opentext™

Enterprise World

The Information Advantage



Mark J. Barrenechea
OpenText CEO & CTO

Welcome to Enterprise World 2019

6 Trillion Commerce

2 Billion Lines of Code

100m End Users

2m Trading Partners

100k Eco-system Experts

3,200+ Attendees

200+ Breakout Sessions

100+ Speakers

42 Countries

3 Days

2 Icons

1 EPIC Experience!



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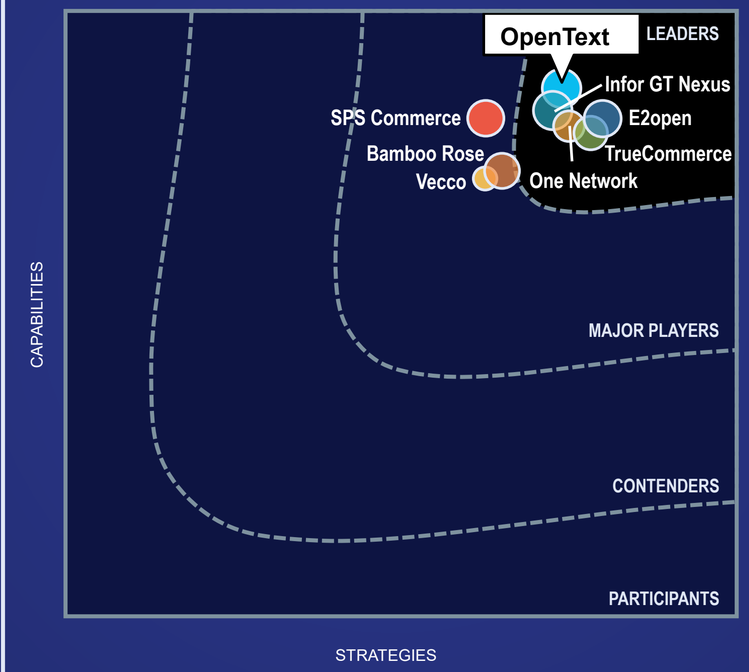
#1: Thank you for the trust and partnership

Content Services



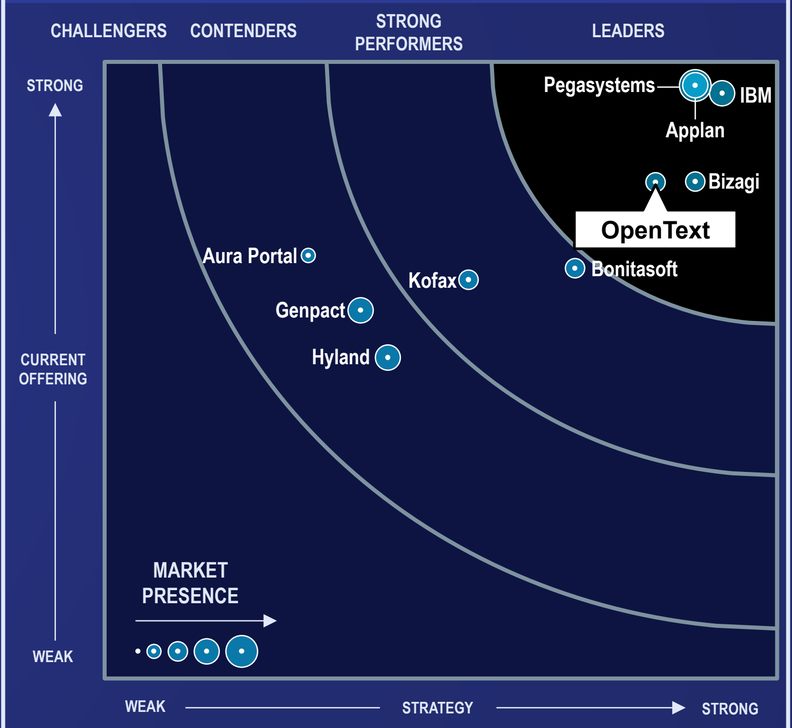
Gartner Magic Quadrant: Content Services Platforms, October 2018

