nallian

Value Chain Collaboration in the Cloud

Data Sharing as the New Normal?

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SAS FORUM 2015

Nallian?

Data Sharing Platform

Nallian helps companies within a value network
to collaborate more effectively,
by giving them a platform to share
their structured operational data with their business partners, in real time
in an easy, safe and controlled way.

Nallian?

VC Backed

Visionaries

Network Thinking

Tech Startup

newion investments
a new eye on investments

Captains of Industry

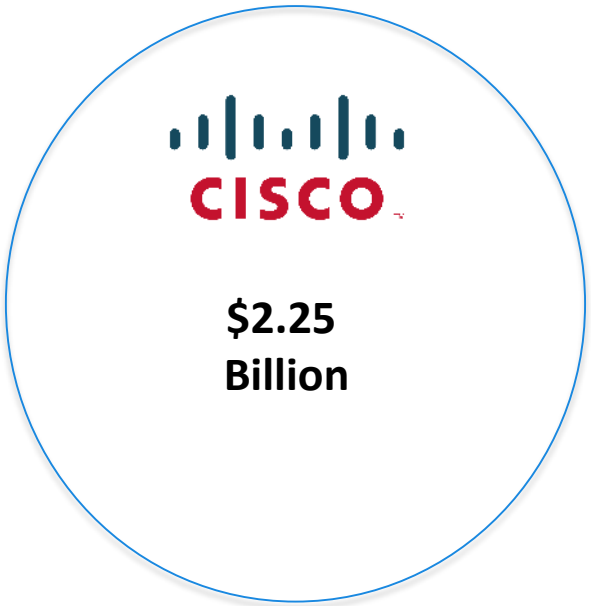
Like-minded

DATA SHARING?

WHY SHOULD WE CARE?

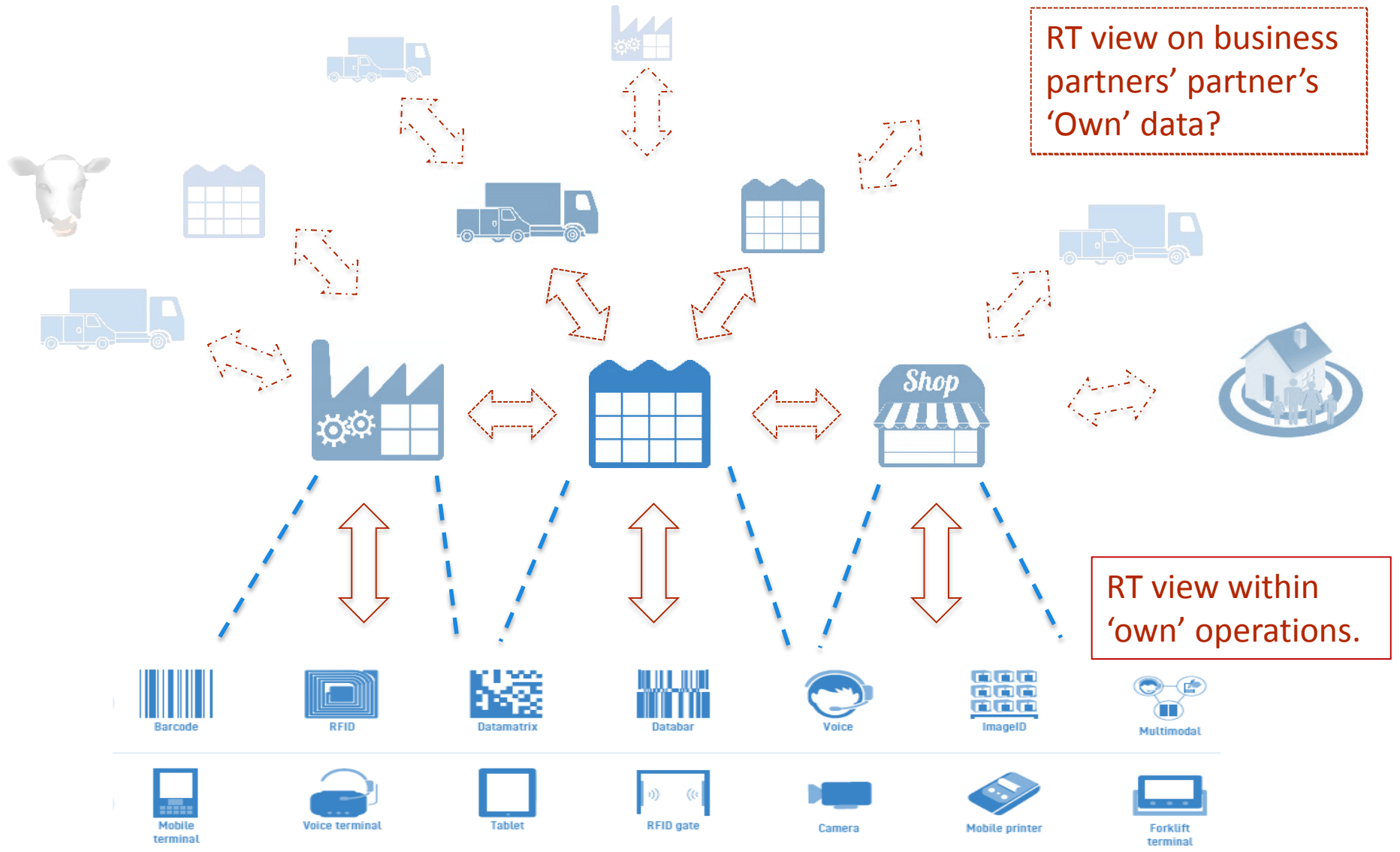
WHAT ‘S SPECIAL ABOUT NALLIAN?

