

# Fit For Future

# With Alfresco Enterprise

## September 2014

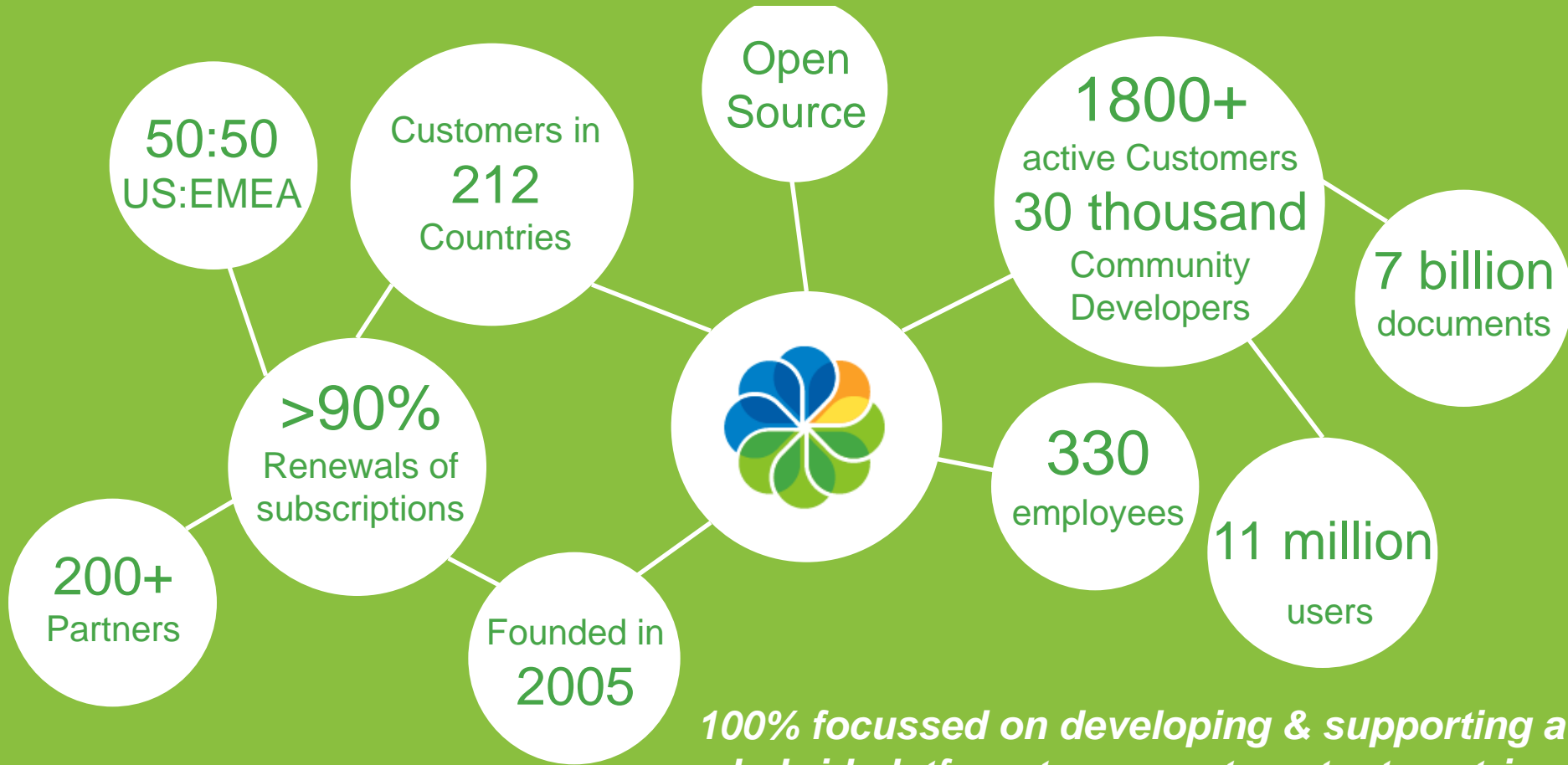
Marko Berkovic

*Manager, East Europe & Russia*



Alfresco® Simple + Smart™

# Alfresco today...



*100% focussed on developing & supporting a hybrid platform to support content centric business critical applications*

San Mateo

Atlanta

London



Maidenhead

Sydney

Japan

# What?

A content management platform that is simple to.....

- ..Implement
- ..Configure
- ..Integrate
- ..Use

Simple



*"In less than a calendar month, Scania implemented an Alfresco Document Management & Collaboration solution for 5,000 users and migrated 200,000 documents from a legacy solution. We are very pleased with our new document collaboration solution supporting our knowledge workers."*

Niclas Lillman – Manager Core Collaboration Services, Scania

# What?

A business process management platform that is.....

