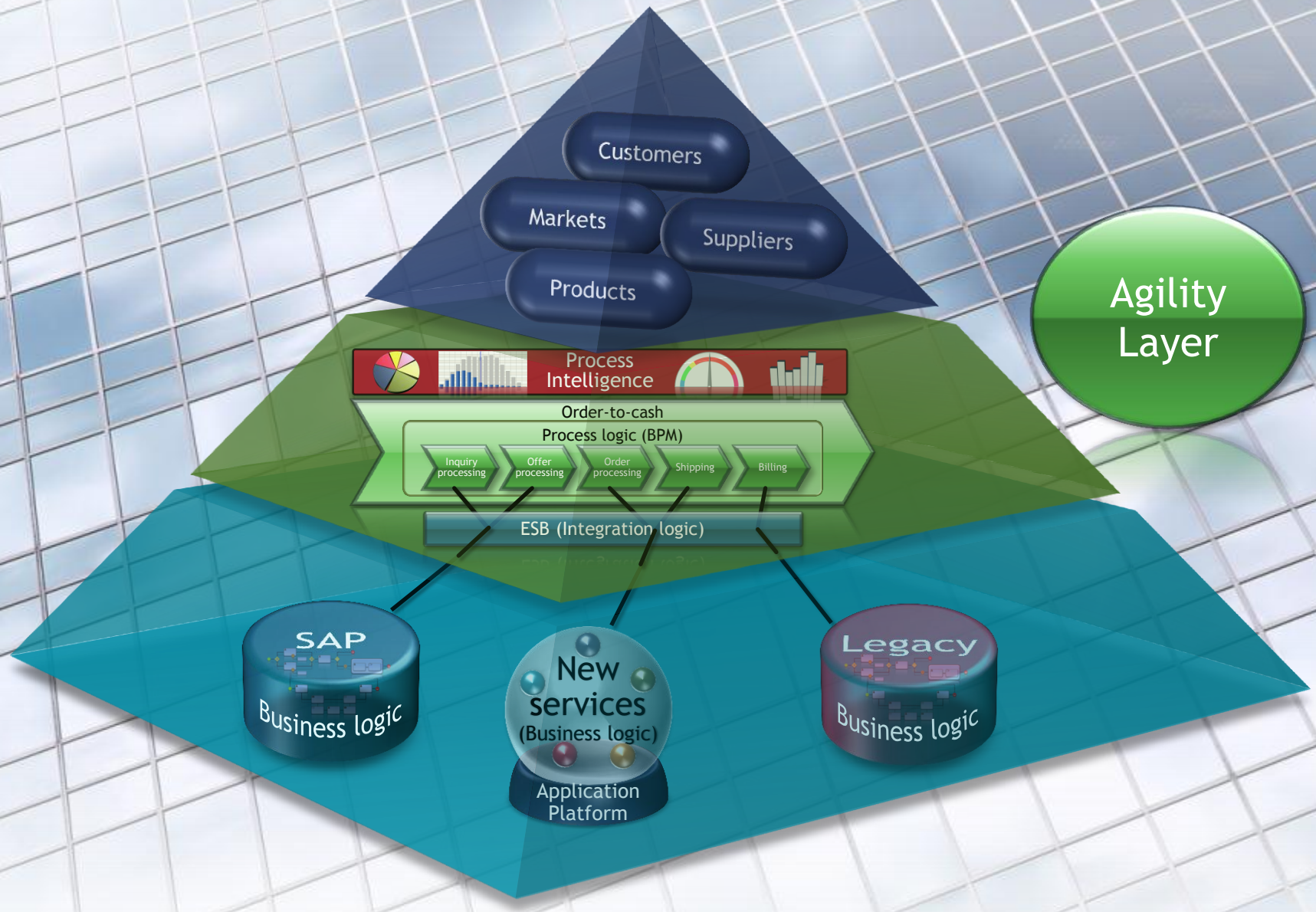
