Google Cloud Experience

Google Cloud

Executive Vision

Fabio Fregi
Country Manager Italy
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Google: Most Innovative Company for BCG

Google Tops BCG's List of 50 Most Innovative Companies for First Time

2019 Report Finds AI, Platforms, and Ecosystems Reshaping How Leading Companies Innovate

BOSTON—For the first time, there's a shakeup at the top of BCG's annual list of the most innovative companies. In this year's global survey of more than 2,500 senior innovation leaders, longtime leader Apple ranks third, and Google (or its parent company, Alphabet) and Amazon move up to first and second place, respectively. Microsoft and Samsung round out the top five.

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Tech Leaders: same role...diverse attitudes

Operational	Strategic	Disruptive

Cost Reduction

Orchestrating Digital

Leading Digital

Risk Management

Business Process Optimization

Business Agility and Insight
New Product/Service
Enablement

Business Model Transformation
Delivering New Revenue
Streams

Could potentially be
marginalized....

Have the opportunity to 'shine' in
response to new scenarios

Should be a leading figure in the
'response team'

Companies wants to evolve at the same time for an **organic innovation process** but face some **challenges**

Innovation to become:

- A cultural value
- An organic process
- A scalable process

Digitalization to become:

- A business model
- A key driver for long term business plan

Be a data driven company

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We are **partnering** with top companies and their CIOs / Tech Leaders to **enable** the **Digital transformation** of their companies

TIM & Google Cloud: una Partnership Industriale per la digitalizzazione del Paese

"Questa partnership strategica con Google colloca TIM come punto di riferimento in Italia nel Cloud ed Edge computing, due mercati che saranno sempre più importanti con la progressiva implementazione del 5G e dell'Intelligenza Artificiale. Scegliendo di unire le nostre forze con un leader tecnologico e innovativo riconosciuto a livello mondiale confermiamo il nostro impegno a promuovere e accompagnare il progresso digitale del Paese"

Luigi Gubitosi, Amministratore Delegato di TIM
Roma, 4 Marzo 2020
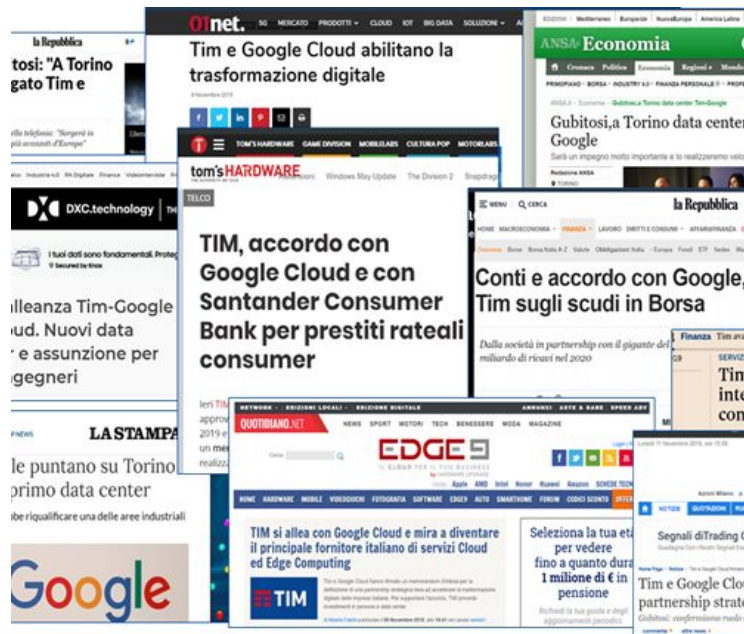
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How Google can help to plug in a culture of innovation

