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ience Testimonial: ckheimer MD

# Data & Digital Disrupting our Business

Unilab LRP 4th July 2017

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### LRP Questions

- 1. How can digital media help in patient conversion and compliance/persistence?
- 2. How do we measure the impact of digital marketing / direct revenue correlation?
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- 4. How can we leverage on our strong MD relationship in deploying effective digital marketing campaigns, particularly for PHG business? What are the important factors to consider to ensure success?
- 5. What are the right/effective channels for digital marketing in pharma?

#### IBM to Acquire The Weather Company, formerly WSI - WSI.com

https://business.weather.com/.../ibm-plans-to-acquire-the-weather-companys-product-... ▼ The TV segment – The Weather Channel – will not be acquired by IBM, but will license weather forecast data and analytics from IBM under a long-term contract.

### Here's why IBM will acquire The Weather Company | Fortune.com fortune.com/2015/10/28/ibm-weather-company-acquisition-data/ ▼

Oct 28, 2015 - **IBM** is making a big bet in **buying** The Weather Company that ... does not include the company's cable television outlet, The **Weather Channel**, ...

#### Twitter Jokes Make Fun Of IBM Buying The Weather Company ...

fortune.com/2015/10/30/ibm-weather-channel-2/ ▼

Oct 30, 2015 - Is there some tongue in cheek activity around the rumour that **IBM** wants to **buy** The **Weather Channel** to enhance its cloud computing platform?

#### IBM Closes Weather Co. Purchase, Names David Kenny New Head Of ...

https://techcrunch.com/2016/01/29/ibm-watson-weather-company-sale/ ▼

Jan 29, 2016 - The **IBM acquisition** will include most — but not all — of the Weather ... The **Weather Channel** — perhaps the Weather Company's most ...

#### IBM Will Acquire The Weather Company's Digital Business | TechCrunch

https://techcrunch.com/2015/.../ibm-will-acquire-the-weather-companys-digital-busin... ▼
Oct 28, 2015 - IBM announced this morning it's acquiring The Weather Company, the parent company to the The Weather Channel, as well as the company's ...

"Deep Thunder combines big data and machine-learning tools from IBM Research with The Weather Company's global forecasting model.

The tool will help companies with critical decision making.

The analysis will be able to show how minor changes to weather might affect business planning, trade relationships, distribution management, consumer buying behaviour.



Businesses will understand their market faster and better,
have the right business intelligence to make business decisions faster,
and evolve their business operations to address the opportunities provided by
the deep analysis of Weather data

### Real Estate Or Data business





Ayala Corp enters health tech via ePharmacy startup

### Geography is not a limitation (now)



The amount of data in business grows exponentially with each day.

Each data byte represents a distraction or market intelligence, and a timely decision is encouraged/needed to capitalize on it.

With conversations and channels pervasively growing, will established business relationships and partnerships remain unaffected?



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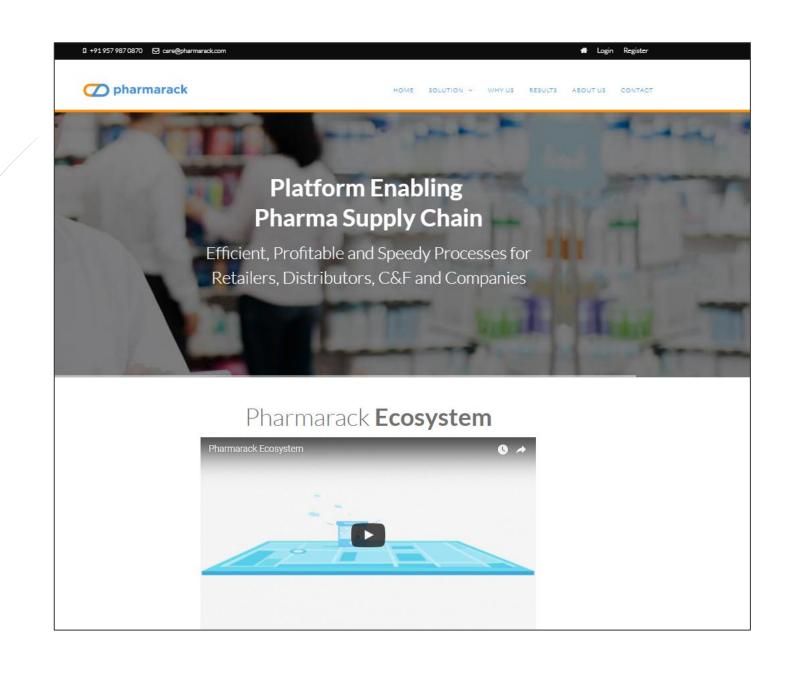