What do these fine brands have in common?



Lack of Visibility on what's really happening at the physical level!

Visibility Enabling Technology needed at 2 levels

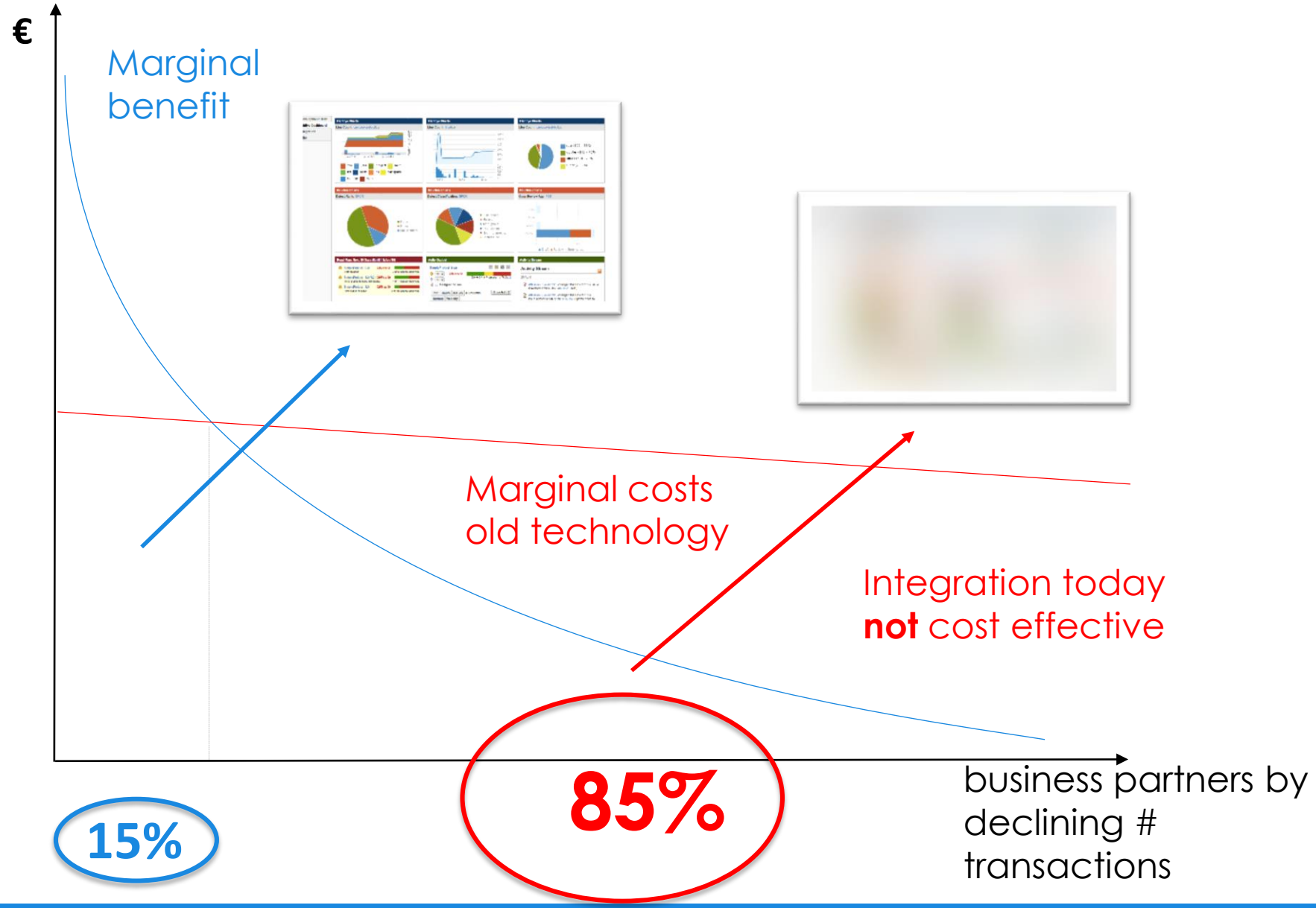


Supply chain collaboration is **NOT** a "nice to have"

