

Adaptiv – Dell Boomi Breakfast Session

Accelerate Cloud Integration to Transform Your
Business with market leading Dell Boomi

adaptiv



Boomi

Why Digital Transformation?

David Irecki

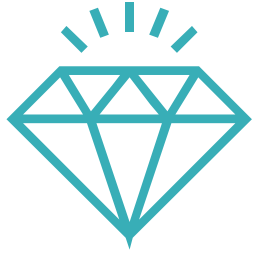
Team Lead, Solutions Consulting APJ

Dell Boomi



Boomi

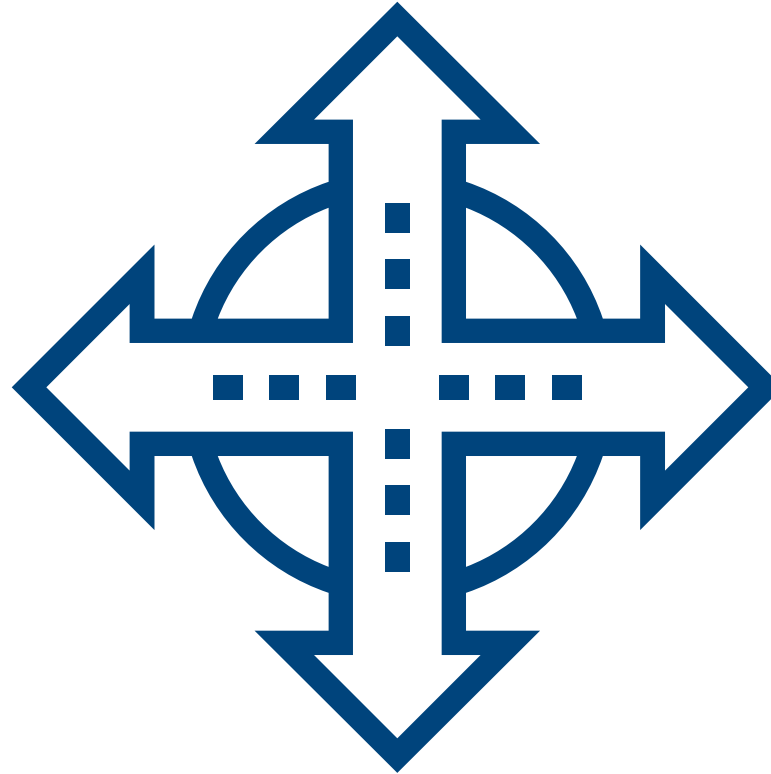
Digital Transformation is Critical to Business Success



Understand customer needs to deliver more value



Deliver new products-services to grow revenue and profit



Agility to adapt to changing markets and competition

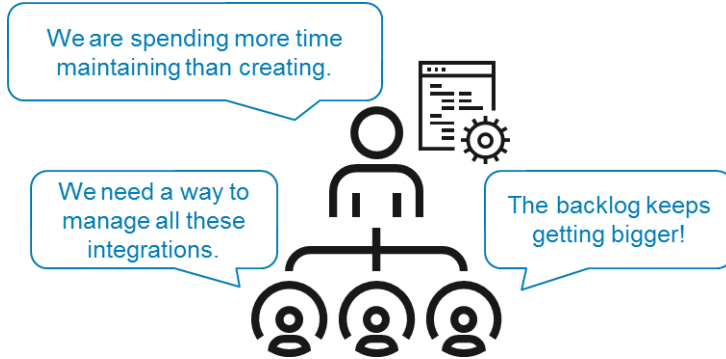


Improve collaboration to accelerate innovation



Increase operational efficiency to move/act/respond faster

The Challenges that Come with Digital Transformation



IT Impact

- Current solutions not built for growth of end points in the digital business
- Traditional architectures aren't built for rapid change and evolution
- Traditional integration technologies require expensive, specialized resources
- Coding-based methods require significant time and resources to maintain