Business Network



IDC MarketScape: Multi-Enterprise Supply Chain Commerce Networks, December 2018

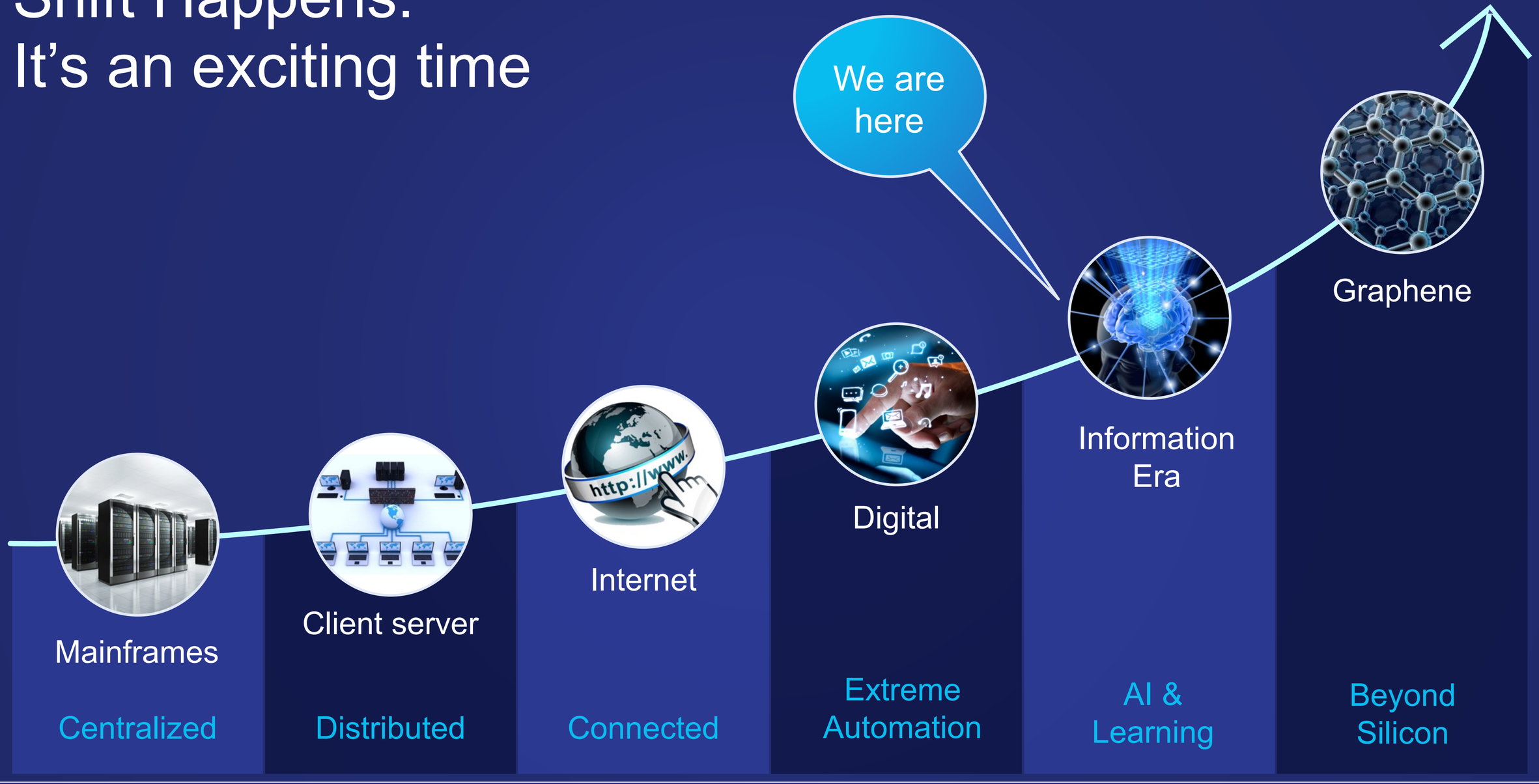
AppWorks



Forrester Wave: Software for Digital Process Automation For Deep Deployments, June 2019

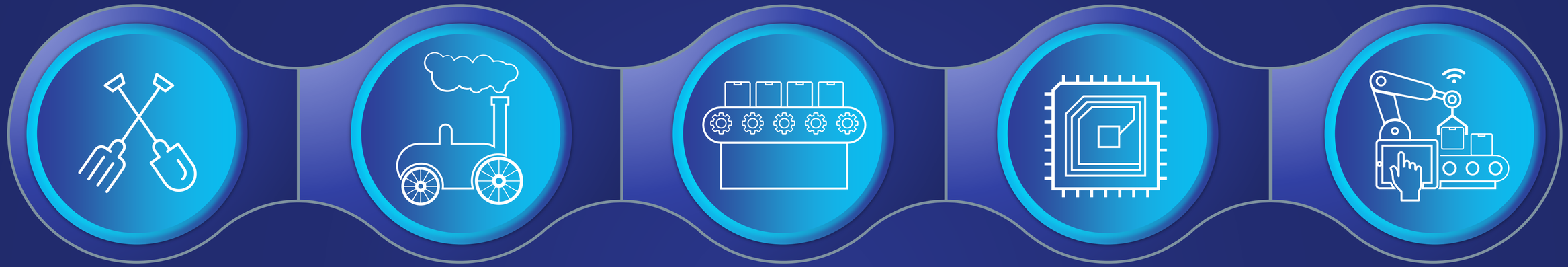
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Shift Happens:
It’s an exciting time



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The 5 Industrial Revolutions



Industry 0.0

Farmers and Laborers - life was very rough

Industry 1.0

Mechanization and the introduction of steam and water power

Industry 2.0

Mass production assembly lines using electrical power

Industry 3.0

Integrated circuits, computers, satellites, communications, lasers, cloud

The Process Advantage

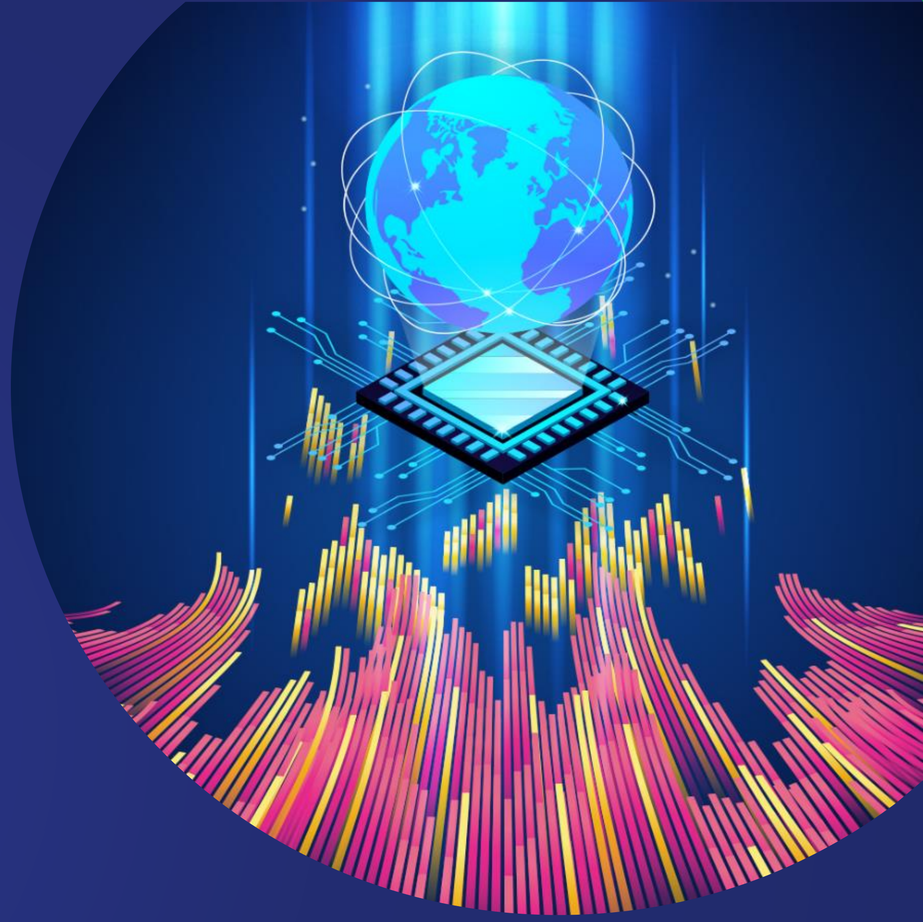
Industry 4.0

Physics down to the molecular level. AI, Nano Technology, Bio Technology, Graphenes (not silicon)

