



Anton Steurer

Board Member of Plattform V



Patrik Raudaschl

Senior Data Scientist
at Ivoclar Group



Mathias Breier

CFO at 21.finance



The path from **idea** to **collaboration**

Co-creation is a trusting way to share the
extensive knowledge beyond the box.

"The Tech Acceleration Hub"

Who the fuck is Plattform V?

- Our world is changing at breakneck speed. Markets demand innovations in rapidly successive cycles. Plattform V networks companies and their active employees in the region for projects. Within the framework of master classes, workshops and new formats, the companies open up their culture of innovation and work beyond their own company boundaries on new business models and problem solutions. These collaborations open up new perspectives and create new and concrete value for users. Many companies in our region deal with the same problems independently of each other. With the result that neither side can reap the benefits of shared knowledge. A network with access to knowledge and technology, thinking spaces for creative work combine traditional values and entrepreneurial thinking. Plattform V is the nucleus for open innovation and disruptive action.

Collaboration

Manage Community STRATEGY Task UNION PEOPLE GROUP Association HELP GOAL BUSINESS Cooperation Companies Management Learning SKILLS Knowledge COLLABORATIVE STRATEGY PARTICIPATION Intra-organization

Joint effort Alliance PARTNER Solutions Organizations COMMUNICATION GROUPS Process Together Project SUCCESS WORKING TOGETHER Management Team IDEAS Problem solving PARTNERSHIP

What we know



Over 40%

of skilled workers are fundamentally willing to change jobs.



The competition

for talent/professionals has long started. Advice on how companies are now retaining and attracting the right employees seems to have little effect.



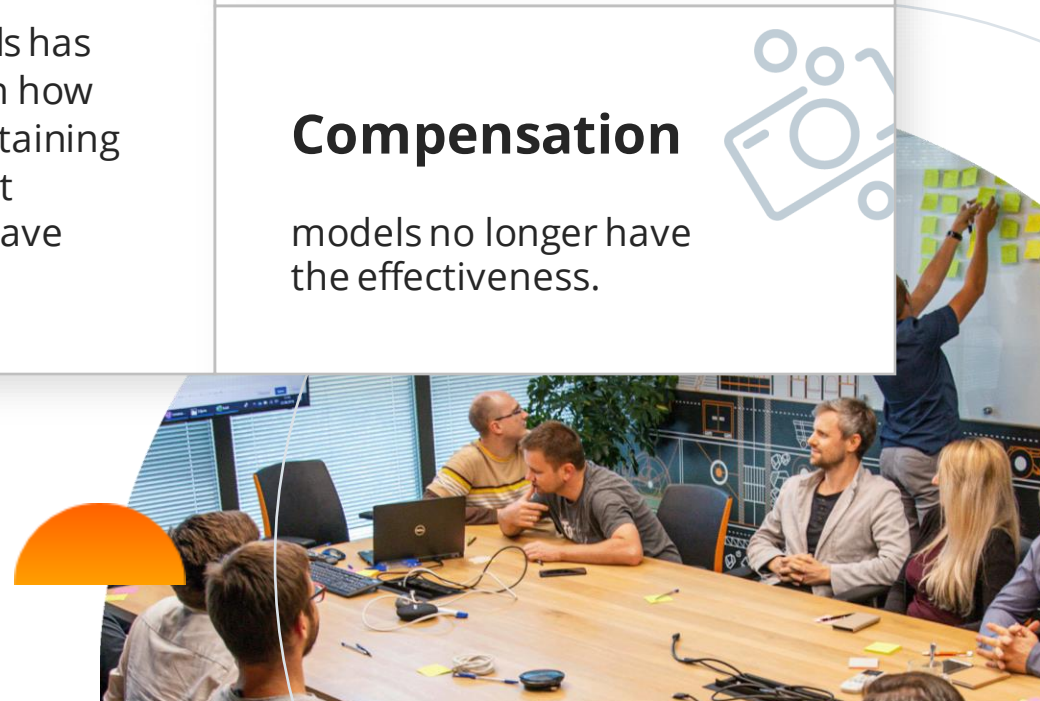
Scarcity

drives the wage spiral.



