



CURRENT LEADERSHIP



PAST LEADERSHIP



FORMAL EDUCATION



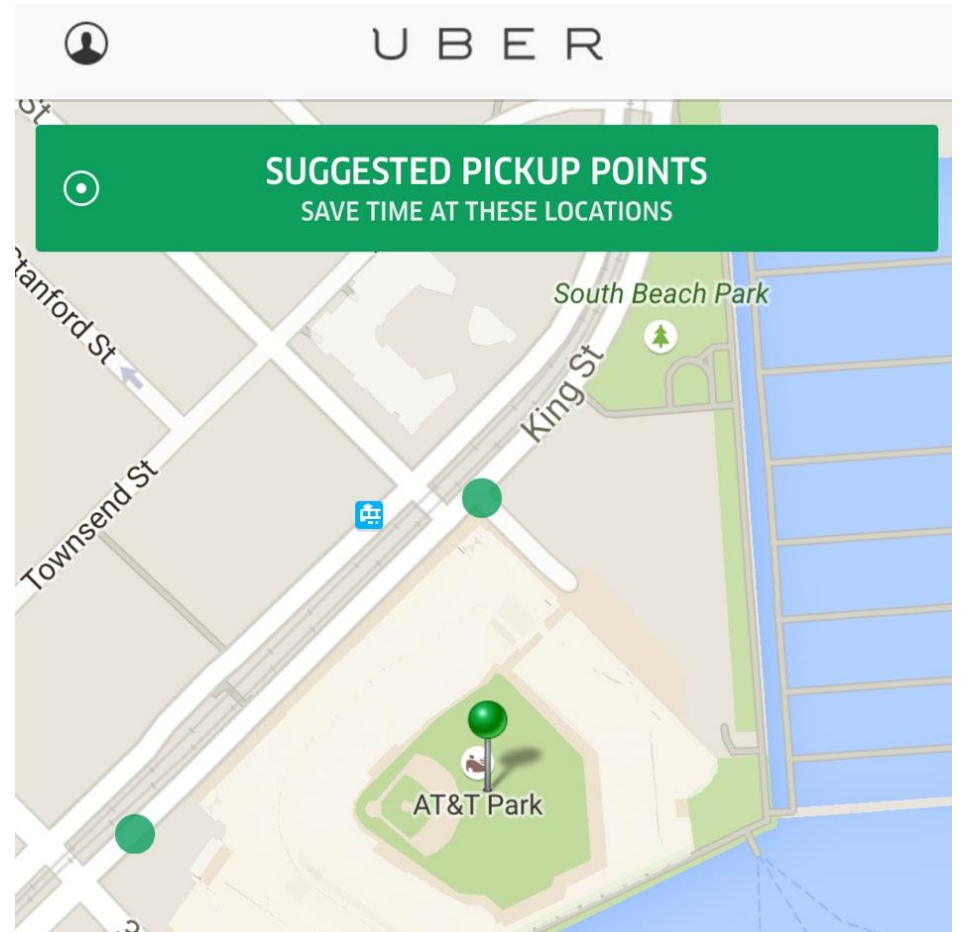
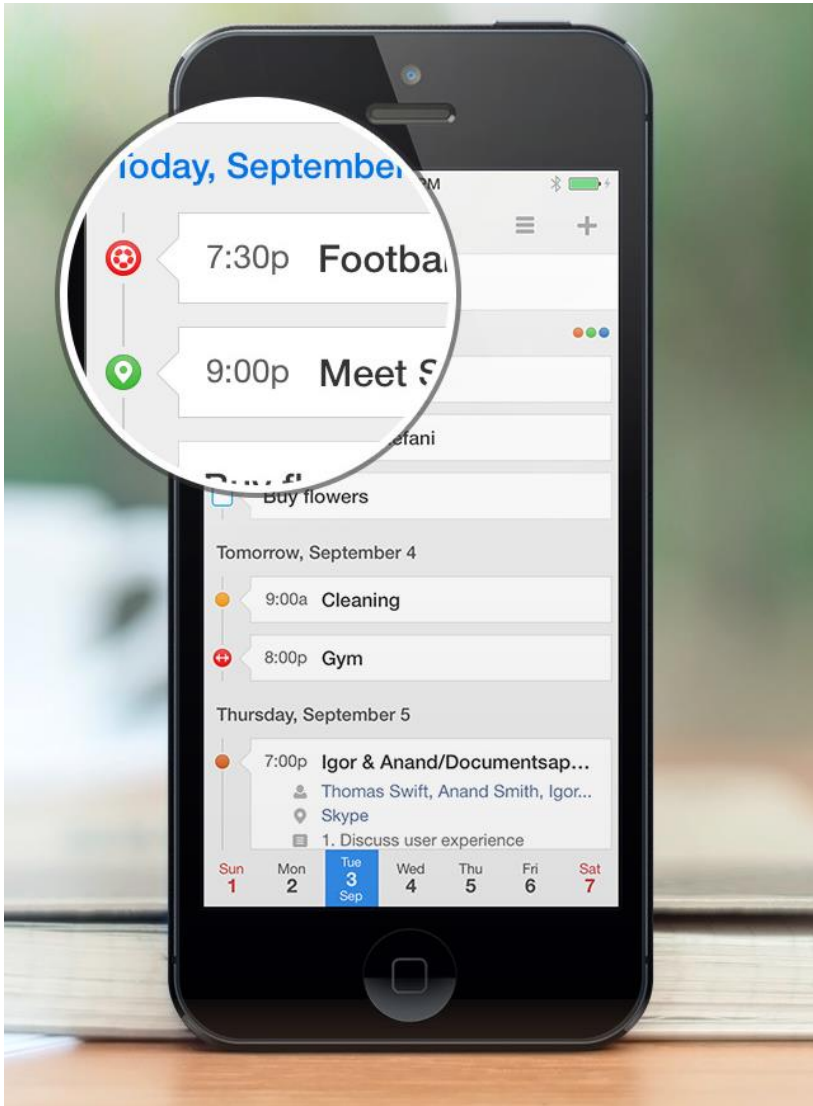