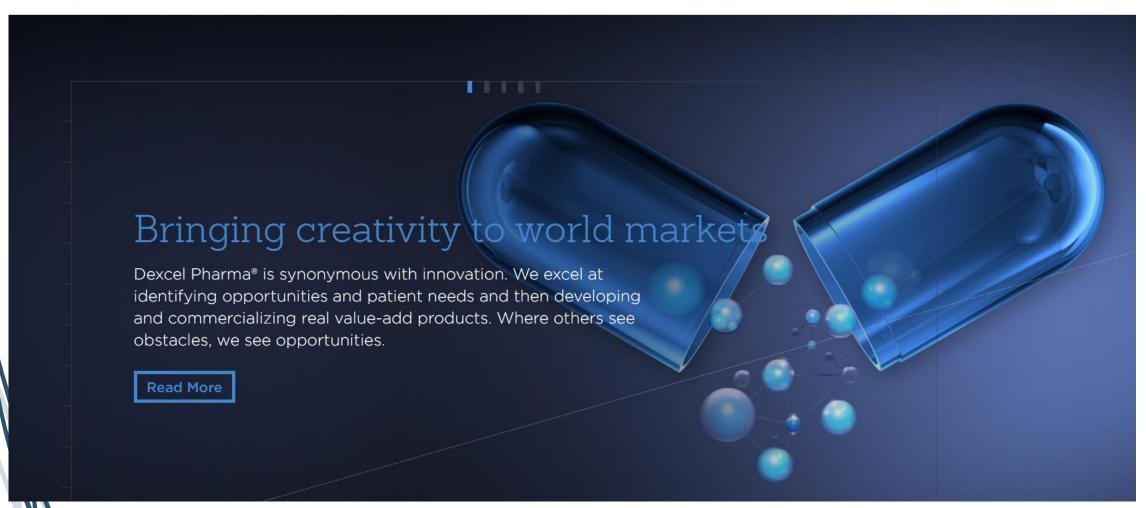
#### DEDICATED TO WOMEN'S HEALTH AND PROSTATE CANCER

Our goal is to be the leading global biopharmaceutical company focused on the innovative treatment of women's health and endocrine diseases in areas of high unmet medical need, and improve the lives of millions of patients suffering from these diseases.