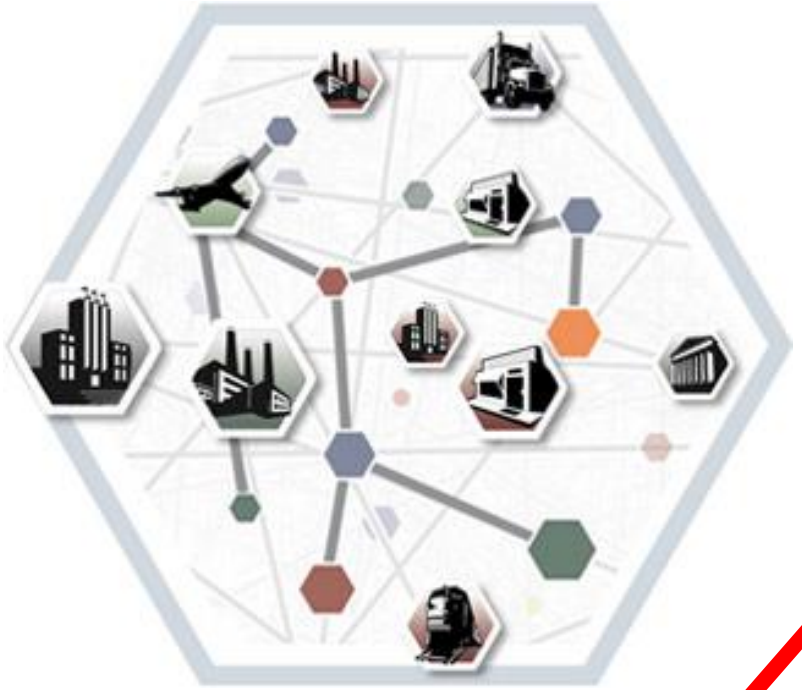
Gartner

"The real business problem that today's manufacturers and distributors are struggling to manage takes place between companies, not within them. Planning, sourcing, production, costing, tracking and fulfillment must take place in an environment that can be accessed and updated by all the players in the value chain. This certainly suggests cloud-based services, rather than a series of on-premise systems hidden behind various firewalls. The applications themselves will also have to be redesigned to accommodate rapidly evolving supply networks and extremely fluid material ownership".

Why disruptive technology needed? Cost!



Why disruptive technology needed? Agility



6 months integration TaT
for one new business partner

9 weeks
from design to sell-out

IS THERE ALSO GOOD NEWS?

Market Opportunity – Why now?

Market trends amplify the need for data out of value chain and environment to anticipate and adjust company strategy

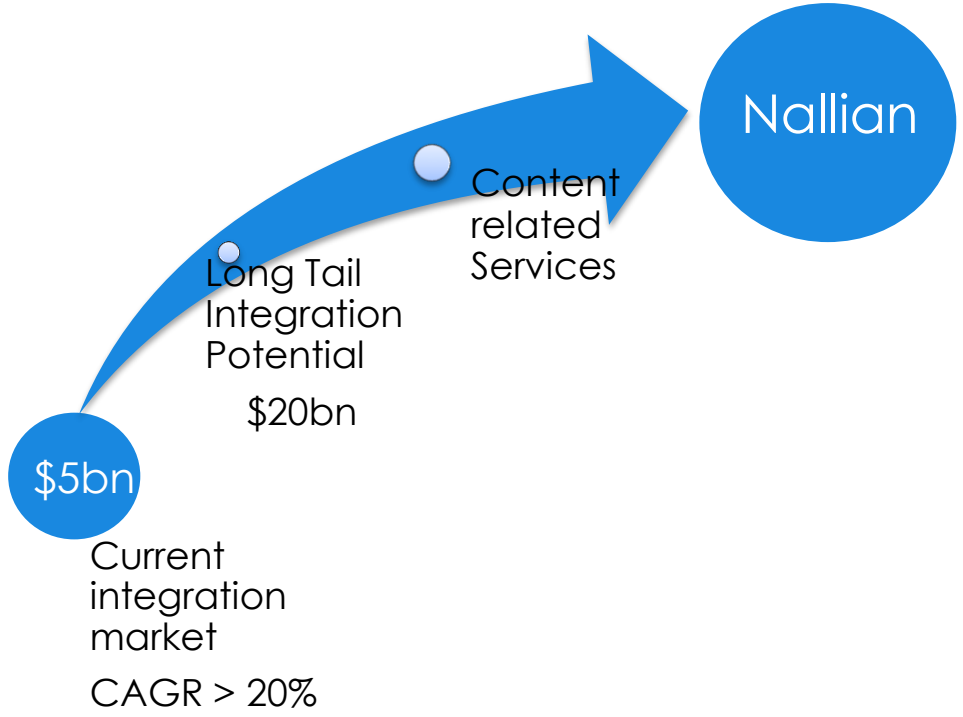
- Demand driven supply chains
- Personalized products
- Shorter product life cycles
- Economic uncertainties
- Outsourcing