Speed ↓

Cost ↑



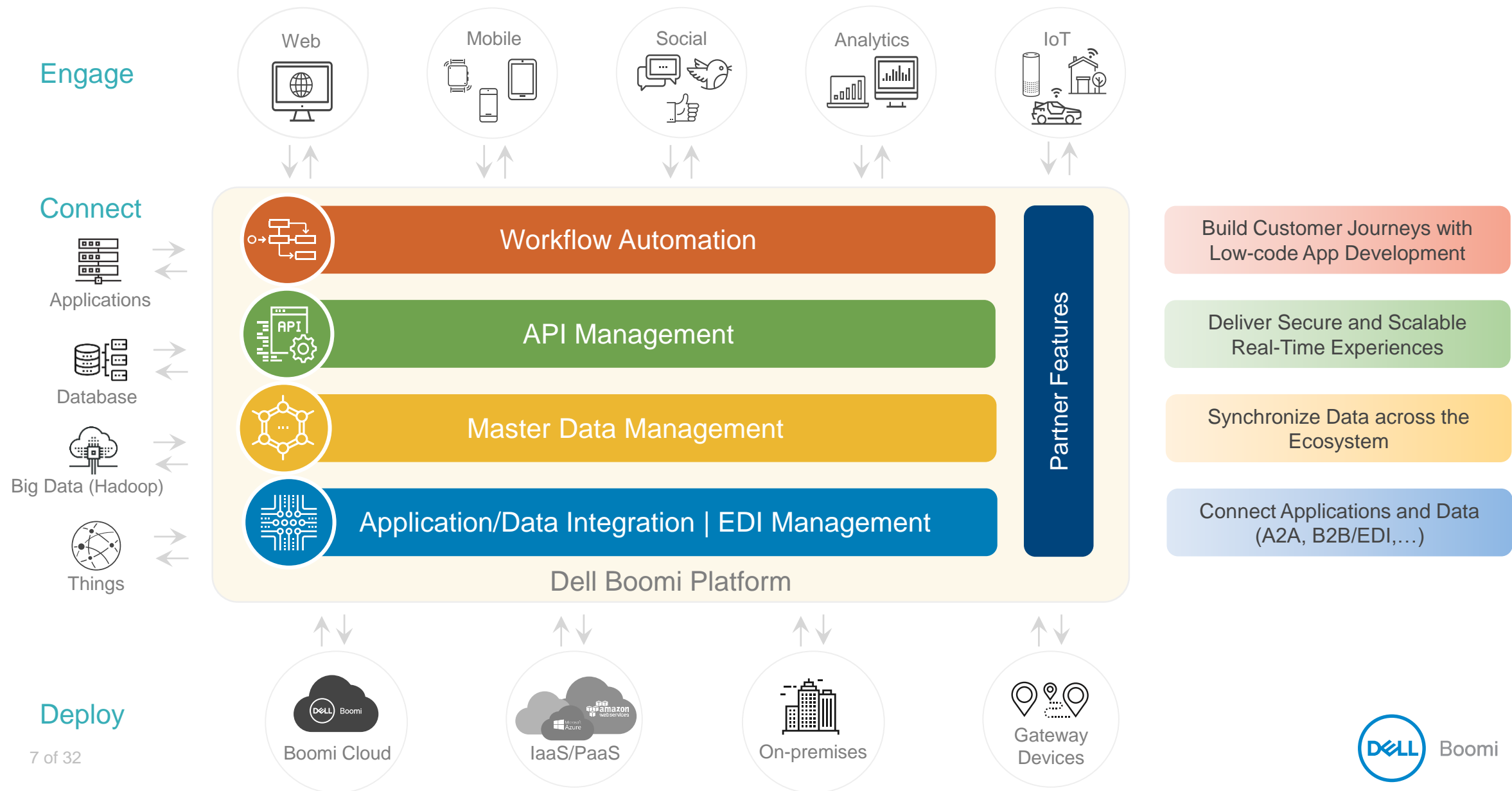
Business Impact

- New initiatives cannot be made available at the pace the business requires
- Business users continually waiting for rollout of new features and capabilities
- Unscalable cost model as the number of endpoints grows to meet business needs
- Personnel and budget are overly focused on maintenance instead of innovation

