ALANTRA intechnica.

From innovation to exit

How best to leverage the power of tech to maximise shareholder value

#innovationtoexit



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"Technology is business critical now more than ever. During this continued period of digital disruption, businesses across the market are seeking to enhance core capabilities and extend offerings to remain competitive."

Many companies know that they need to innovate and are genuinely committed to doing so.

But that commitment doesn't mean they are finding it easy. Some are struggling to execute. Some are struggling to keep up.

- Introductions
- Context
- Innovation
- Valuation Multipliers
- Leadership Excellence

Introductions













YELLOW

PAGES















howz























⇔ GOV.UK











Wayra.









I am a builder of ventures, products, and brands;

an agent for mass adoption;

a deliverer of career best performance



Context





There has never been a better time to be alive



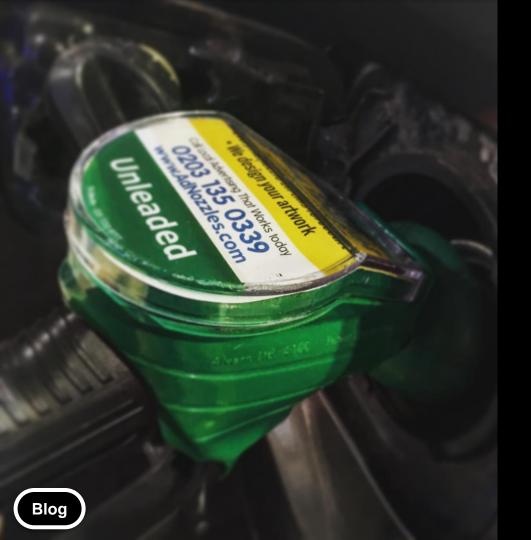


Digital = Disruption

Businesses both big and small are struggling to keep up









The next disrupted industry?

All of them

Say goodbye to bad:

- Detrimental to health
- Detrimental to the environment
- Dependent on the processing of paper
- Dependent on waiting or queuing

STUCK

STUCK operating within self imposed constraints



STUCK in need

of preserving the

STUCK because there

STUCK because of fear of failure



STUCK with a lack of intuition



too much revenue from new ventures



STUCK investing proportionate to revenue not the opportunity



STUCK in an analogue paradigm



STUCK demanding











Innovation



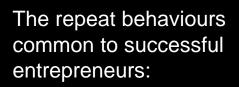
The Megatrend Megatrend



- Obesity
- Ageing Society
- The amount of plastic pollution in the world's oceans
- Computer processing power
- Electronic/cashless payments
- Freelance working
- The number of knowledge intensive businesses
- The earlier detection of diseases
- The application of Artificial Intelligence
- Global warming
- Superfast ubiquitous connectivity
- Multiple careers
- Veganism

- Mental health issues
- Renewal energy
- Scooters
- Electrification of cars
- Driver automation
- Side-hustles
- 24/7 the decline of the working week
- Understanding the human biome
- The use of DC electricity
- Systematic elimination of human error
- In ear technology
- Self diagnosis
- Taller toilets





Know what problem you are solving





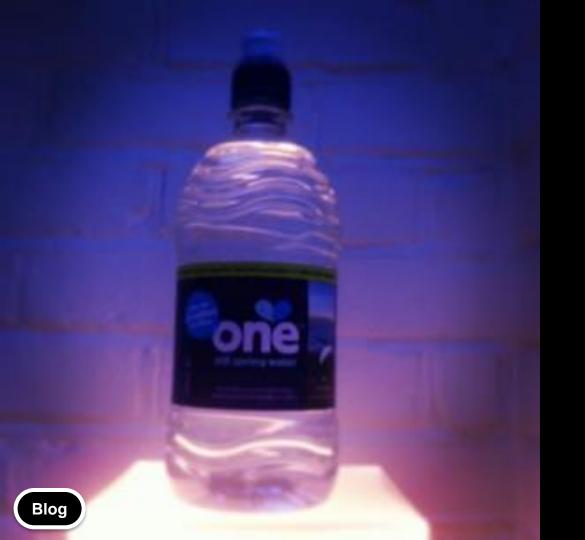
We live in an era of accelerated extinction



We can choose what next to eliminate:

- Obesity
- Food of poor nutritional value
- Noise pollution from planes
- Pumping sewage in the sea / Thames
- Energy loss from the national grid
- Repeat offending / custodial sentences
- Unintended loneliness
- Smoking (even though I want a cigar)
- Fifth generational unemployment
- Carbon
- Frail memories
- Delayed / cancelled trains
- Wasted radio spectrum

- Road deaths
- Inconsistent internet connectivity
- Town dereliction
- Rush hour
- Traffic jams
- Poorly insulated buildings
- Telegraph posts
- Closed ticket barriers at train stations
- Elderly people dying alone
- Photocopiers
- Human error





What's your "it's not right"?



Focus

The MPA



Valuation multipliers





The eighths





Be remarkable



Sales are not a future event

The selling starts NOW

Leadership excellence

The rise of the [metaphorically] two-footed CEO:



Struggling with how best to keep the lights on in the legacy business, and maintain established revenues...



whilst simultaneously reinventing the business for tomorrow



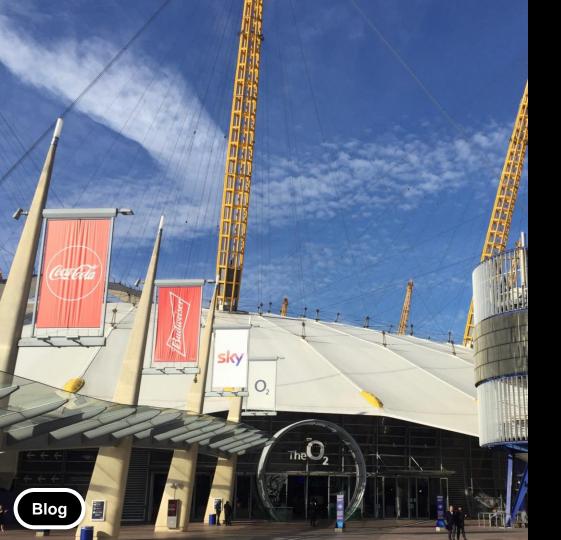


Fear has no place in the workplace



Eliminate doubt







The four D's of exceptional leaders:

- Decisive
- Definitive
- Directive
- Declarative





Great leaders don't tell people what to do





TALL MAN BUSINESS

Thank you

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