The Information Advantage

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Industry 4.0 is different

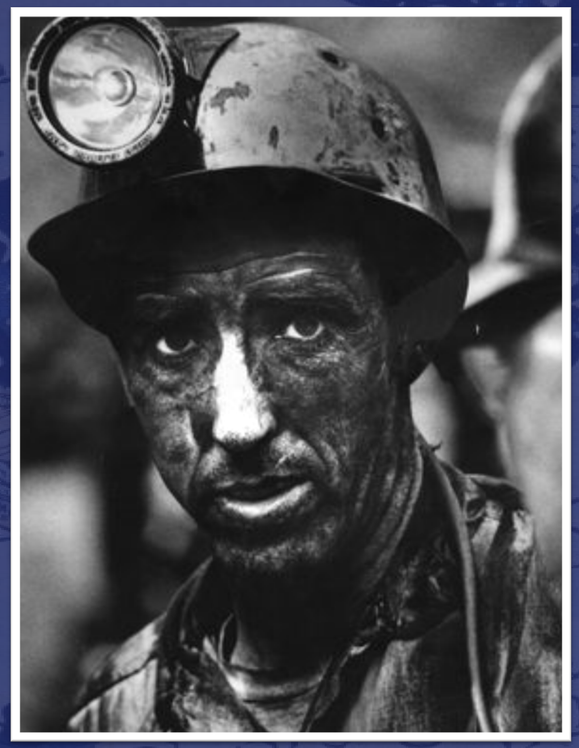


- At the level of atoms ...
- It is real time …
- Unprecedented “planetary” scale
  - 5 Billion connected consumers
  - 1 Trillion devices
  - 50% plus of work will be automated
- Extreme convergence: Connectivity, Automation, Computing Power
- Business Models redefined: Sharing, Aggregation, Subscription → find the inefficiency and get rid of it. If it is inefficient, it will die.

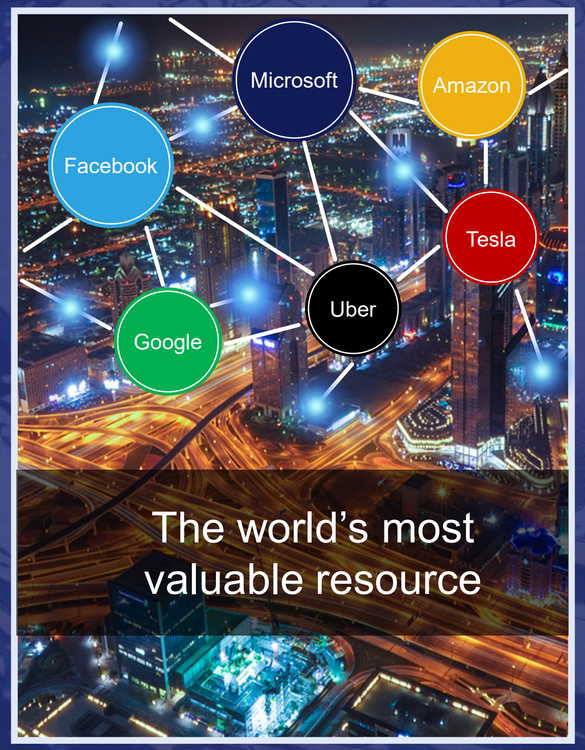
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There is Even a New Wave of Capital

Commodity Capital



Information Capital



Human Capital



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England is no longer a Commodity Capital country

$40 Billion





$100 Billion



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Transform into Information Companies …

EIM

Information Advantage

ERP

Process Advantage

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A New Agenda

The Enterprise

CEO and Board as Digital Partners

CIO as Influencer and Innovator

CDO and CMO as Collaborators

Management of Legacy Mountain 80-90% of Budget

Time-to-Value Breakthroughs

New SLA Models for Cloud Vendors

Automation for Agility

Digital Transformation

Digital Core and Employee Experience

Digital Regulation

Operating Environment

Multicloud Landscape

End-to-End Customer Experience

New Talent and Skills Sources

Headwinds

Fast Tech Change

Cybersecurity Threats

Changing Customer Expectations

Digital Talent Scarcity

Global Regulatory Shifts

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New Wave of Technologies

EIM	Cloud	AI	5G	Digital
Information Advantage	Speed & Innovation	Insight	Connectivity	Disruption

New Workforce	Machines	Experience	Zero
Link Talent to Value	IoT	New Customer Success	Survive in Zero Trust

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New Information Disruptors (Auto)

Average Speed:

1819 Horse and Buggy: 10 miles / hour
2019 Car in Central London: 8 miles / hour



Horse & Buggy



First Car



Assembly Plant



Modern Car “Software”



Future Car “Autonomous”

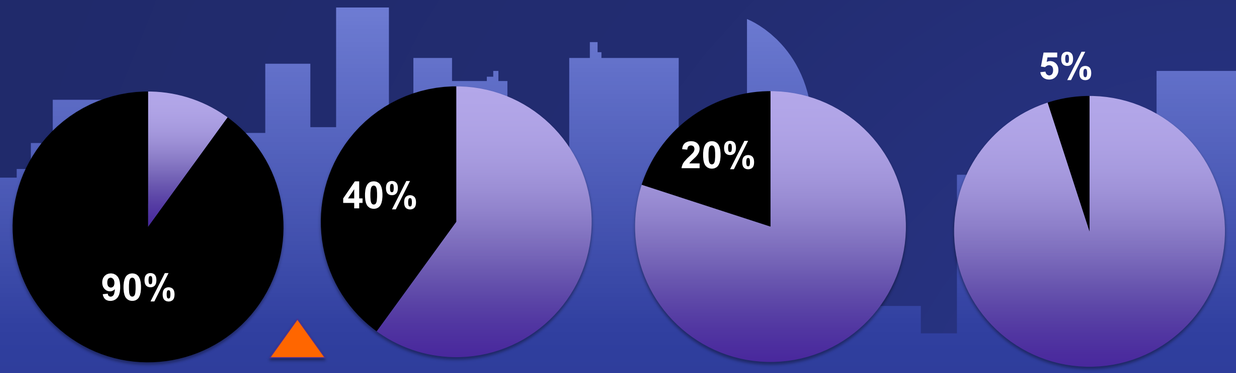


Insurance Company

- User driving information
- Car & road data
- Locations, speeds, traffic
- Passages, health, video

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New Information Disruptors (Capital Markets)



Trading under a Tree — 1792

Bucket Trading — 1800

Paper — 1880

Ticker Tape — 1918

Wall Street — First Computer — 1971

NASDAQ public — 95% volume by humans — 2000

Quants & Algo trading — High Frequency Trading — 2010

Wayne's World — One millionth-of-a-second trading — 95% volume by machines — 2020