Francesco Rinaudo
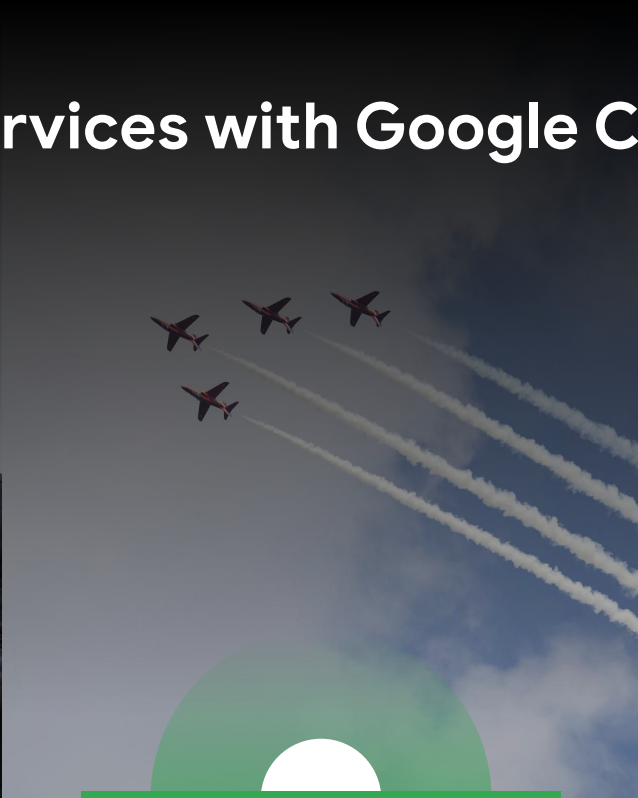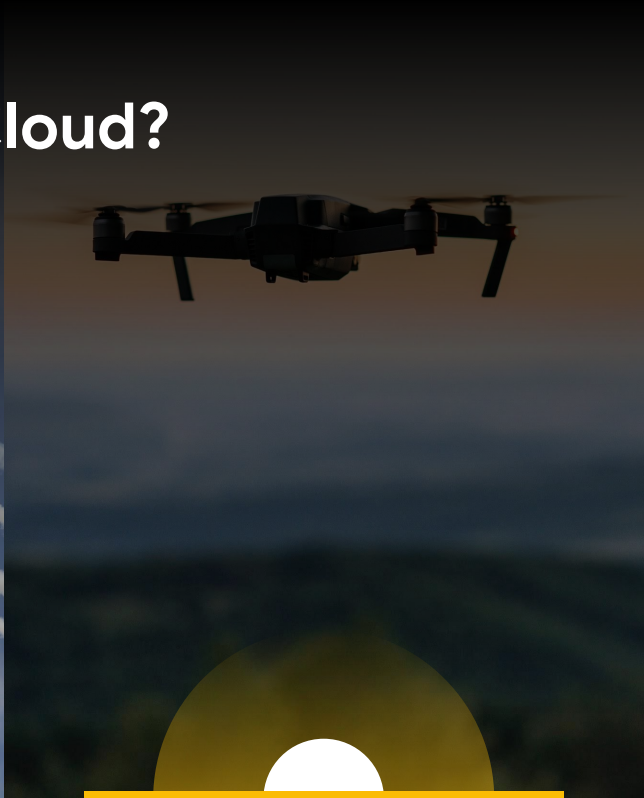Head Of Professional Services Italy & Iberia
Google Cloud

Google Cloud

Why Services with Google Cloud?