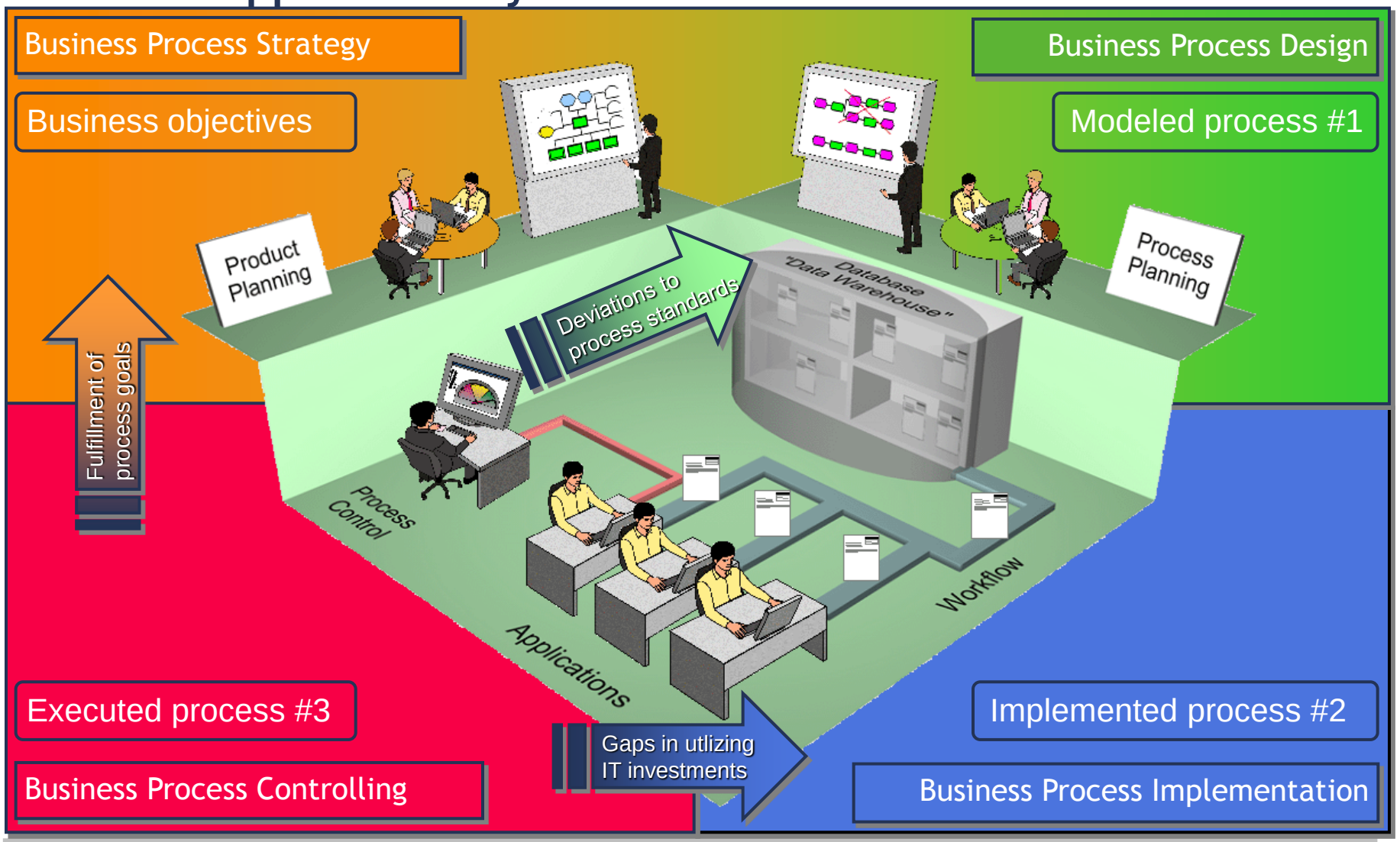