A GLIMPS INTO THE FUTURE











THE FUTURE IS ALREADY HERE

3.65B → 20.3B



54%



CONNECTED STUFF



CONNECTED STUFF

“34” BILLION



We are living and competing in a world that is unlike any environment in which we have before and our leaders have not ever led in an environment like this.



In 2020 the average person will have more daily conversations with Bots than their spouse. (Gartner)



50% of the world's population is under the age of 30. (Euromonitor)



80% of mobile consumption is video based (Cisco)



1 in 3 people would rather give up sex than their phone. (New Theory)



By 2025 there will be 34B active connected devices and IoT devices are growing at a CAGR of 17% (IoT Analytics)



More people own a mobile device than own a toothbrush (Hubspot)

All of these factors are driving significant amounts of Product In Use Data, and firms need to move, store, and analyze it to compete.



- 16 Million Text message sent...every minutes!
- 2.5 quintillion bytes of data are created EVERY DAY.
- IoT is driving a massive increase in pace of creation - In the last 2 years 90 percent of the worlds data was created.
- There are 5 Billion searches made daily, and voice searches are up 35x year over year.

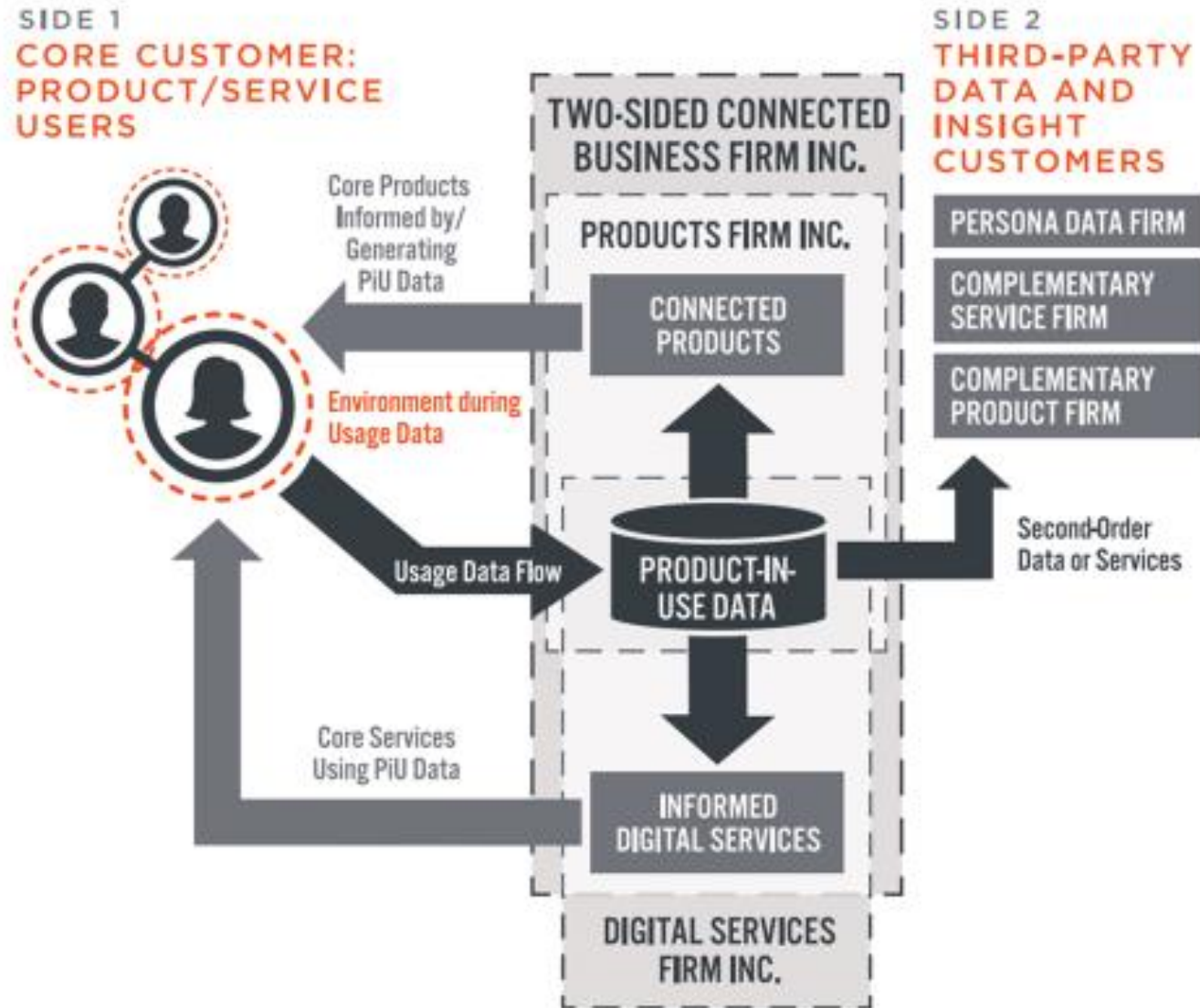
OUR WORRY: TOO FEW LEADERS ARE PREPARED TO COMPETE IN THE CONNECTING WORLD

KNOW YOUR BUSINESS





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THINK BIG!