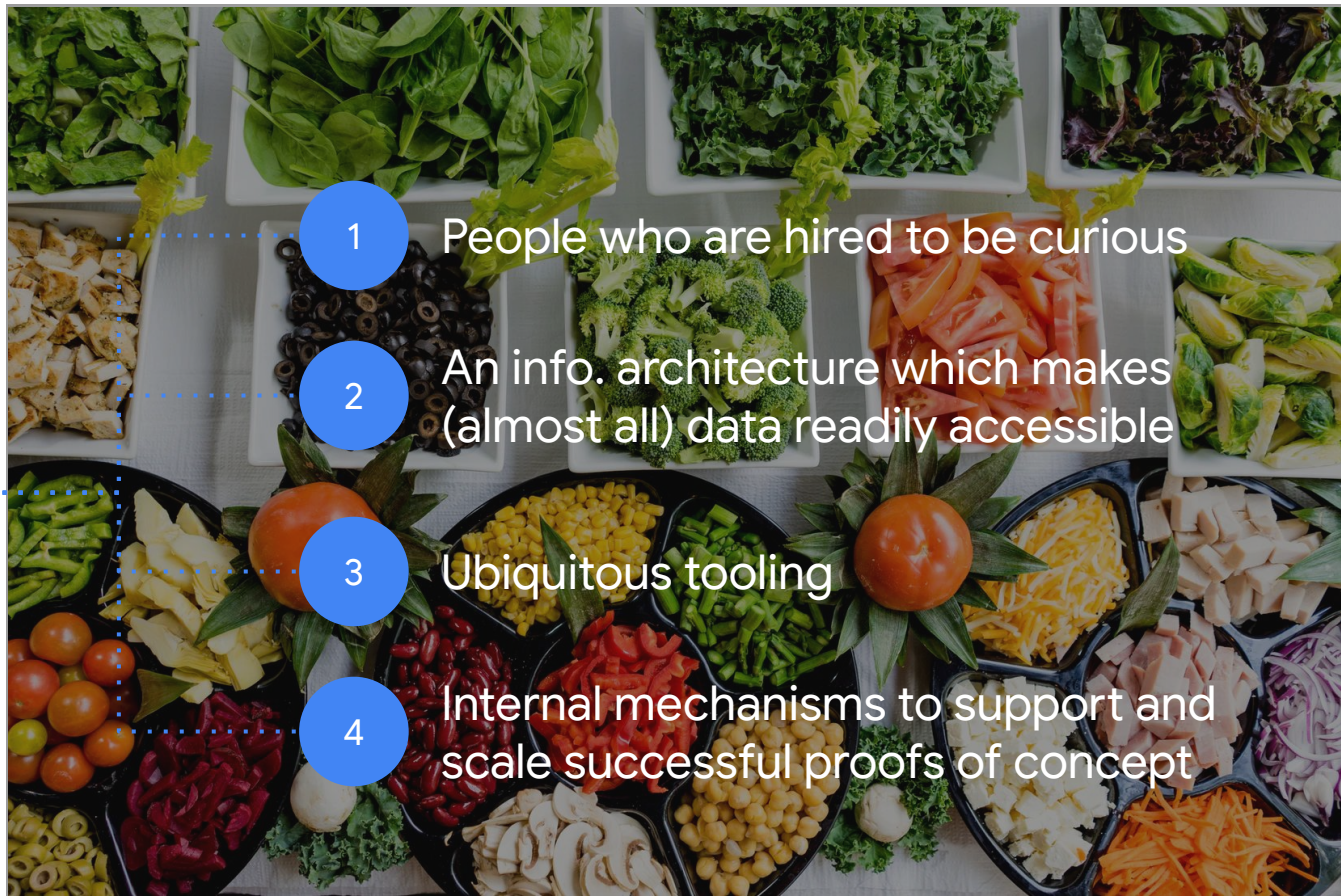**Accelerate your journey**

Create a cloud culture

Unlock next generation technology

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Do free lunches enable innovation?

Do free lunches **enable innovation?**

They're one (delicious) part of the cultural result.

1 People who are hired to be curious

2 An info. architecture which makes (almost all) data readily accessible

3 Ubiquitous tooling

4 Internal mechanisms to support and scale successful proofs of concept

Google

Some of common **challenges** on a **transformation journey**

Security & Compliance

Skills Gap & Culture

Process Change & KPIs

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Trusted approach: Adoption Framework

—

...giving you the method and metrics to enable success

Transformational

People

Learn

Lead

Technology

Process

Secure

Scale
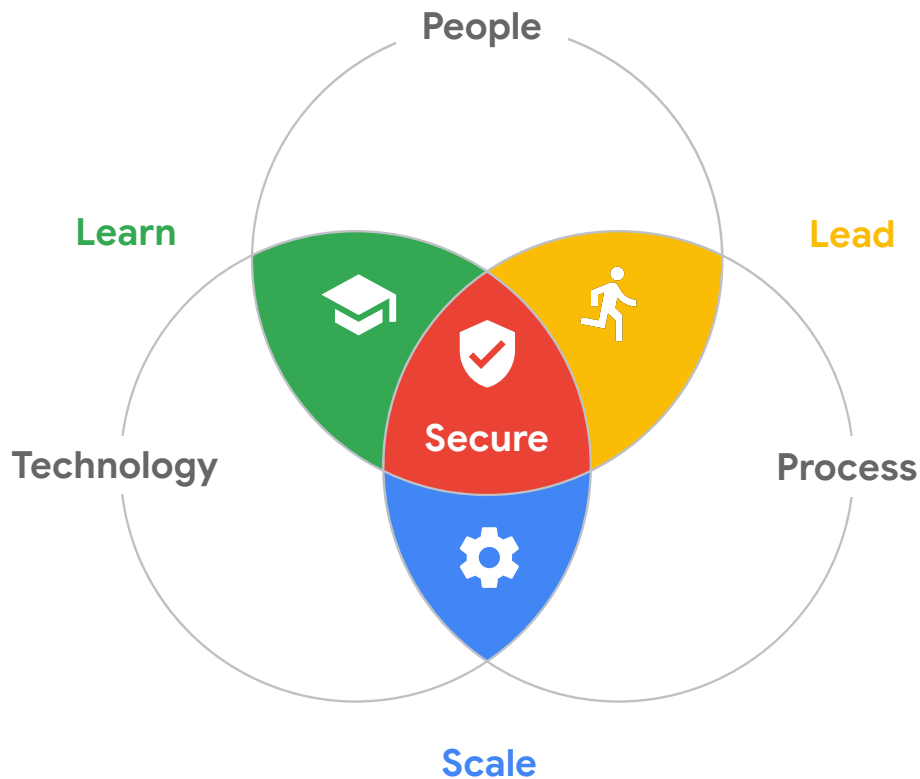
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The **right team** for your journey
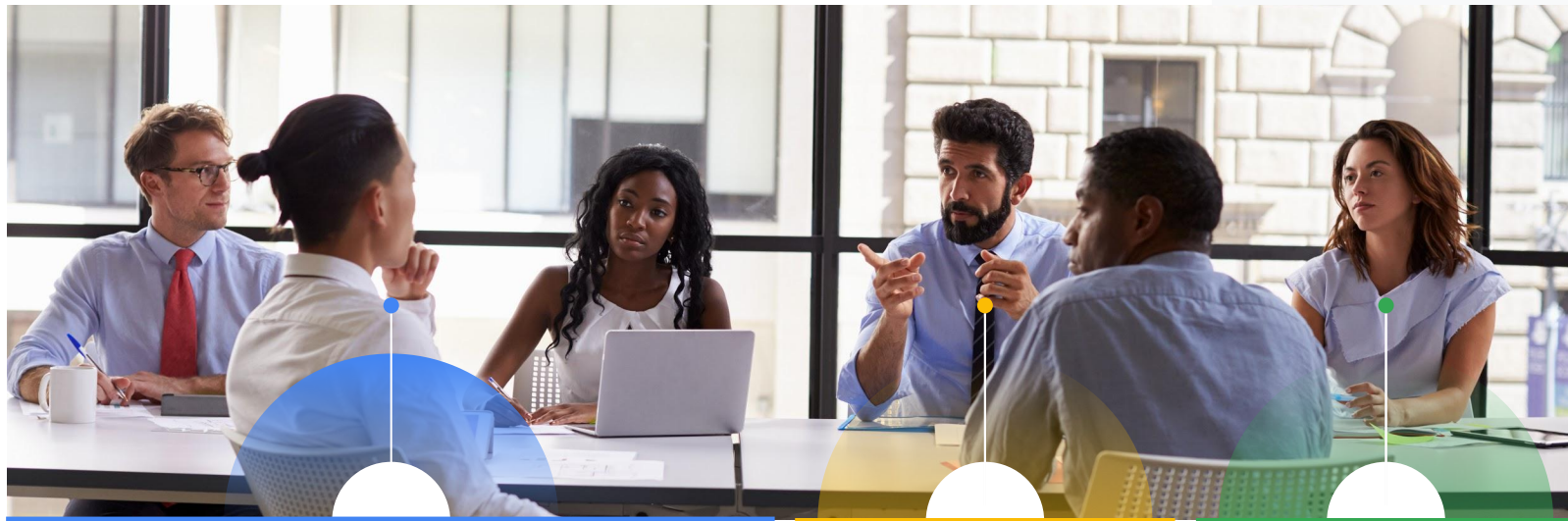
Consulting   TAM   Learning   Support   You   Google Partner