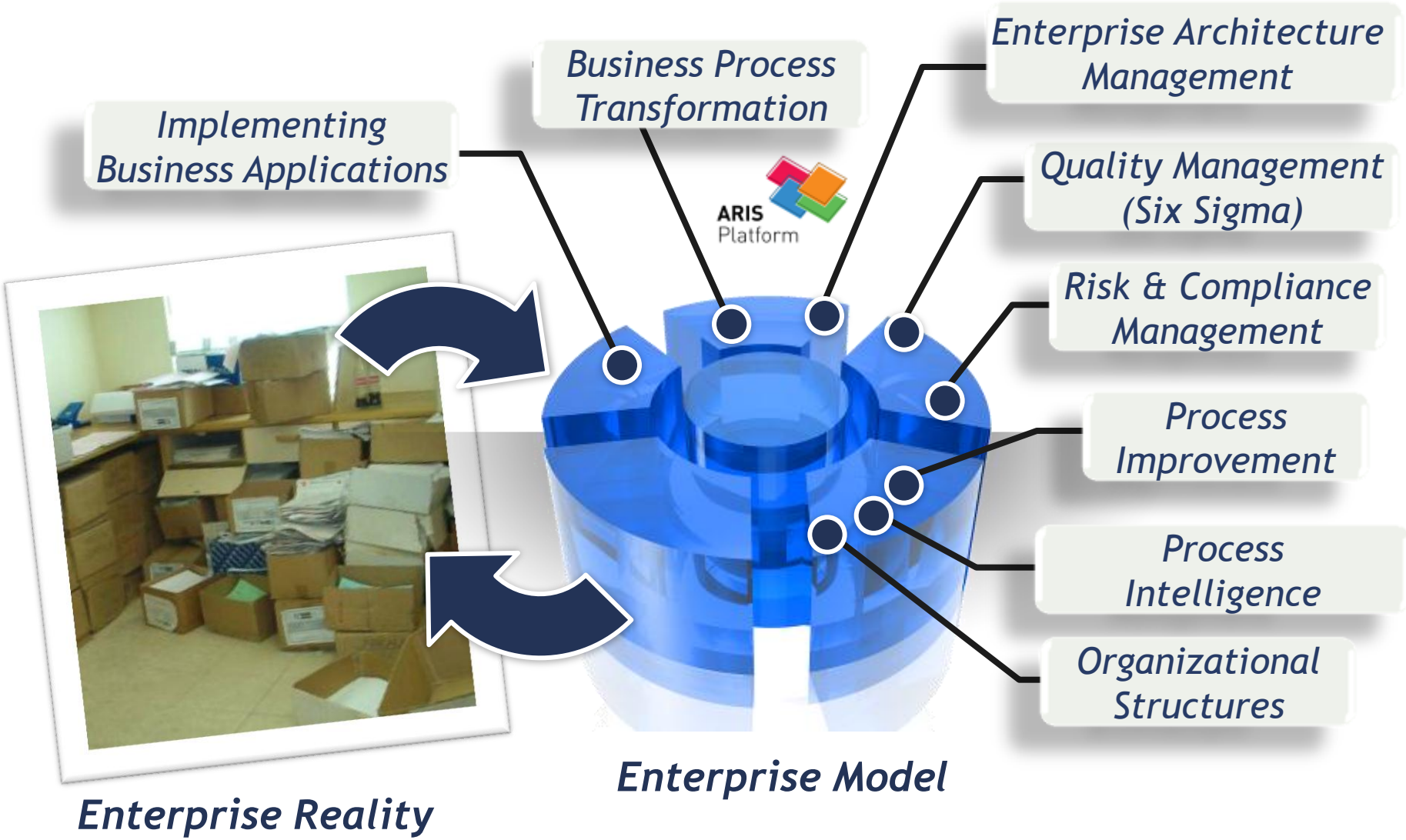