We are competing in a connecting world

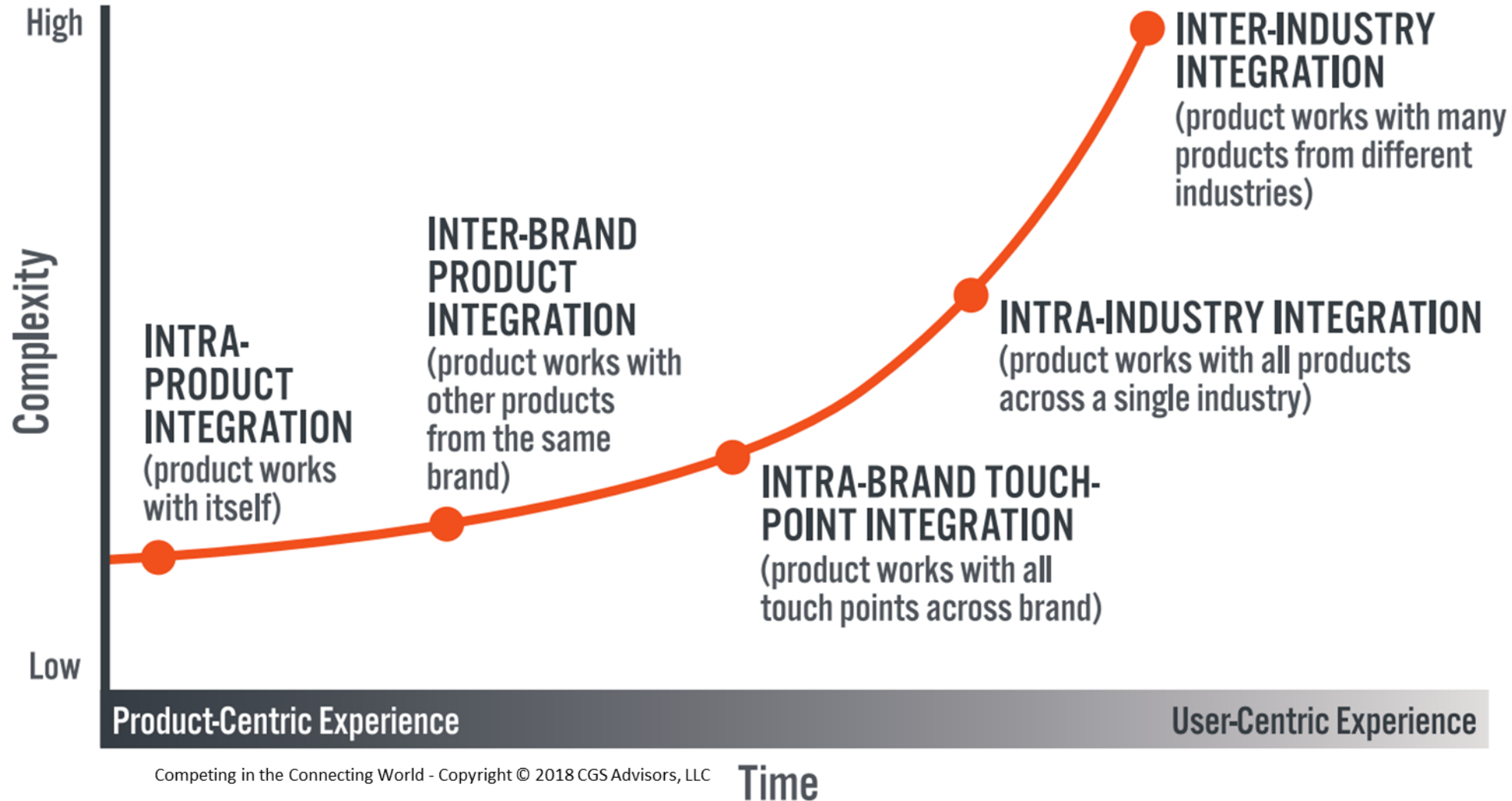


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- **Every Thing Becomes EVERYTHING**
- **A New Model for Human Consumption**
- **An Autonomous integration of products and services to create seamless life experiences for humans**