Zero Arbitrage, Zero Hedge Funds — 2% Human — 2025

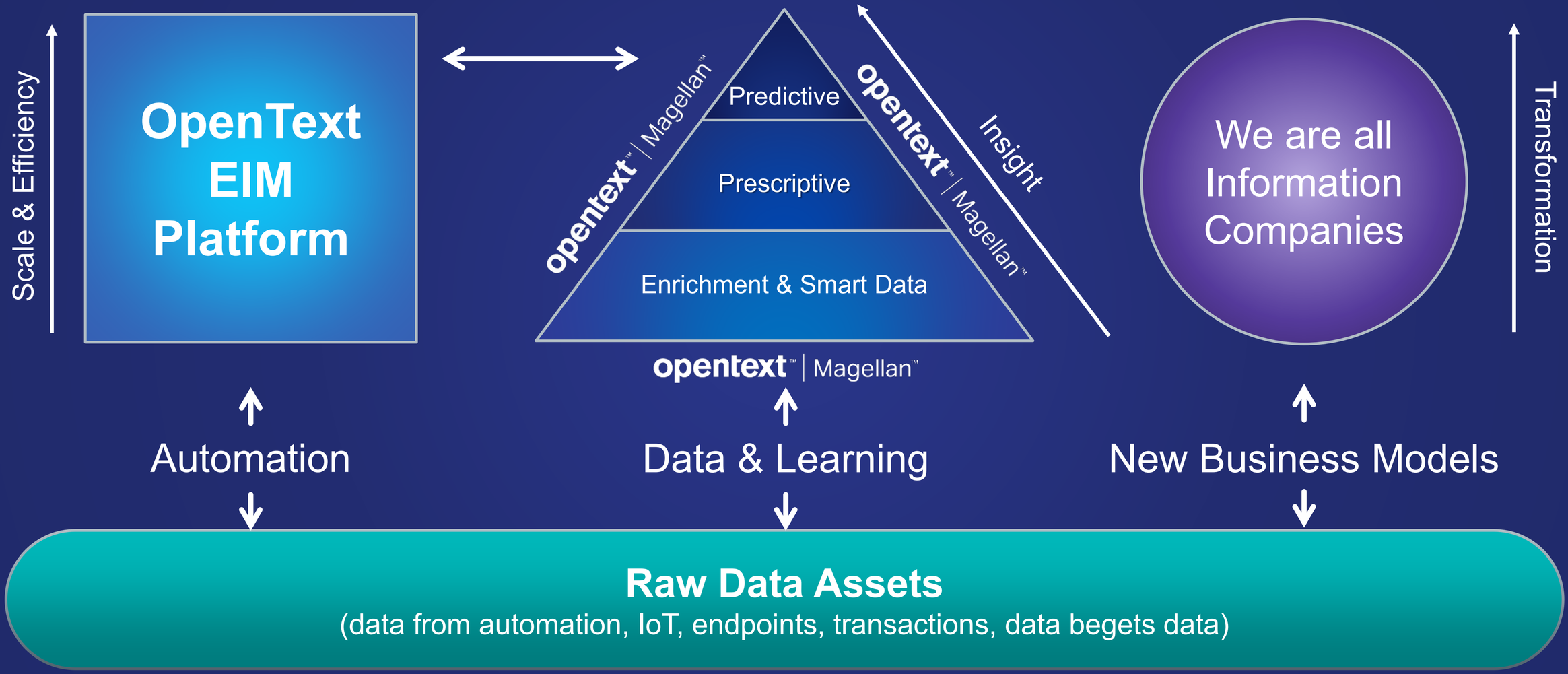
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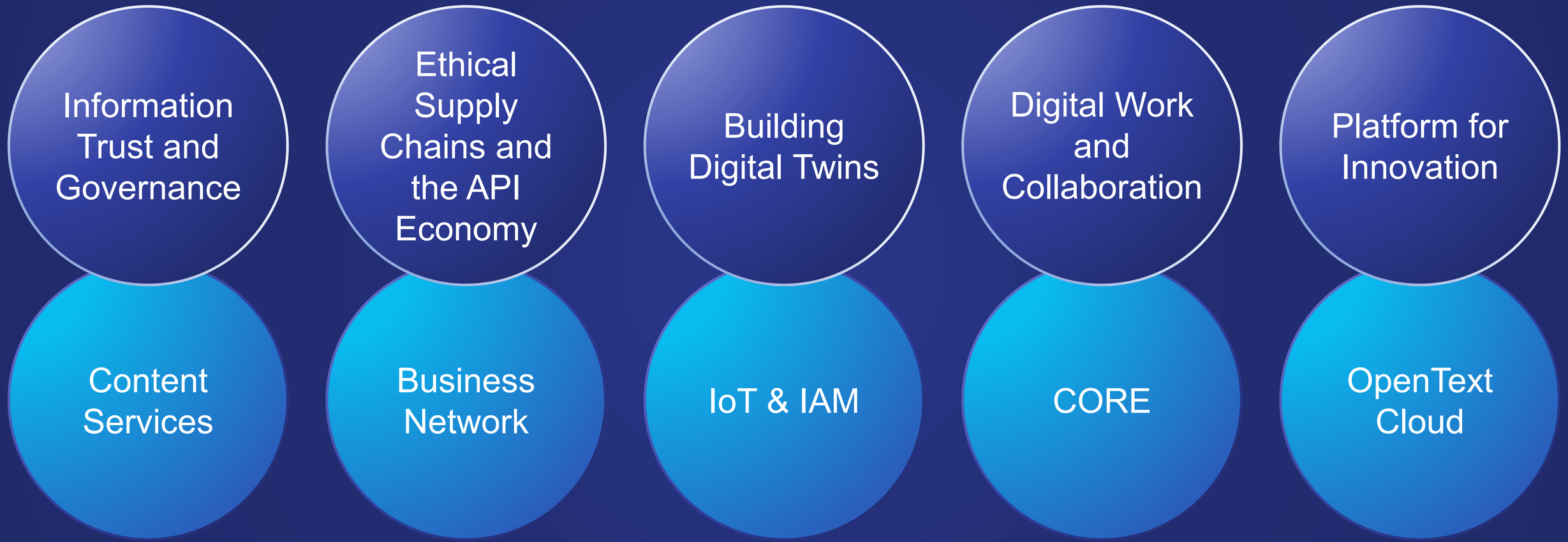
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The Information Advantage Value Path