Business
New Customers
New Markets
New Products
New Innovations
Processes
Improve process
Agility Layer
New process
Applications
ERP
New implementation
CRM
Adoption
SCM
Integration
LEGACY
Modernization


Customers
Markets
Suppliers
Products
Process Intelligence
Order-to-cash
Process logic (BPM)
Inquiry processing
Offer processing
Order processing
Shipping
Billing
ESB (Integration logic)
SAP
Business logic
New services
(Business logic)
Application Platform
Legacy
Business logic
Agility Layer

The Software AG Process Collaboration Platform: a holistic approach for your success



Enterprise Repository is the foundation



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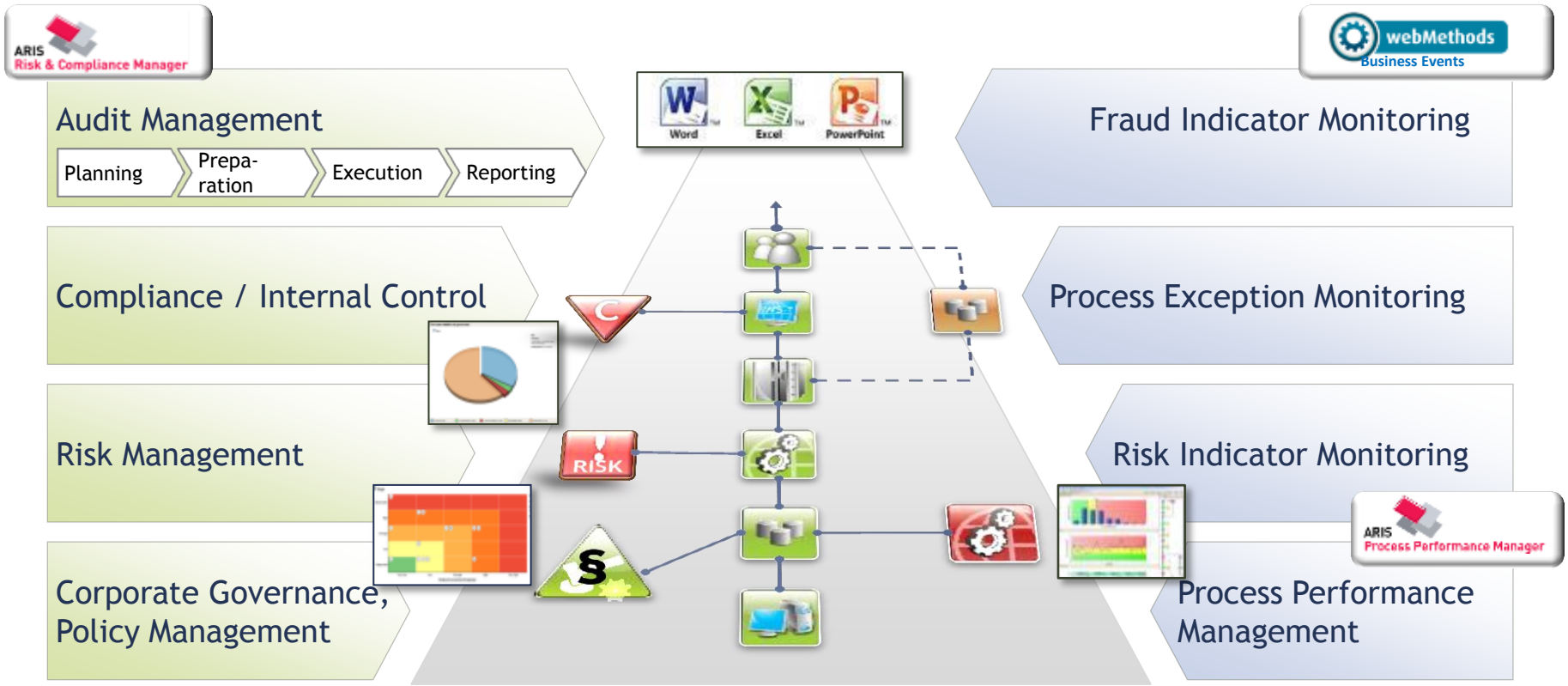
REAL TIME
GOVERNANCE, RISK AND COMPLIANCE

Driving the vision – GRC needs to get Real time

→ Business reality instead of documented to-be processes
→ Real time instead of year end surprises



From Rear View to Prediction

Grazie

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