> 50%

PROGRESSION OF INTEGRATION IN THE CONNECTED ERA

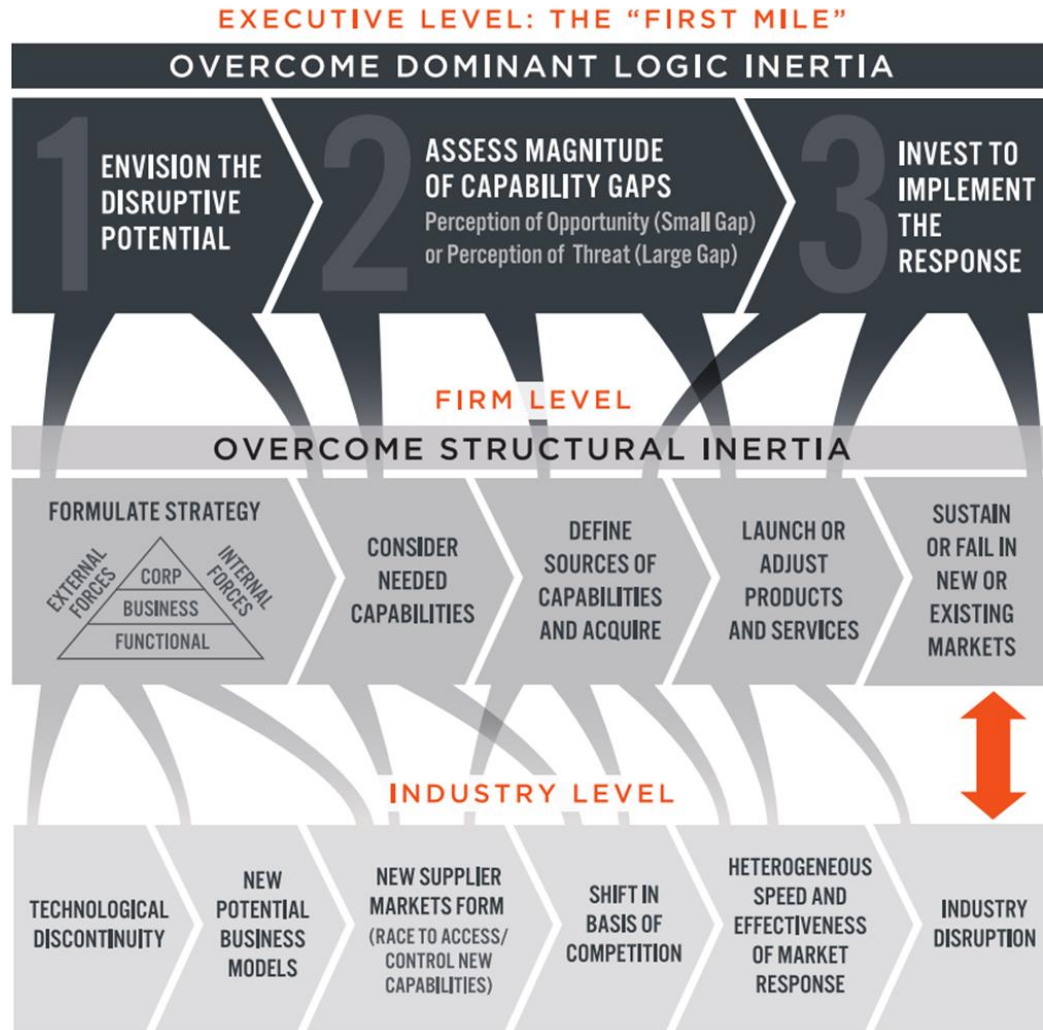


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Time

UNDERSTAND THE JOURNEY

The secret to competing in the connecting world is getting started: The Transformation First Mile Framework



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- Technological discontinuity always leads to industry disruption.
- Firms need to transform by gaining needed capabilities and divesting of unneeded ones
- Leaders must overcome inertia in order to succeed