Technology enables

- Cloud, API
- Big Data
- IoT

Human behavior changes

- Social
- Sharing & single truth
- Consumerization of IT

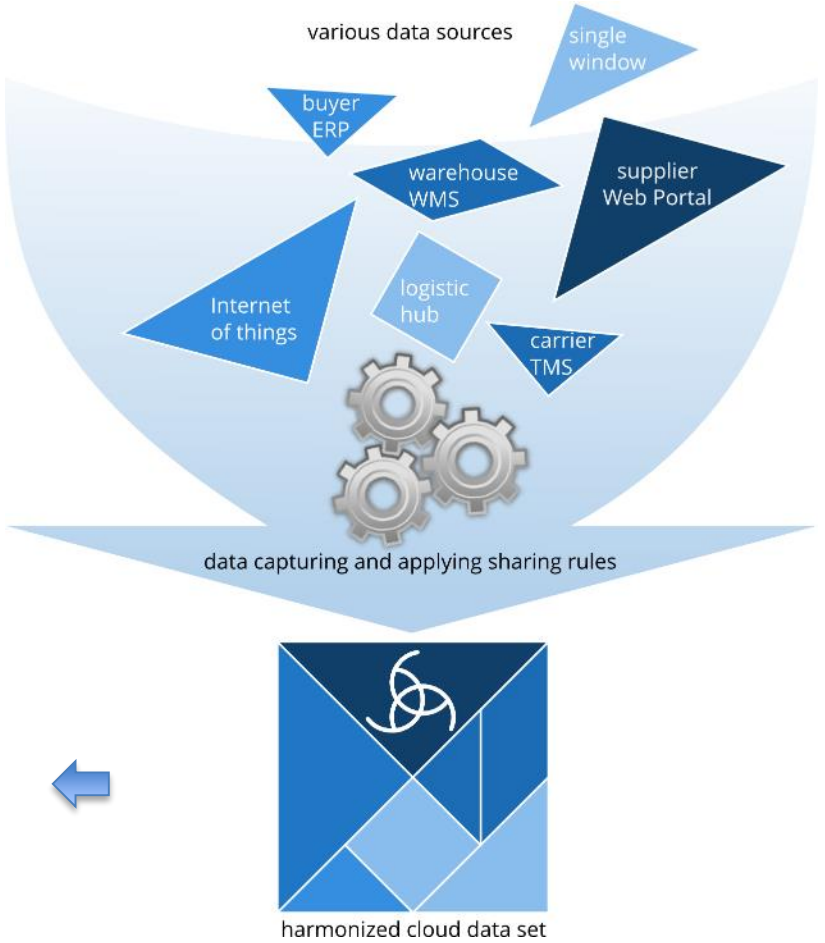


Apply Social Media concepts to Structured Data Exchange

	Messaging **1-1**	**Data Sharing** **1-m** **Real time** **Intens interaction/feedback**
Unstructured data **Man to man** **Machine to man**	Letter + Stamp	Website, blog, Facebook, LinkedIn, Tweets, Dropbox
Structured data **Machine to machine** **Man to machine** **Machine to man**	EDI/XML + price/message	**Nallian**