Compensation

models no longer have the effectiveness.



Few facts

Did you know...

that there is a shortage of over 24,000 IT specialists in Austria?

SOURCE:

<https://oesterreich.orf.at/stories/3084920/>

While the number of

qualified IT workers has increased by 7.1% in 2019, the demand for IT skills is predicted to rise by more than 10% in the following years.

SOURCE: <https://www.cbi.eu/market-information/outsourcing-itobpo/software-development-services/market-potential>

DACH countries...

are among the regions with the highest technological shortage. Austria, after Luxembourg, was the second when it comes to difficulties in filling IT vacancies

SOURCE: <https://www.cbi.eu/market-information/outsourcing/trade-statistics>





Few facts

77% of German...

enterprises prefer nearshoring software development to Europe

SOURCE: <https://www.cbi.eu/market-information/outsourcing/trade-statistics>

which is by far the most popular

73% and 70% of German...

73% and 70% of German and Swiss respondents respectively stated that they're planning to outsource at the same amount or more

The companies cite scalability, innovation, and cost reduction as the main reasons.

SOURCE: <https://whitelane.com/switzerland-2020/>



7 disruptive trends required the companies talent and organisational preparedness

7 Global disruptive trends



Increased customer expectations

There is an increasing demand for user experience, new ways of interacting with banks and new products (hyper-personalisation, cognitive assistants, 24x7 operation).



New business models

The competitive landscape is changing with the entry of non-bank competitors (Bigtechs and Fintechs).



Data Analytics

Leverage the proliferation of data and new analytical capabilities to identify new solutions and business opportunities.



New technologies

As a basis for the transformation of the business and the way it operates internally (Cloud, AI, RPA, blockchain).



New regulations

Regulation is increasing globally (e.g. Basel III, GDPR, consumer protection, PSD2).



Non-financial risks

Increasing relevance of various types of risks (eg. Cyber-risk, model risk).



New ways of working

Adoption of new ways of working and demand for new skills.



Understand changes taking place in society, markets and customer habits



Vision and culture



Organisational model



People development



Value proposition



Innovation and digitalisation

A new client with "superpowers"



What to do?

- Focus on scalability
- Look for cost-effectiveness
- Enhance productivity
- Save time
- Innovate
- Flexibility
- Digital Transformation
- Disruption



Skills we need

- Know-How Transfer and Innovation
- Manpower
- Teamwork Cooperation
- Performance Increase
- Compensation Management
- Think out of the box



Future Processing

... is the entry point to facilitate access to the network

SoDA is an association of Polish technology companies.

Our mission is to **integrate and develop the Polish IT industry**. We represent its interests and promote Polish software locally and worldwide.

An IT community to **develop networking and knowledge sharing** between member companies.

01 ABOUT IDEAS NCBR

MISSION AND VISION

MISSION

We create innovations in the field of artificial intelligence that make a difference.

VISION

The creation the largest innovation centre in the field of artificial intelligence and digital economy in Poland, which will be a platform connecting the business and academic environment, as well as a place to educate the

best specialists in this field. We want the solutions developed at **IDEAS NCBR** to have a positive impact on the economy and society and find practical application in the future.