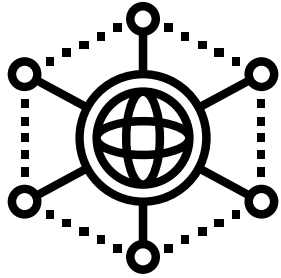
About Dell Boomi



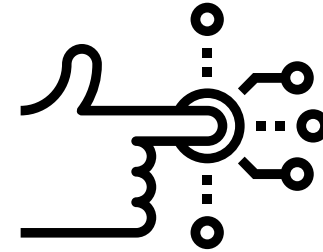
Boomi – Delivering a Digitally Connected Business



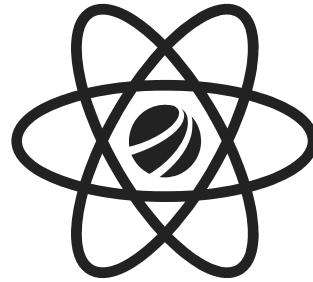
How Boomi Accelerates Business Agility



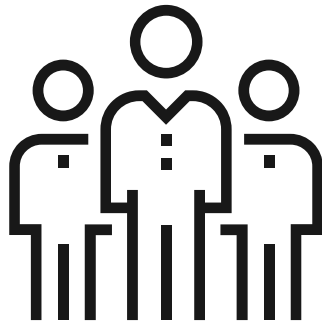
Unified Platform: multiple capabilities with a common UI, centralized management and monitoring



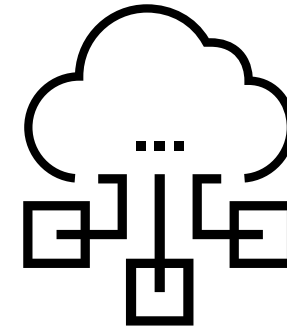
Team-based: collaborative environment with configuration vs code approach to increase productivity and visibility



Boomi Atom: patented runtime engine that can be deployed in cloud or on-premises environments



Crowd-source Intelligence: automated implementation assistance based on the best practices of the Boomi community



True PaaS: single-instance, multi-tenant architecture ensures every customer has access to the latest updates and innovations