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TELEPASS

"The Google Cloud Professional Services Organization gave us tremendous insight into all the different products within the Google Cloud environment and how they could be used. It helped us leverage the best tools and technology, giving us a hybrid solution that delivers continuity and availability."

—Guido Governini, CIO, Telepass

Most widely used electronic tolling system in Europe.

Compute Engine and SAP on Google Cloud Platform

Ingests and analyzes 2 to 3 TB of data every day

Datalake migration (170TB) from Azure

- Creates a seamless hybrid infrastructure solution with minimal disruption, using Google Cloud professional services
- Scales up and down on demand without depleting resources on installing and configuring new hardware
- Refocuses IT staff to concentrate on developing value-add products and features for customers
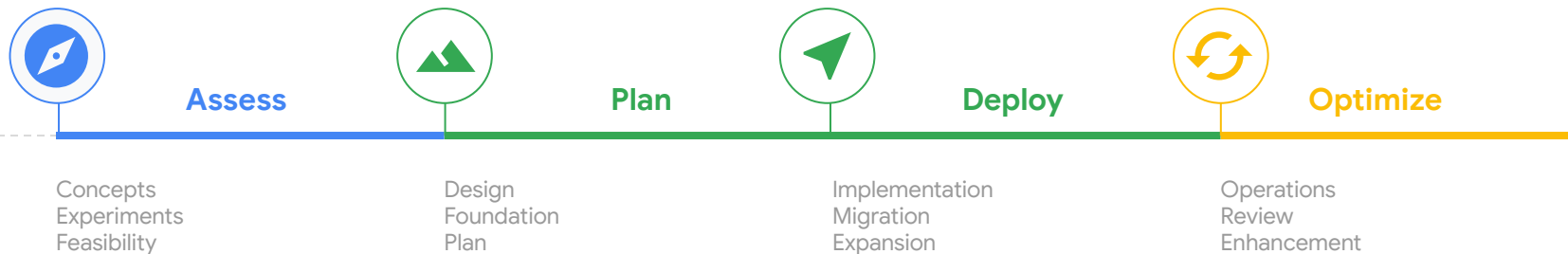
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Our consulting methodology accelerates deployments and helps you succeed in your projects

Assess

Plan

Deploy

Optimize

Concepts
Experiments
Feasibility

Design
Foundation
Plan

Implementation
Migration
Expansion

Operations
Review
Enhancement

Practices

Infrastructure

Application
Development

Data &
Analytics

Machine
Learning

Security
& Trust

Change
& Culture

G Suite

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Thank you

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