SoDA in numbers

2018

Start date

10

Founding members

208

Registered members

50 000

Developers and Designers

25

Cities

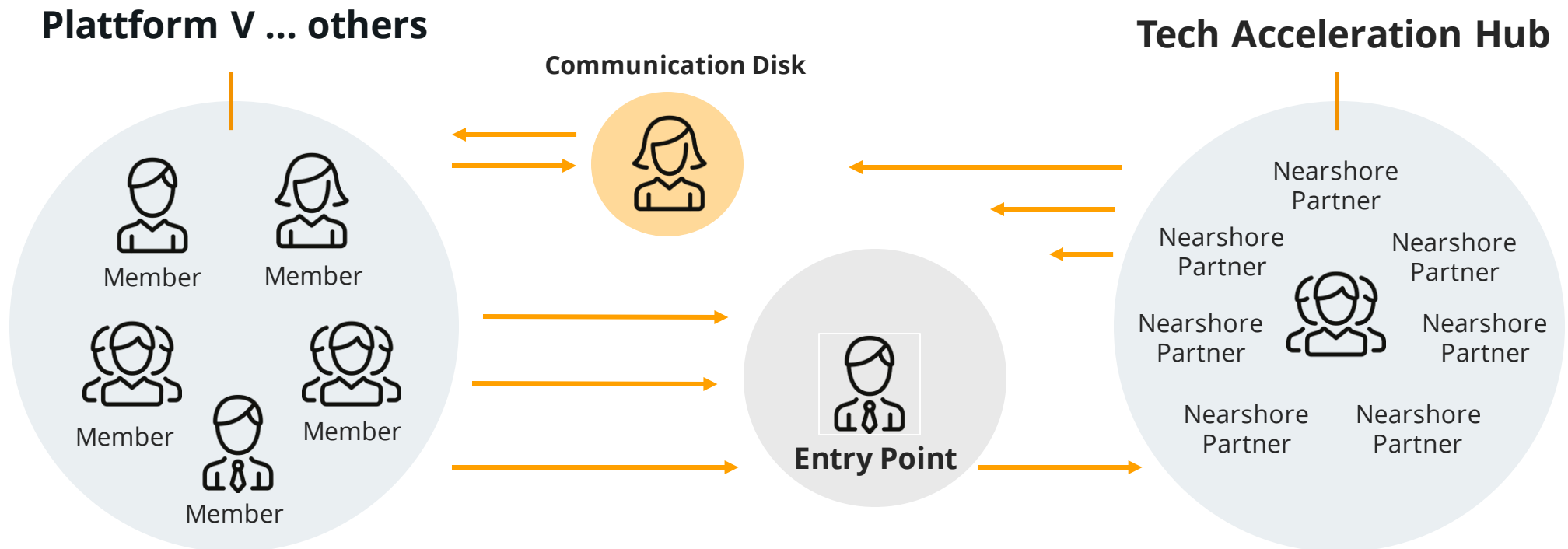
+5.5B

Why DACH companies choose to nearshore software development to Europe?

1. **Similar values and work culture** – highly qualified employees from the nearby EU countries will share your idea of professionalism, punctuality and work methodology
2. **Common language** – the lingua franca in software development is English but in regions bordering German-speaking countries, you will often find nearshoring partners with whom you can easily communicate in German
3. **Price-performance ratio** – salaries and living costs are still significantly lower in Poland than in Germany or Switzerland, for example, where developers' labour costs range from 2.5 to 4.5 times higher e.g. some cities in EU have a cost of living that is 40% lower than that of Silicon Valley - nearshoring can save costs without sacrificing quality
4. **Same time zone** – little physical distance between the teams, easily arranged face-to-face meetings at your site or at your nearshoring partner's premises
5. **Data protection** – EU nearshoring offers not only legal security and smooth accounting and banking services. The crucial topic of data protection is also legally covered equally in all EU countries

How it works

"The Tech Acceleration Hub"



THANKS

..... build your own group in collaboration with LSZ

- <https://www.plattform-v.io>
- <https://www.future-processing.com> Entry Point Tech Acceleration Hub
- ppustelnik@future-processing.com (Pawel Pustelnik) CEO future processing and
Board Member SODA
- Adam.mirowski@future-processing.com
- antonsteurer.consulting@outlook.com Board Member Plattform V
phone: 0043 664 8293952