About | Vision | R&D | Products | Capabilities | People | Contact

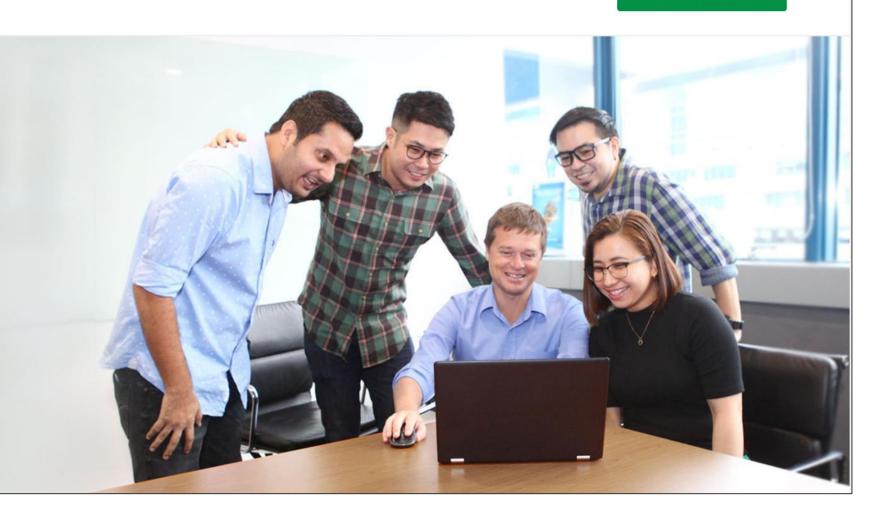


# Unlocking Wellness in the Workplace

**x** cxagroup

We are transforming employee benefits by shifting healthcare spending from treatment to prevention

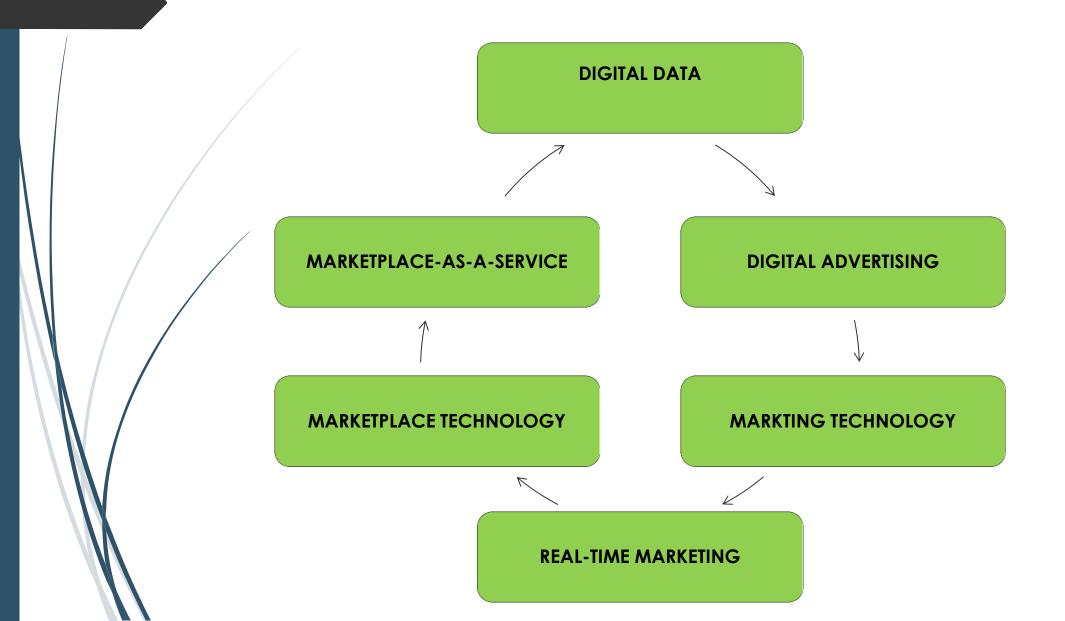
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### Data & Digital >> Disruption of Businesses



# Marketing in a Digital World Marketing Transformation

# Marketing in a Digital World Marketing Transformation Marketplace Transformation

# Marketing in a Digital World Marketing Transformation Marketplace Transformation

Digital Transformation
Business Transformation

1. What is the end in mind?

2. How have we progressed since last year?

3. What have been the outcomes and key learnings?

4. What now - what do we need, what are we going to do enroute to the end in mind?



## Project DOB

a Digital-Oriented Business mindset change management project



### **DOB Context**

- Traditional practices that have benefitted us in the past, erode value today
- Future proof the company evolve as the consumer & marketplace evolve
- A need to review current models:
  - Traditional marketing reliance amidst Digital growth
  - Brand vs Consumer Content Control
  - Retailer dependence given commoditization
  - Business Instincts/responsiveness for real time marketing
  - Relationships with stakeholders