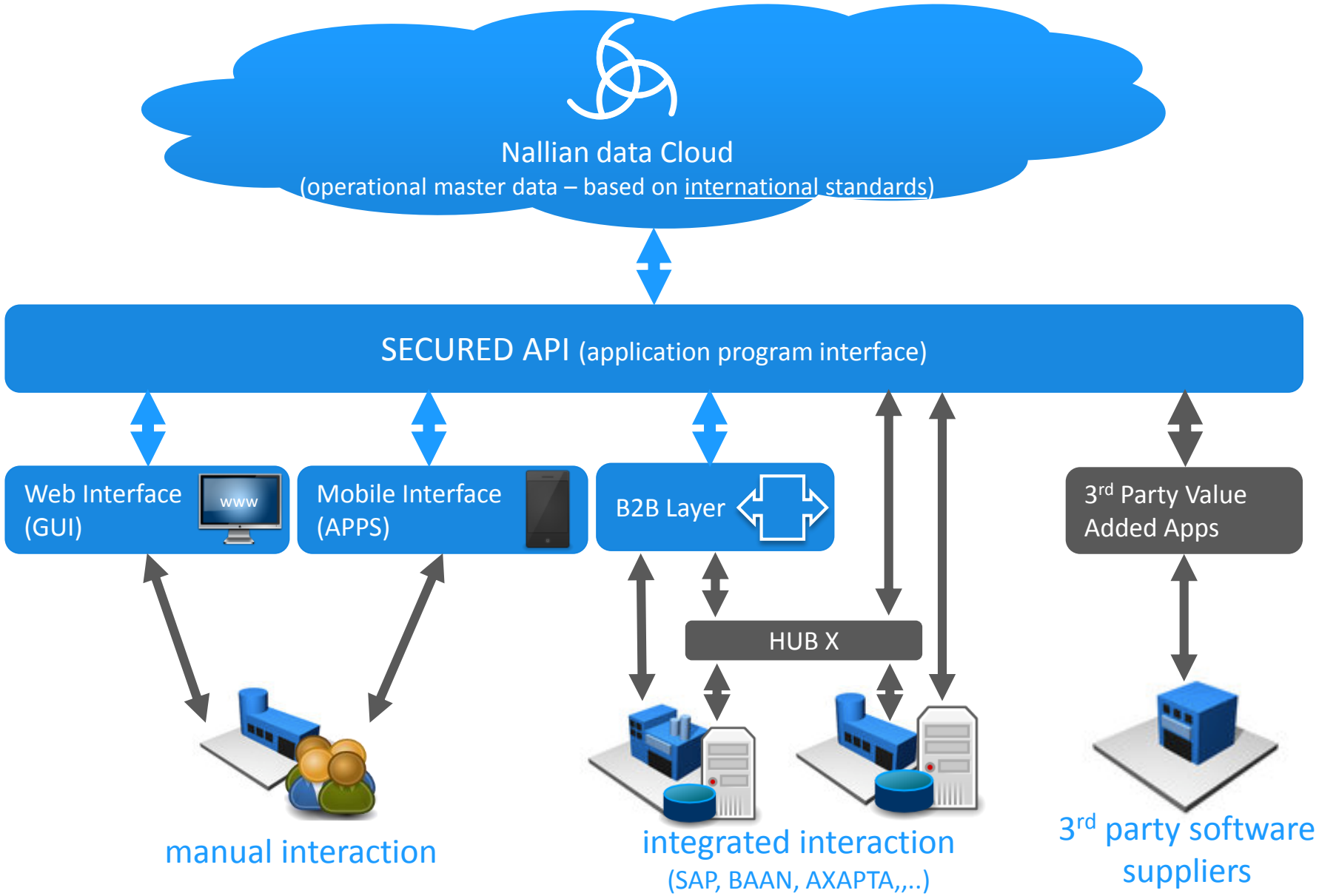
Underlying functional components?

- ✓ Captures data from diverse sources
- ✓ Harmonizes data
- ✓ Links data logically
- ✓ Manages usage rights defined by data source
- ✓ Manages API for Value Added Services



Private data clouds of real time data ready to use for alerts & notifications, analytics, optimization, planning, replenishments,…

Underlying? Technical concept



Key Features

Data Sharing Platform enabling Supply Chain Collaboration

Social: data maintained by its source and consumed by many

Controlled Sharing: manage yourself what information is visible to what business partner

Real Time: operational data end to end in supply chain

Consumerised: integration in 10′ as fast & easy as adding a contact to LinkedIn

Open:

- any input: GUI, mobile, back-end, IoT
- any output: GUI, mobile, back-end, apps

Personalised: recipient defines what data and how he wants them

As easy as 123

connect and configure

Create your company profile, integrate your backend system with the platform once.

manage and expand

Search for your business partners and create your private community.

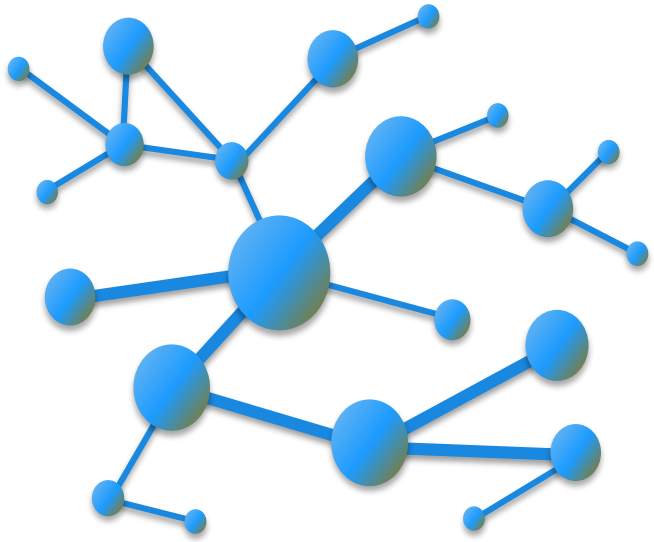
share and consume

Once your network is established, you can share data with your community.