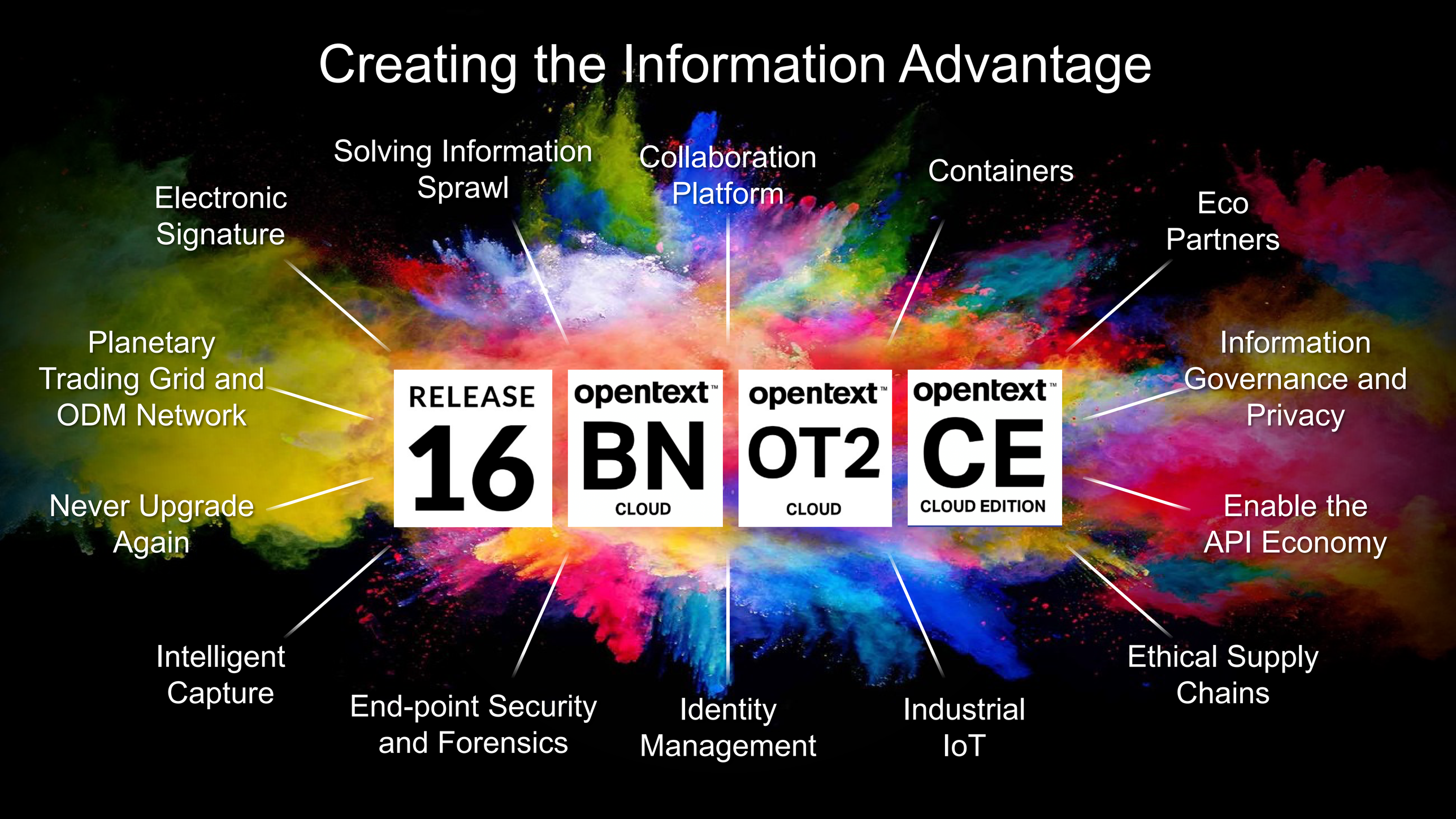
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Never been a better time to **re:imagine business**



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Creating the Information Advantage



OpenText Road Map – The Flight Path Ahead



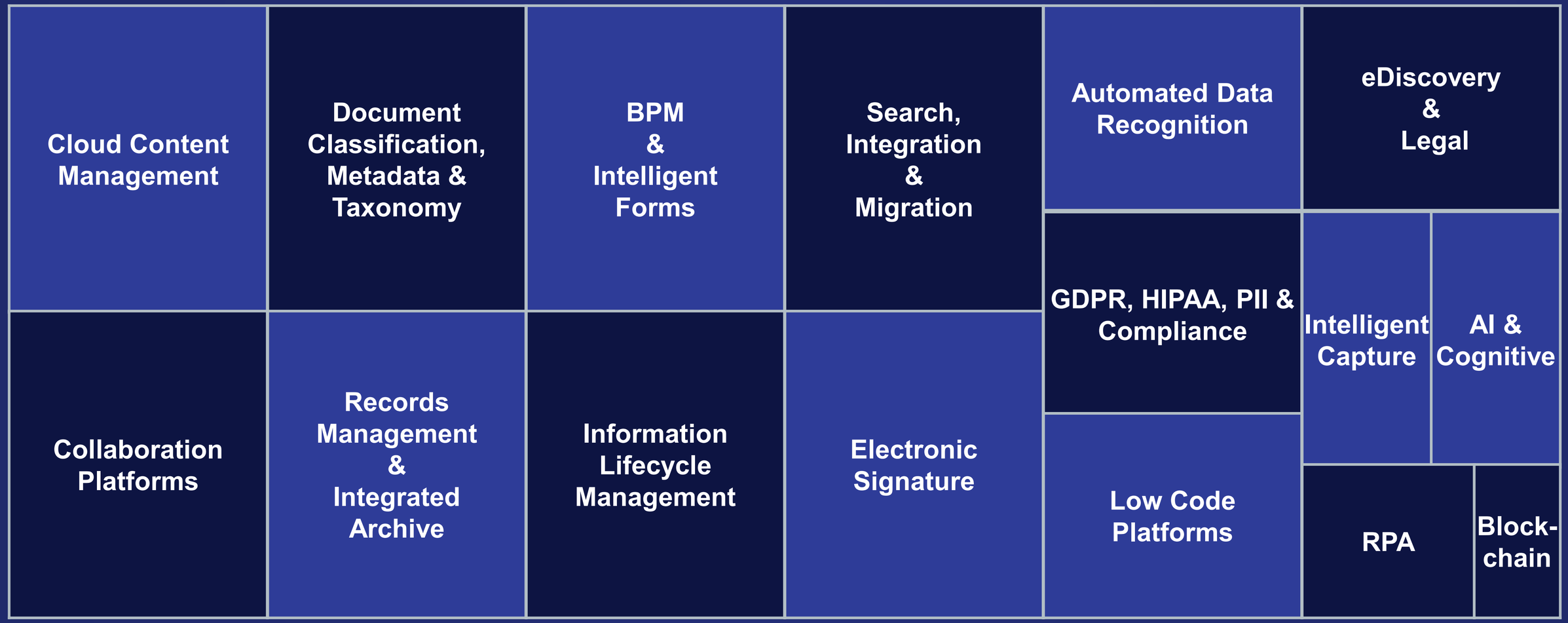
Quarterly periods based on calendar year.