### DOB Operating Charter

- 1. Redefine the mindset towards market intelligence and marketplaces
- 2. Instil a whole-of-business (whole-of-company) approach towards the impact of digital and technology to Unilab's business
- 3. A refinement of the current process design in decision-making
- 4. Review and recast expectations of all external partners



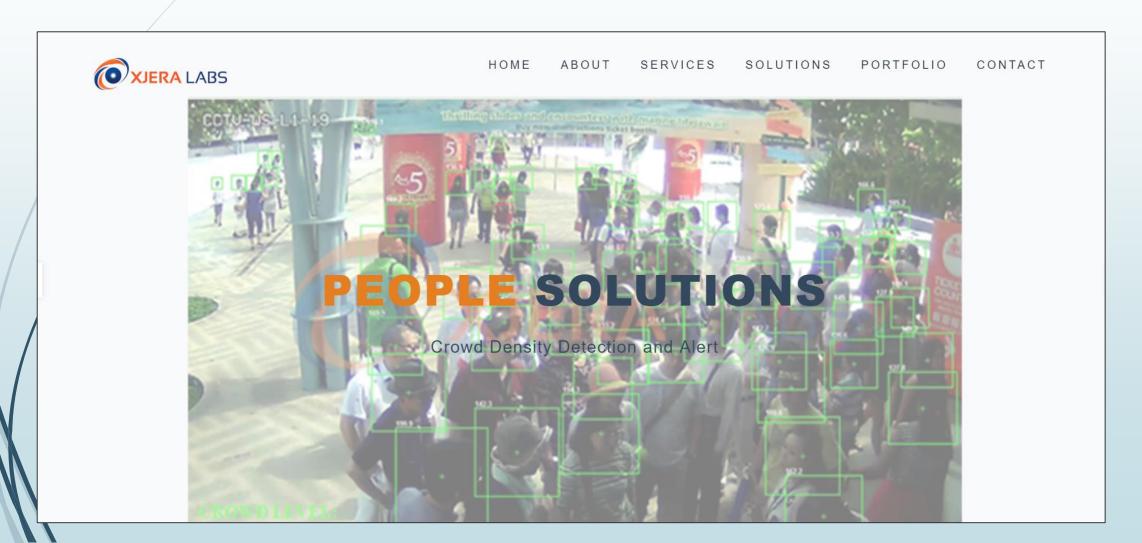
## Resultant Organisation Mindset Change - for Business Agility

- 1. In-sighting as a Corporate Culture
- 2. Intelligence gathering as a Business Discipline
- 3. Always-on optimisation
- 4. Solidifying/Reassessing stakeholder relationships
- 5. 24-hour retaliation
- 6. 48-hour launch
- 7. Adjustments to Decision Making processes
- 8. Organisation administration processes

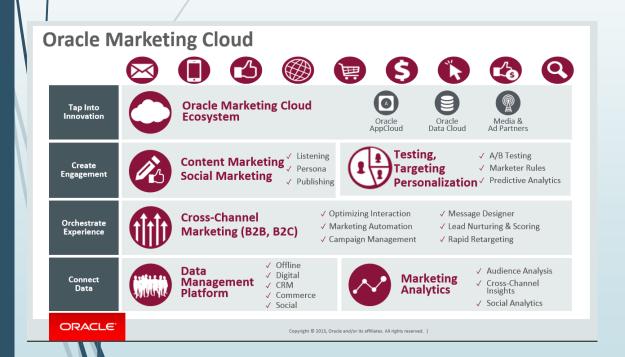
### Disruption has no forewarning

Organisation Transformation has to be whole-of-company communicated (intent & purpose), timed to structural & operational readiness, and driven from within.