Boomi Highlights



5,800+
Customers


130+ Fortune 500
Companies



OEM'd
by Tier 1 Software Giants



230+
Partners
Worldwide



94%
Renewal Rate



Connectivity to 1,000+
unique endpoints



Customers



About Adaptiv Integration

Nikolai Blackie

Co-Founder/Principal Architect

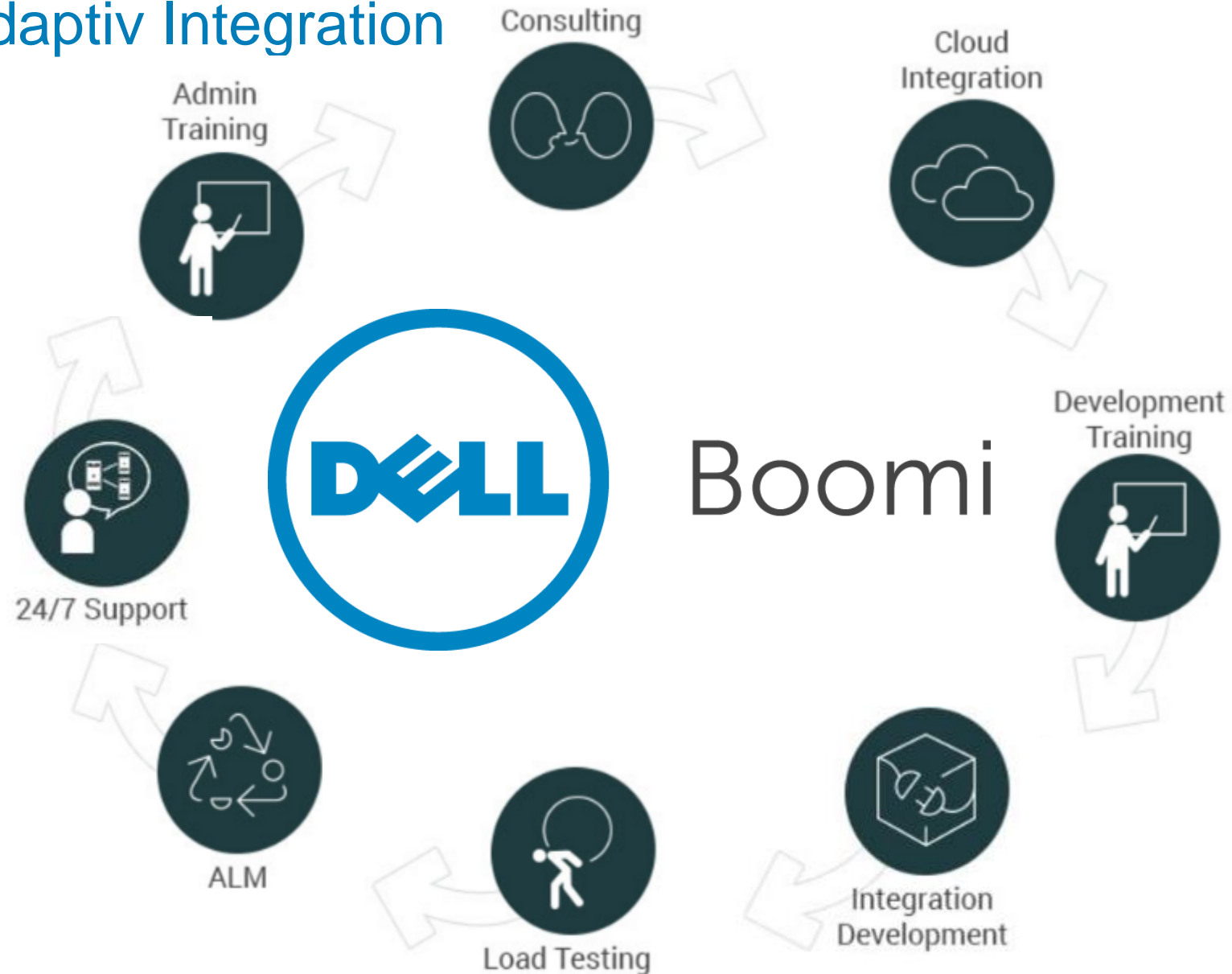
Adaptiv Integration

adaptiv

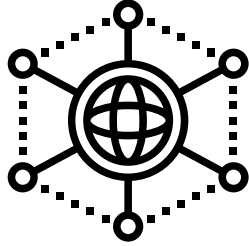


Boomi

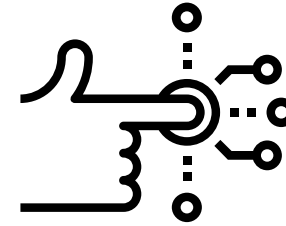
Who are Adaptiv Integration



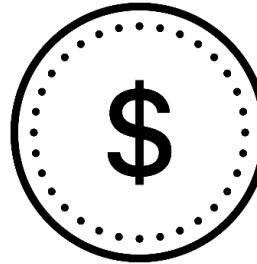
Dell Boomi – What Does Adaptiv Love



All in one solution from development, runtime, business rules and analytics



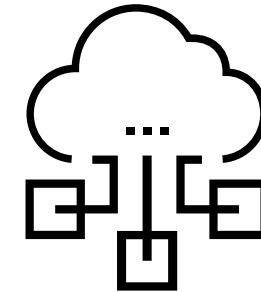
Low Code approach to integration



Cost effective solution, best pricing in enterprise market



Support for Citizen & LOB Integrators, you don't need specialist integration knowledge



Hybrid deployment models, zero impact on your infrastructure if you choose

Why has Adaptiv partnered with Boomi?