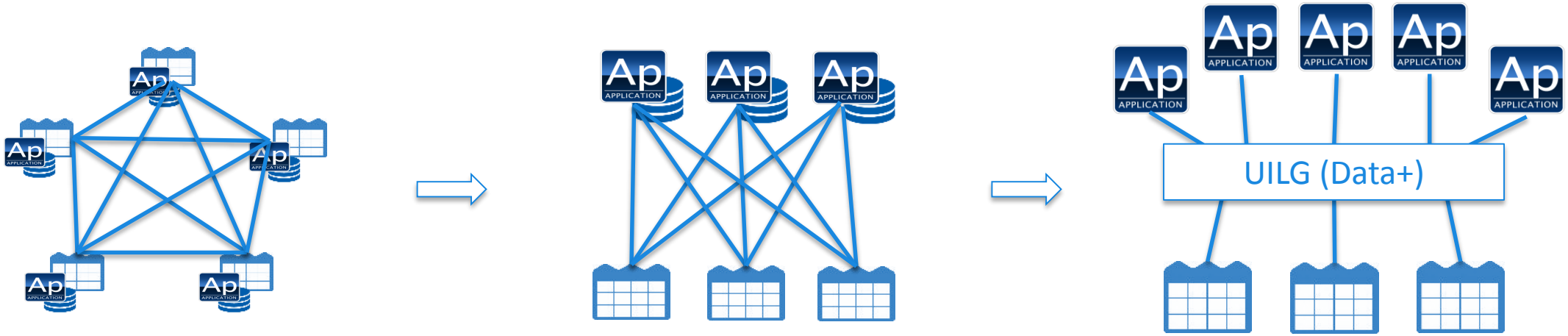
How do we bring that to the market?

- Building the global Network one Community at the time.

- Nallian provides the Platform, the Tools and the Handholding to help the Champion Nodes to build and maintain their own Communities, extending their enterprise to the most relevant parts of their Ecosystem.



Towards an Ubiquitous Independent Logistic Grid?



Yesterday

Own ERP, on premise or Cloud
Own Data
& EDI

Today

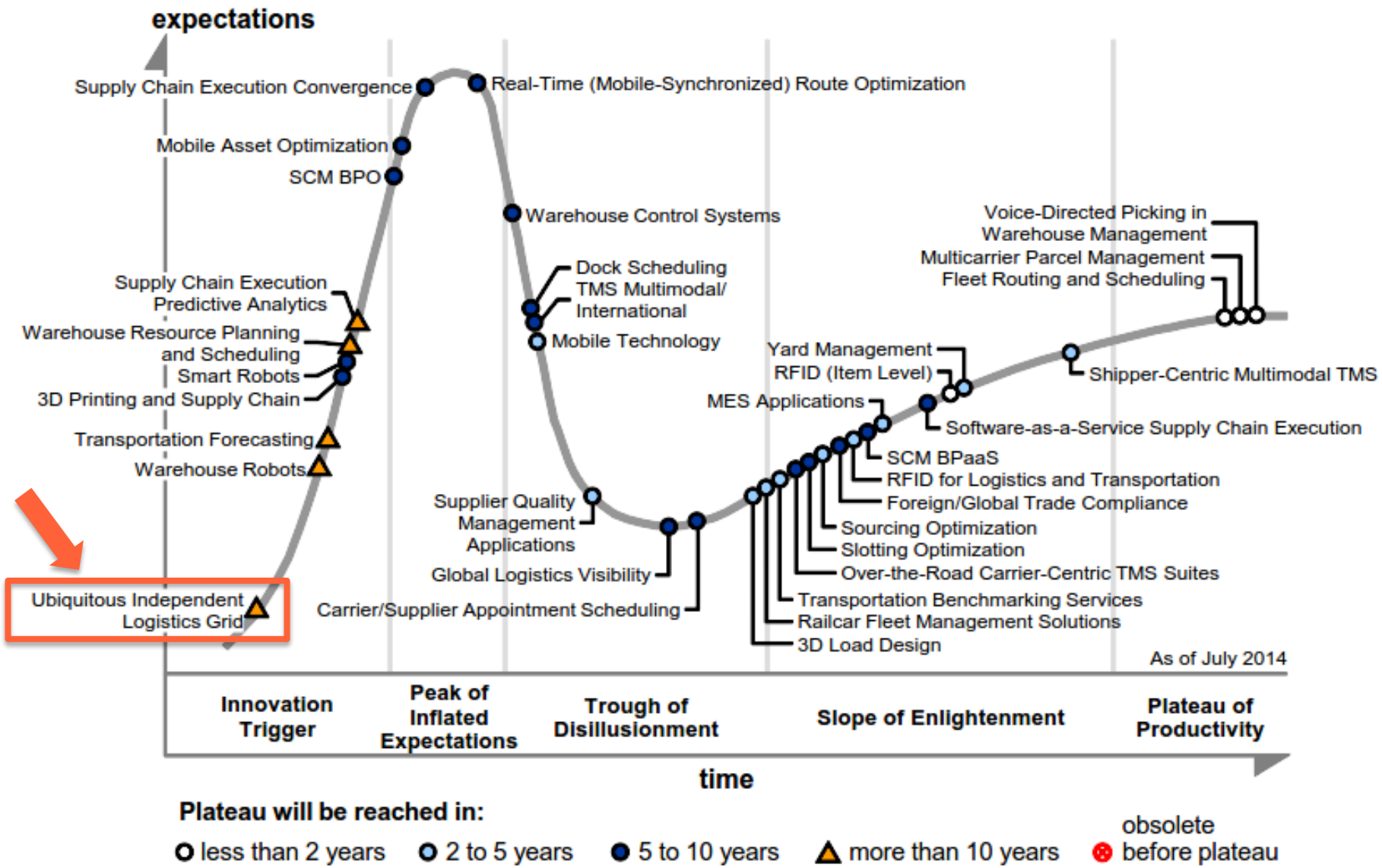
+ Cloud based multi-enterprise apps
With Own Data