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Content Services: Make it ALL machine-readable !!!

The most complete content platform ever



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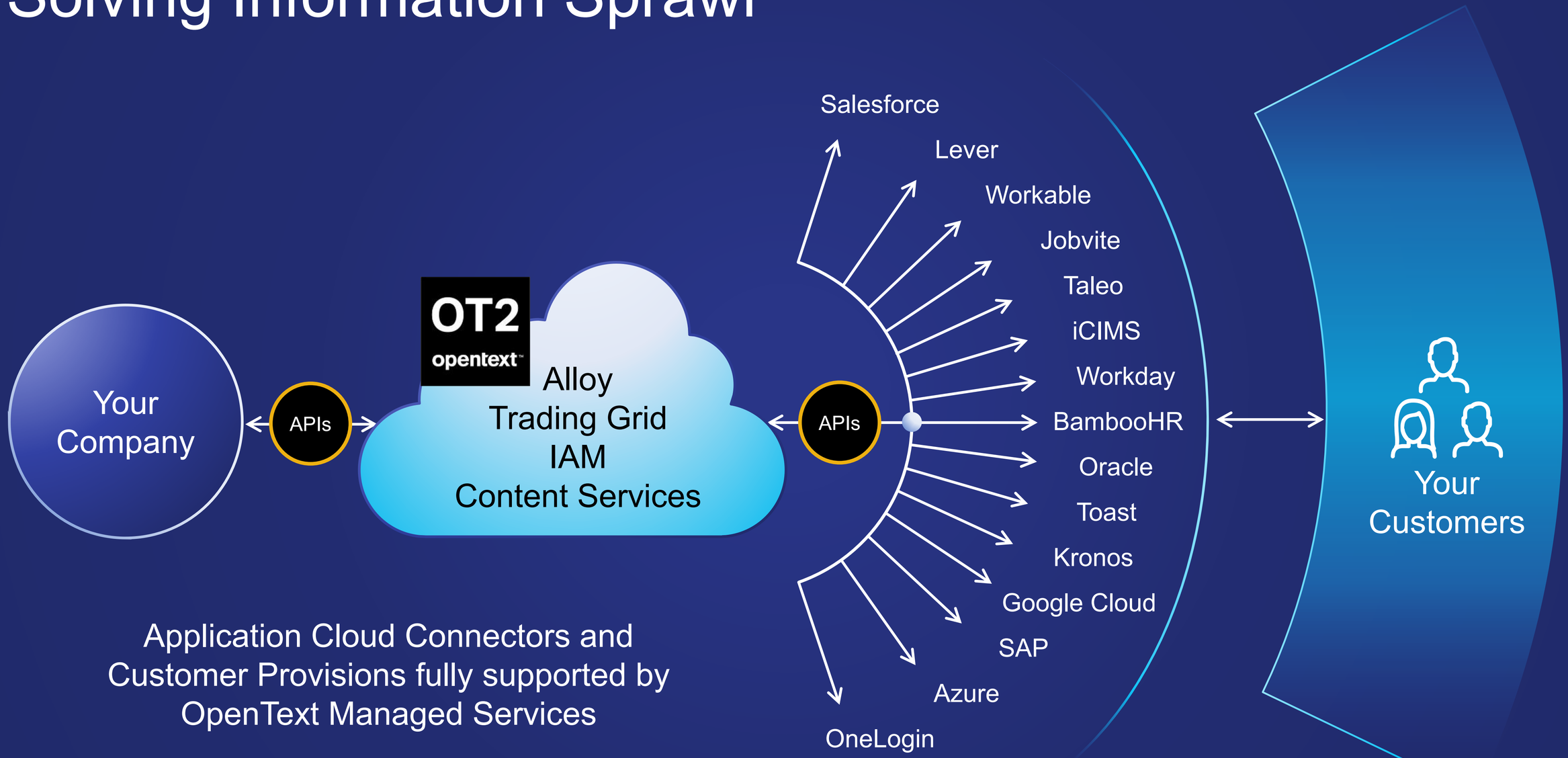
Business Network Cloud: Planetary Commerce

Any to Any Integration



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Solving Information Sprawl



Application Cloud Connectors and Customer Provisions fully supported by OpenText Managed Services