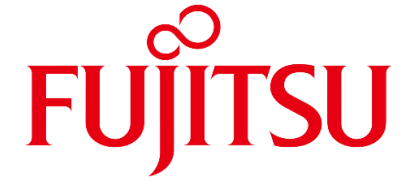
- Adaptiv's Mission Statement is to be the best integration consultancy in New Zealand
- Boomi has topped the Gartner's Magic Quadrant as a Leader Four Years in a Row
- The Boomi product set addresses needs of the local SMB well with a robust and simple to use platform
- To be the best integration consultancy we need to be using the best technologies

adaptiv



Boomi

Adaptiv Customers and Partners



Kordia Middleware Experience



Background - Kordia IS Strategic Initiative

- Kordia Solutions Australia in 2015 transformed its internal processes and customer services delivery capabilities using Dell Boomi's AtomSphere integration platform as a service (iPaaS).
- Following business expansion, Kordia Solutions Australia recognised its former business processes were not operating to optimum performance levels.
- Kordia selected Boomi for its scalable cloud-based integration capabilities, as well as the simplicity of the platform.
- Alternative platforms were developer-focused and required the deployment of additional resources which would generate additional costs.
- ***“Boomi has delivered direct and measurable benefits; we now have peace of mind in knowing our data is up to date and accurate across integrated systems, allowing us to connect with customers and partners, improving time-to-value externally.”*** Mark O'Dwyer, General Manager IT, Kordia Solutions Australia
- Full Press Release <https://boomi.com/press-releases/kordia-solutions-australia-sees-significant-business-benefits-dell-boomi-cloud-based-integration/>



Timelines / Key Activities

- Aug 14 - Commenced Middleware POCs with 3 vendors
- Sep 14 – Presented Middleware initiative to steering committee seeking approval to proceed with costed solution
- Nov 14 – Presented Dell Boomi solution & business case – (warehouse improvement initiative) – steering committee confirmed approval to proceed
- Dec 14 – Internal Project established – funding approved
- Jan 15 – Commenced partner engagement for Dell Boomi implementation; integration between SAP & Warehouse system –
- Jan – Apr 15 – engaged finance, project, procurement and warehouse teams in change management process including master data alignment
- May 15 – “Go Live” (7 interfaces between SAP and the Kordia warehouse system)



Key Highlights

- Reduction in FTE headcount whilst realising improved data quality and process efficiency
- Has allowed focus on core business rather than complex point-to-point integration - system is now almost in a “set & forget” mode with very little if any support required
- Ability to change end points very easily
- On track for significant savings since implementation – excludes the “unknown” benefits relating to unnecessary stock purchases
- Payback time of 12 months

Considerations

- Find a solid business driver
- Use a partner for implementation
- Train staff prior to implementation (Bootcamp) – have them involved early in business requirements, design and implementation
- Work with the business regarding change management - most of the issues we experienced related to business processes vs Dell Boomi



Boomi Demo

- 'Creating integrations in minutes'
- <https://twitter.com/nikolaiblackie/status/892531503837532161>

- Nikolai Blackie
- Principal Architect, Adaptiv Integration
- August, 2017

adaptiv



Boomi

Testimonials



Boomi



“AtomSphere has revitalized our e-commerce channel — and it’s **allowing us to go to market faster.**

Dell Boomi is **enabling our ability to sell our services online in a no-touch environment**, an essential goal in our growth, and AtomSphere is key to our success.”





“Every time a new enterprise-related integration process was needed, (the) Dell Boomi (platform) has **proven it could scale** to meet the demand while maintaining the **security our business requires.**”





“With AtomSphere iPaaS, the POC was completed in 25 hours.

AtomSphere **delivered cost savings** of around \$18,250 or 73 percent when **compared to existing on-premises middleware solutions.**”





“[Boomi] connects everything together really easily so every time we look at a project we don’t look at how we will build a link to something, we talk about how we plug Boomi in so it is automated secure and fast. It is changing the conversation.”





“Dell Boomi is doing to the integration industry what Salesforce did to the CRM industry 10 years ago.”



GRANA

“Boomi gives us a better understanding of customers across the globe, equipping us to execute a strategy that meets their constantly evolving purchasing habits and expectations.”



Move, Manage, and Govern Data Automatically

**Automate
business
processes
across apps**

**Integrate any
combination of
apps / data**

**Real-time,
bi-directional**

**Implement in
days or weeks,
not months**

www.boomi.com



Boomi





Boomi

adaptiv