Tomorrow

Cloud based multi-enterprise apps
+ Shared data.

Ubiquitous Independent Logistics Grid?

Figure 1. Hype Cycle for Supply Chain Execution, 2014



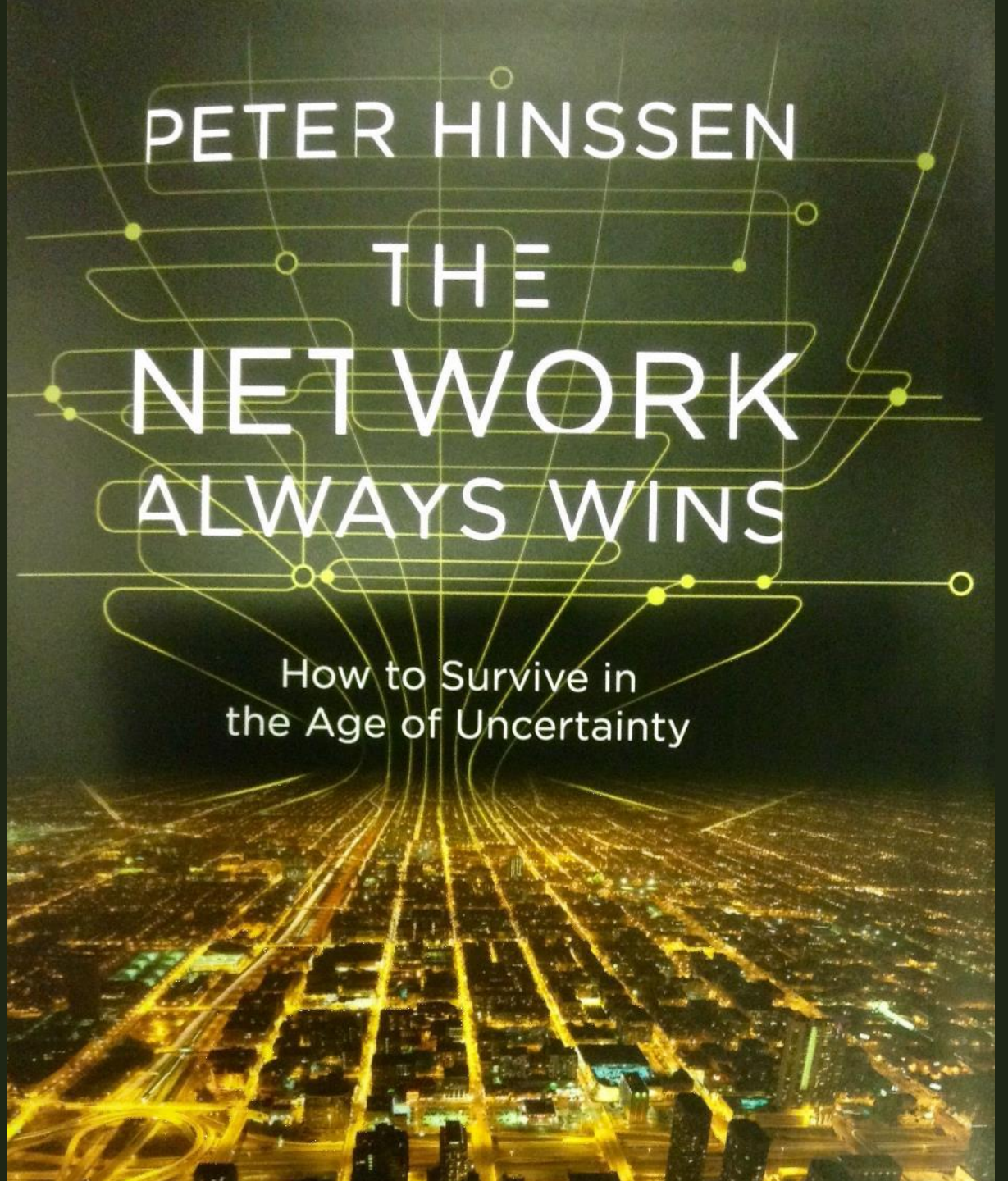
Source: Gartner (July 2014)