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We are re:born Cloud



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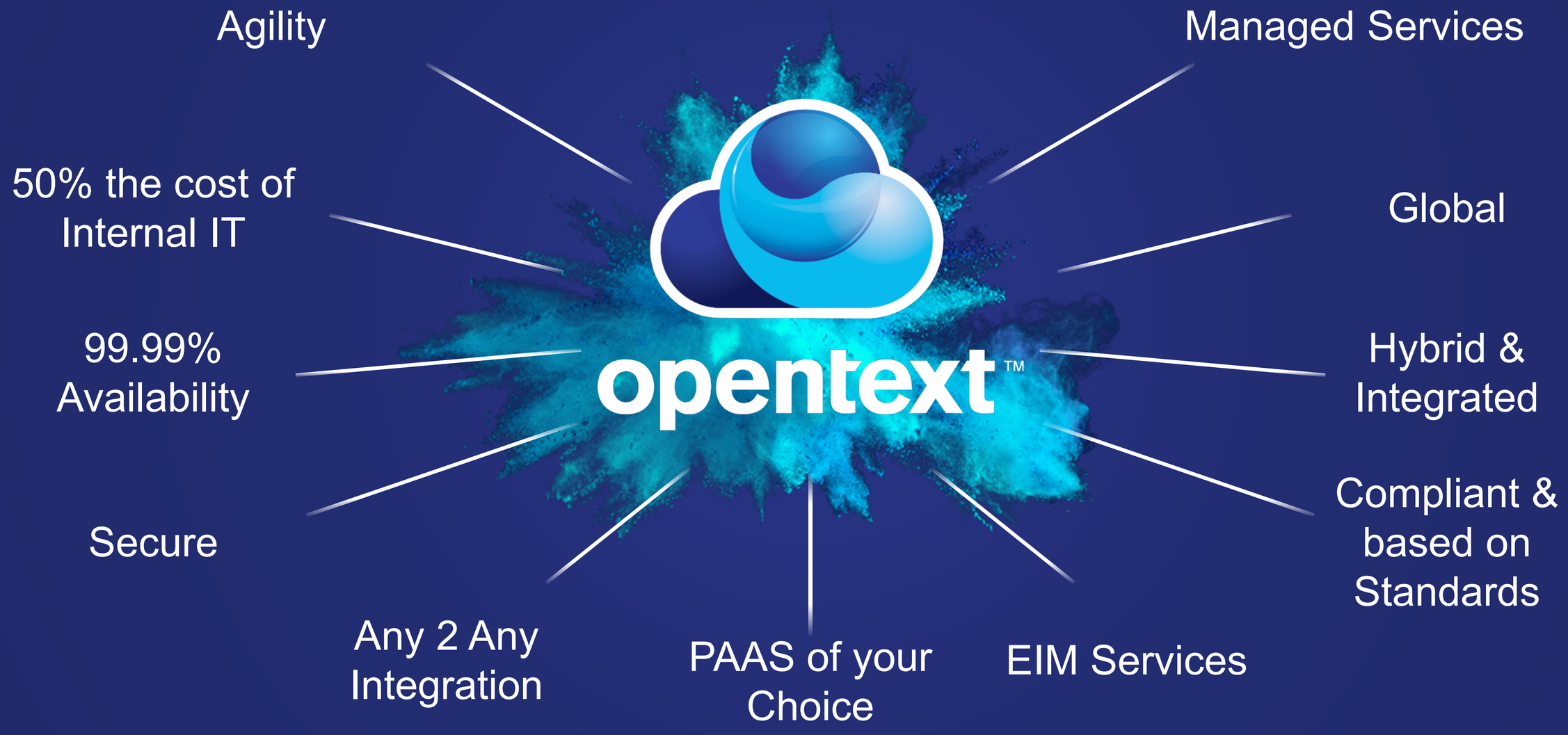
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The OpenText Cloud: Planetary Scale

Value Transacted	Customers	Endpoints	ID’s Managed	Trading Partners
$6 Trillion	**74,000**	**40 Million**	**60 Million**	**2 Million**

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The OpenText Cloud: The Destination for Innovation



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The OpenText Cloud: Completing the Need

RELEASE 16 → opentext™ CE CLOUD EDITION

- Next Generation Release 16 → OpenText Cloud Editions (CE)
- Cloud First (Cloud, Hybrid, Managed Services, Off-Cloud)
- Containerized and will run anywhere
- Never upgrade again
- Consume as you like (license, subscription)
- OpenText CE – (April 2020)

opentext™ BN CLOUD

Integrated platform for commerce, exchange, integration, identity and IIOT

opentext™ CORE APPS

- Next Generation SAAS Applications
- Content Services, Archive, Capture, Collaboration, Federate Compliance
- eSignature
- SAP / SuccessFactors
- Salesforce
- And many others

opentext™ OT2 CLOUD

Underlaying common platform for services. 35 enterprise scale services that we use, and we want you to use them too. Available April 2020.

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OpenText & Google: The Next Generation Platform



What we are announcing today

- OpenText selected by Google as their preferred Strategic EIM Partner
- Google Cloud Platform (Production, Backup, DR) to be fully supported by OpenText R16 & CE
- Integration of Google Services into OpenText EIM: G-Suite, AI and ML (translation and transcription services)
- Launching joint go-to-market targeting enterprise customers

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OpenText and Google



Thorsten Fischer

Director Product Management, Content Services

opentext™ | InfoArchive

- Archiving & Application Decommissioning
- Ensures Compliance
- OT2 Viewing Service

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Google Cloud Services

- Transcript and Translation Service, Google Cloud Platform

Google Cloud

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The Workforce of the Future

Full Human Employment

United States Employment Statistics

Jan 2009 – Jan 2017
Monthly change, seasonally adjusted



Source: Wikimedia

61 Million Gen Z enter workforce by 2025

Energy of a Thousand Suns

A new generation has begun to enter the workforce: **GENERATION Z.**

There are
61 MILLION

Gen Zers in the U.S. – larger than Gen X and two-third the size of the baby boomers. By next year, Gen Z will outnumber millennials, comprising 32% of the global population.



Source: LinkedIn Learning

600 Million Robots In the workforce by 2030



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New Ways to Work

Developer



Data Officer



Data Scientist



Digital Nomad



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The Developer & AppWorks:
Air Malta: Employing APIs & Emerging Technologies



Applications		
opentext™ | AppWorks™ HTML, JavaScript, Angular		
Swagger, Doc (RESTful Services)		
RELEASE 16 / opentext CE CLOUD EDITION	opentext BN CLOUD	OT2 opentext
Connect content to your digital business • Content Server • Records Management • Connected Workspaces • Archive Server • Extended ECM • Brava! • Blazon! • Documentum • D2 • File Intelligence • InfoArchive	**Programmable Ecosystems** • Programmable Trading Grid • Developer Gateway • Logistics APIs • P2P APIs • Fax APIs • 450 IoT API endpoints Many top brands actively using: Nestle, GM, AAA, BMO	**Deliver SaaS Applications** • Content Storage • Content Metadata • Viewing & Annotation • Capture • Search • Document Generation • 24 Services in Production • 100s of endpoints Capture Customer Up to 1.2 Bn page scans a year

How a struggling airline went soaring through the cloud

By Padraig Belton
Technology of Business reporter

18 June 2019 Bloomberg Share



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The Data Scientist → Magellan



Data Enrichment

Virtualization

Integrated EIM

Social, IoT, Endpoint

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Open Source Algorithms

Machine Learning Algorithms

Visualization

Data Platform (Sal, Hadoop, Graph)

Text Mining

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The Data Officer → Privacy Officer
The Immunity System for Business





Content Services: Data Management, Protection, Analysis, Remediation, Cleanup

Core: Share & Collaborate with Confidence

Encase: Continuous Endpoint Forensics

Identity & Access Management (Data Ownership, People, Applications, Machines)