- ..Configurable
- ..Easy to Integrate
- ..Robust
- ..Secure
- ..Compliant

Simple



Smart

*“Data and document management is a significant challenge. With over 300 applications containing structured and unstructured data that needs to be instantly accessible to officers, Hampshire alone has over 26TB of body worn video. With new digital initiatives and further integration with Thames Valley Police on the horizon, we knew the information burden would continue to grow.”*

Christina Xavier-Thomas - Applications & Data Architect Hampshire Constabulary

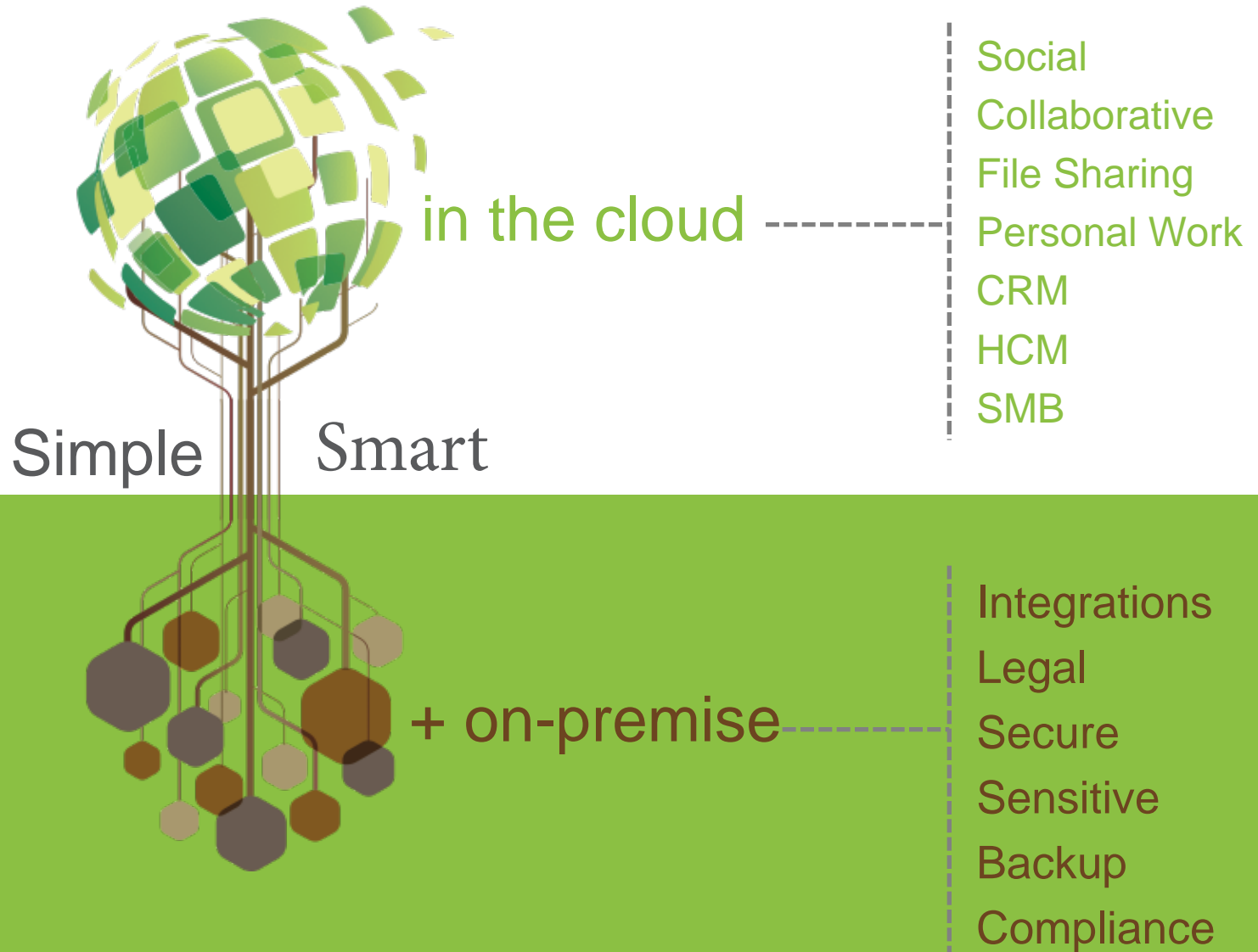
# What?