## Besides Demos/Psychos/Sales data, we can now capture customer Actions & Gestures

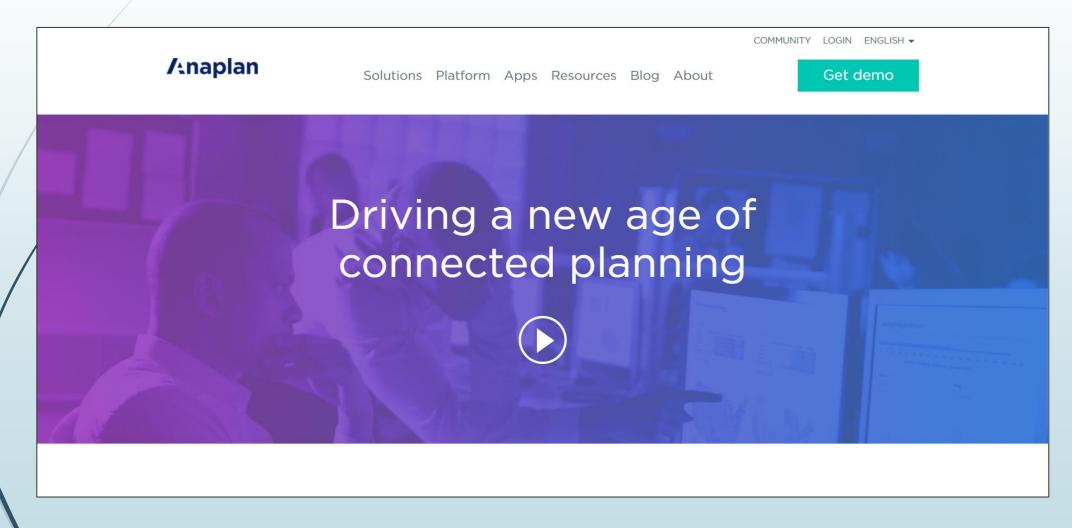


### Multiple streams of Data now arranged, analysed & re-applied in varied Enterprise Productivity Suites, real time

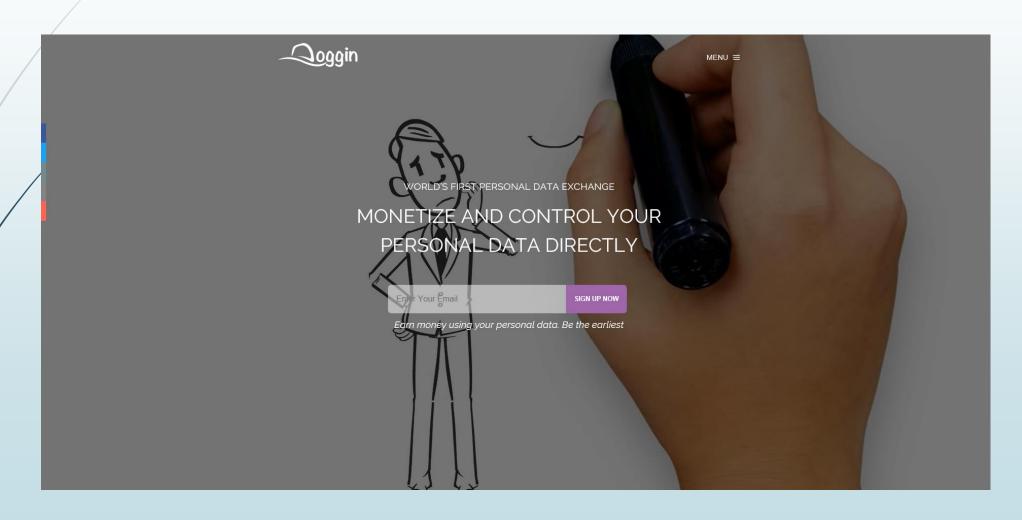




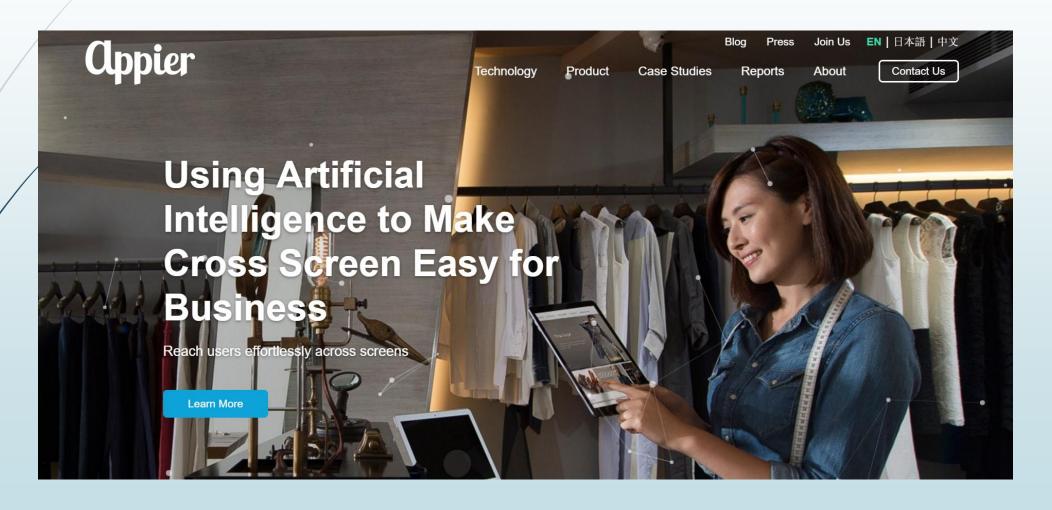
## Integrated with C-suite Strategic Planning BI interfaces