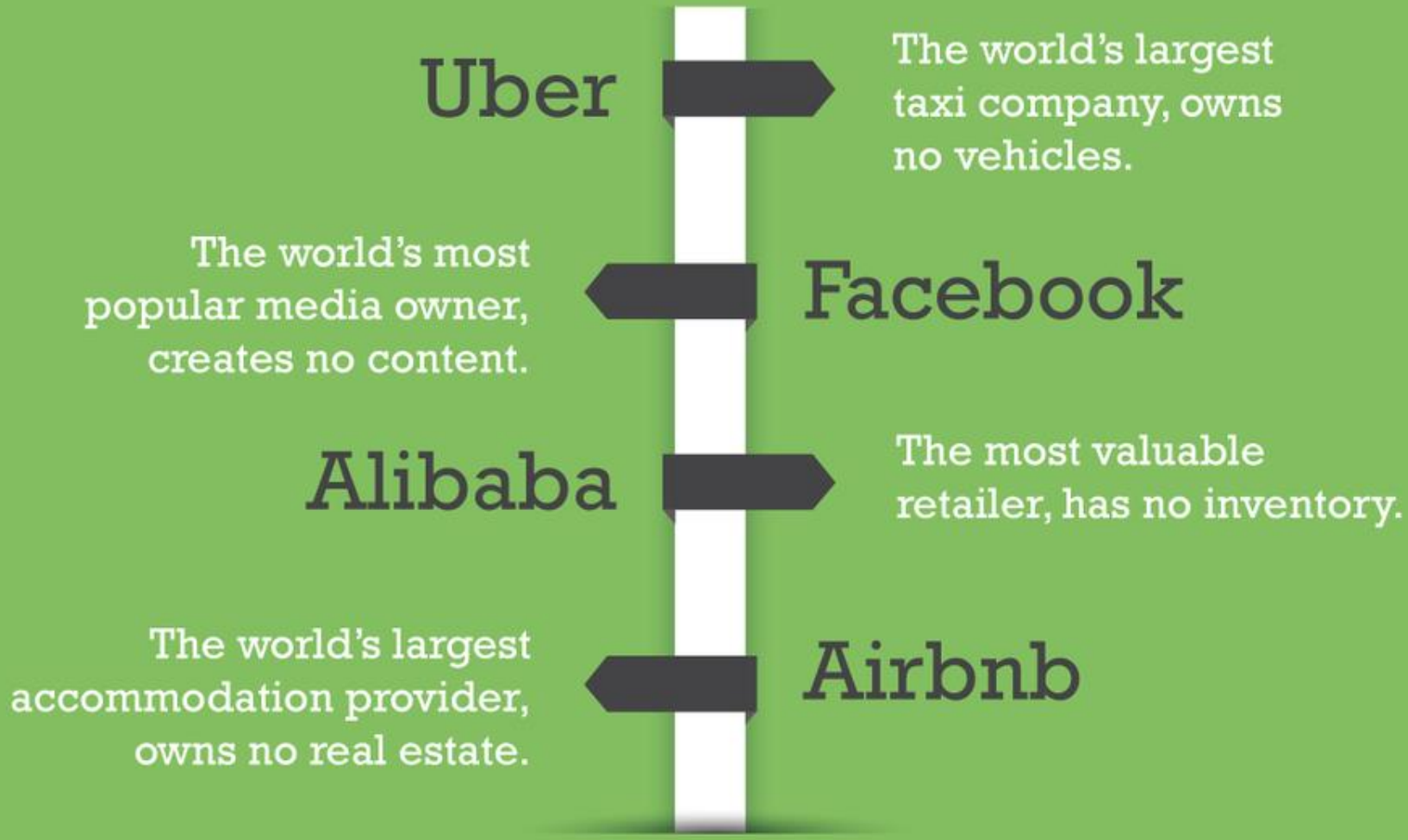
SO SHARING AS THE NEW NORMAL

REALLY NEW?

NO, I AM NOT TALKING ABOUT TWITTER,
I LITERALLY WANT YOU TO FOLLOW ME

transparency
data
open
government
local
information
engagement
policy
politics
participation
access
accountability
international
technology
reporting
media
social
law
action
meetings
source
campaign
Web
health
online
making
state
opengov
knowledge
awesome
visualization
API
connecting
platforms
tracking
journalism
learning
design
hacker
citizens
corruption
architecture
realtime
writing
research
power
search
finance
public
change
political
rocks
needs
openness
make
money
work
voter
activist
getting
city
programming


PETER HINSSEN
THE
NETWORK
ALWAYS WINS
How to Survive in
the Age of Uncertainty



Something interesting is happening.

TOM GOODWIN

THERE IS VALUE IN SHARING YOUR OPERATIONAL DATA

THE TECH HURDLES ARE GONE

NETWORKS ARE EATING THE WORLD.
BE PART OF IT, OR BE EATEN.

nallian

Value Chain Collaboration in the Cloud

"Building collaborative networks,
One Community at the time."

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