Simple



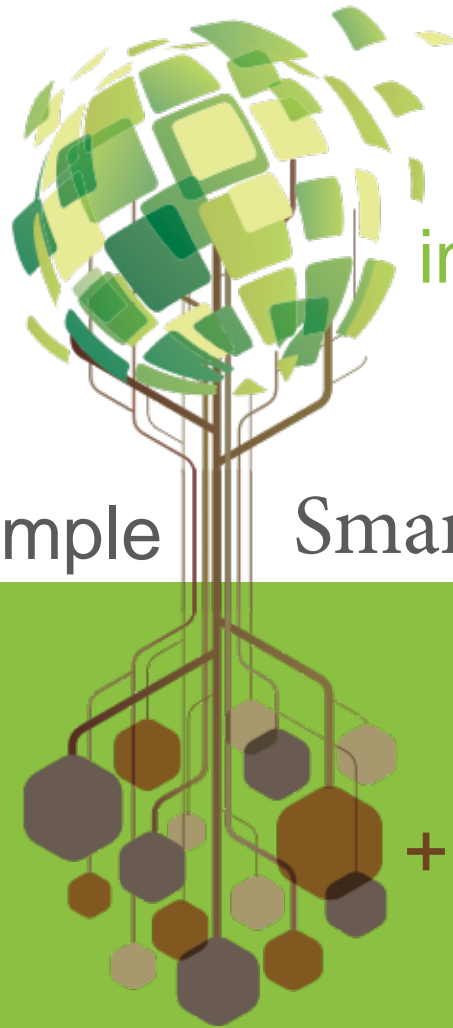
Smart

# What?



# Why?

Designed to satisfy the requirements of today's market



in the cloud

**20%**

Cloud Only

- Social
- Collaborative
- File Sharing
- Personal Work
- CRM
- HCM
- SMB

**60%**

Hybrid Requirement

+ on-premise

**20%**

On-Premise Only

- Integrations
- Legal
- Secure
- Sensitive
- Backup
- Compliance



Mobile

# Why?

Designed to satisfy the requirements of today's market



in the cloud

Simple

Smart

## Open Source

Our developer community accelerates pace of innovation and robustness of product



+ on-premise



# Why?

Designed to satisfy the requirements of today's market



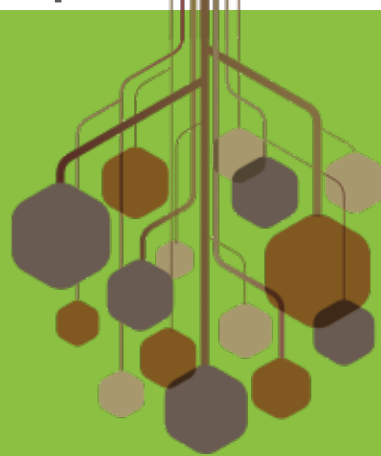
in the cloud

Simple

Smart

## Open Standards

Ease of Integration & Customisation  
Ensures agility & lower TCO



+ on-premise

# Alfresco Evolution

## • 2005-2009

### + Positioning

- Open Source

### + Primary Interest

- Developer Community

### + Primary Market

- Predominantly SME's

### + Competition

- Dismissive

## • 2010-2013

### + Positioning

- Lightweight ECM

### + Primary Interest

- Visionary IT managers

### + Primary Market

- Mid size, SME's

### + Competition

- Concerned

## • 2014-2016

### + Positioning

- World class ECM

### + Primary Interest

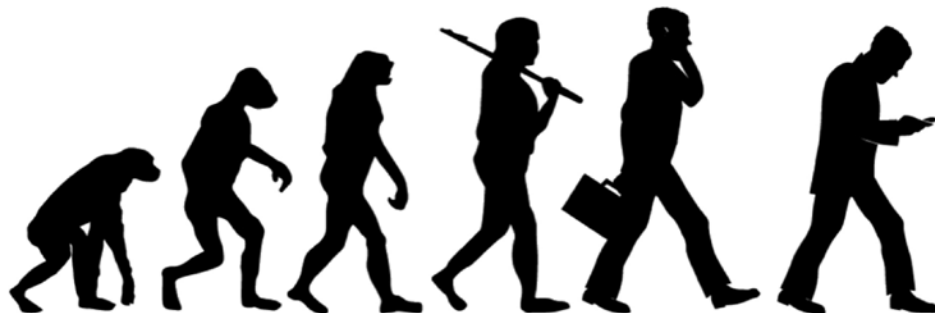
- Business Owners

### + Primary Market

- Enterprise, Mid, SME

### + Competition

- Terrified



Alfresco® Simple + Smart™

# Alfresco in information intensive industries



Government &  
Intelligence



Banking &  
Insurance



Manufacturing



Media &  
Publishing



High Tech

# Alfresco Customers

## Government



## Finance



## Media & Entertainment



## Software



## Pharma & Healthcare



## Travel & Logistics



## Education



## Manufacturing





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