## Customer Data is now openly available, on demand, for a price

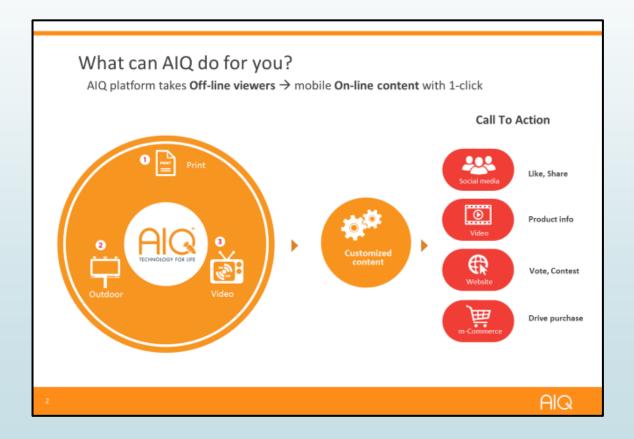


### Artificial Intelligence triumphs Traditional Research

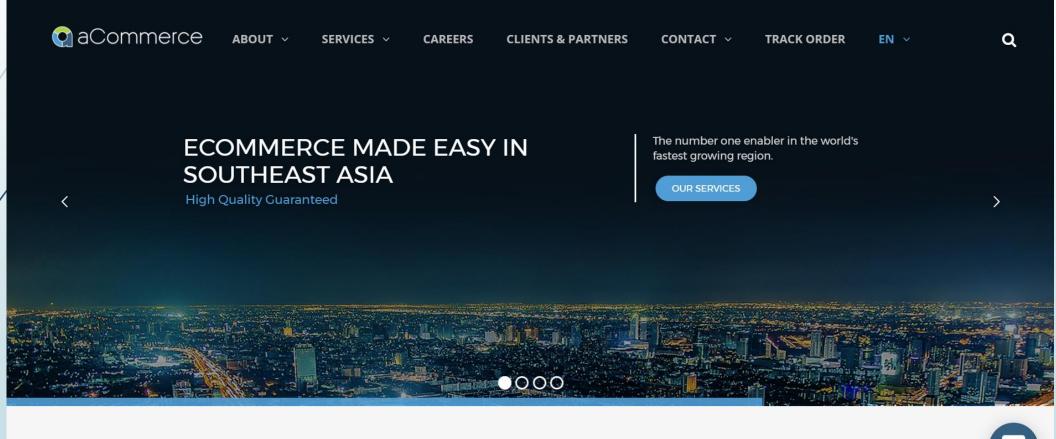


## Content to Commerce: Image Gratification





### Logistics fulfilment no more a last mile Achilles heel for (e)Commerce





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