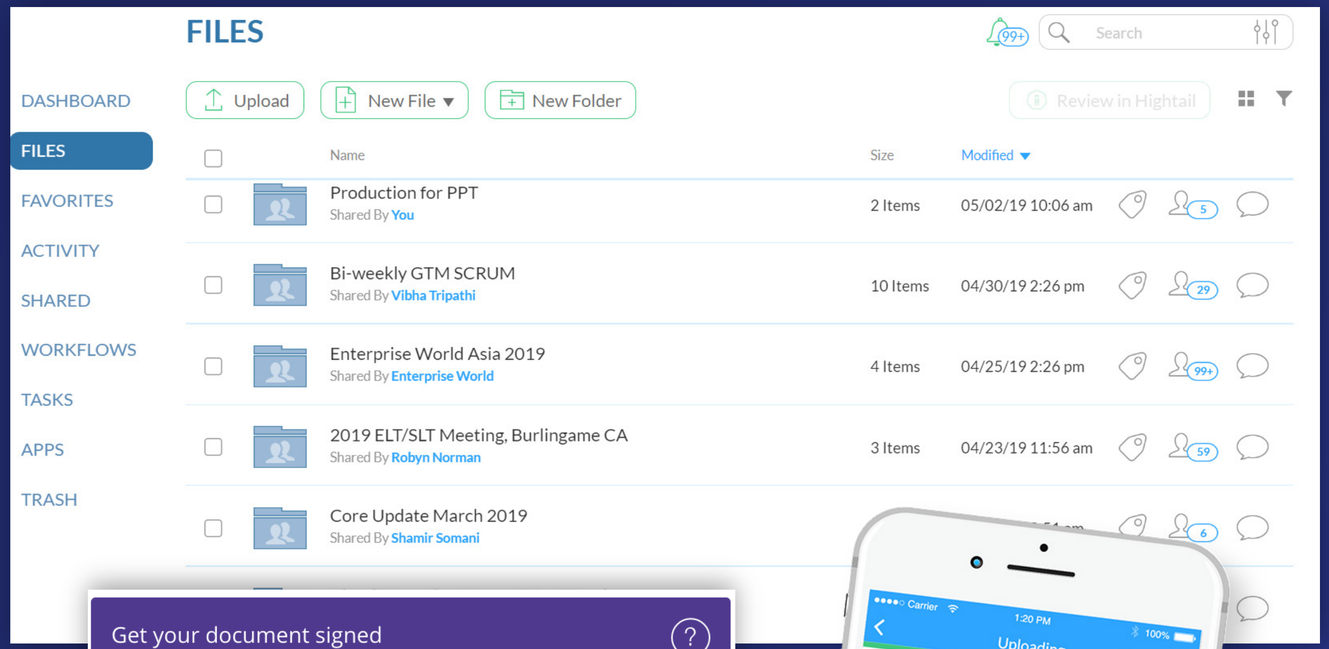
BN: Single Instance of Trading Partner Trust

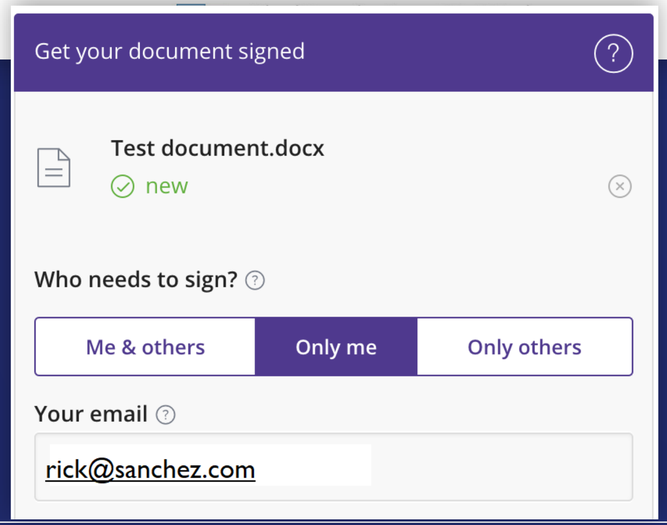
CISO, DPA, CDO, Internal Audit

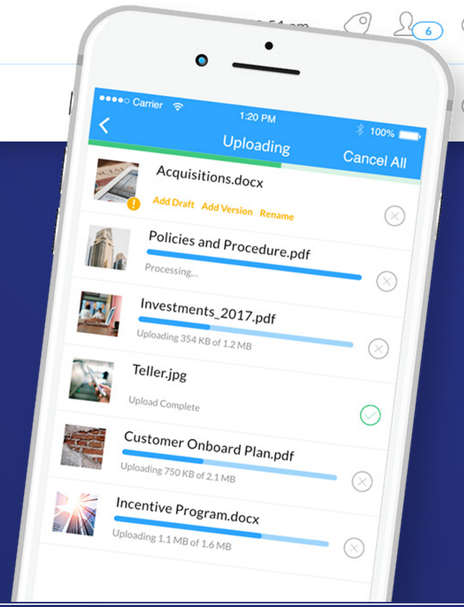
Auto-classification of GDPR, PII, PHI, PCI

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The Digital Nomad → Core Collaboration







- Full featured, secure file sharing and collaboration
- Two-way sync with Content Server and Extended ECM
- Support for Connected Workspaces
- Mobile Application



Introducing Core Signature

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Loyal to the Core Program

opentext™ | CORE

- Upgrade to Prime Protect gets you access to Core Collaboration
- Up to 5,000 user accounts
- 2TB of storage
- Free when you renew Content Suite, Documentum and Business Network

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The Application

Core



Justin Bettencourt
Director, Product Management, Core



Ryan Steeves
Senior Product Manager, Core

opentext™ | Core Collaboration

Access, edit and collaborate across all of your devices - phone, tablet, and PC

+

opentext™ | Core Signature

Simple, flexible and complaint electronic signature solution

- Agility of SaaS
- Documents securely signed faster and easier
- Meet compliance requirements

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We all have a larger role to play.

And we intend to make a difference.

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Technology for the Good

Ethical Supply Chains	Bio Metrics	AI	Predictive Maintenance	Healthcare
method	UNHCR The UN Refugee Agency	SFO	KNORR BREMSE	Sutter Health We Plus You

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Re:born Cloud

Platform for Innovation

The Information Advantage

#opentext #OTEW #make-a-difference

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Thank you

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