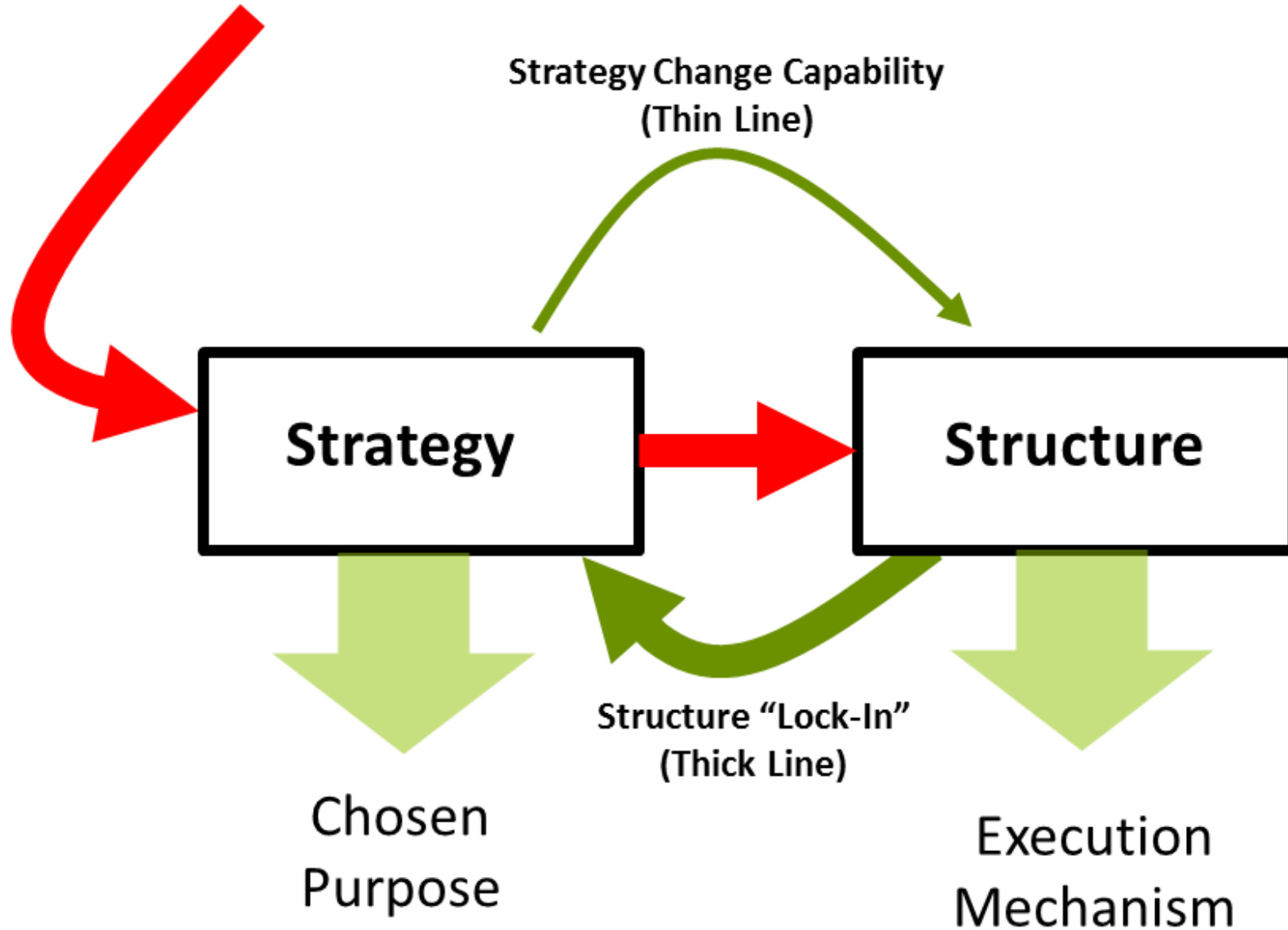
SPEED MATTERS



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Founders Intention



DOING THE DANCE YOU KNOW

YOU CAN LEARN A LOT FROM A FROG



WILLFULLY BLIND



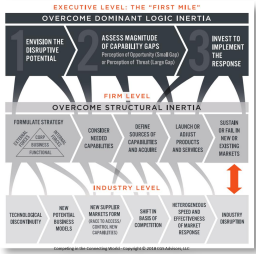
BE BRAVE!



Know Your Business



Think Big – Ecosystem Relevance



Understand your Client's Transformation



Be Brave, Lead with No Regrets



MY CHALLENGE FOR YOU FOR TOMORROW...



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MY CHALLENGE FOR YOU FOR TOMORROW...



BEST-SELLING BUSINESS LEADERSHIP BOOK

NEW TECHNOLOGIES HAVE EMERGED.
YOUR INDUSTRY IS BEING DISRUPTED.
THE TIME TO TRANSFORM IS NOW.

“A rare book that artfully weaves strategy,
operational execution, philosophy and psychology
together into a field guide for business disruptors.”
—Fortune 50 Officer



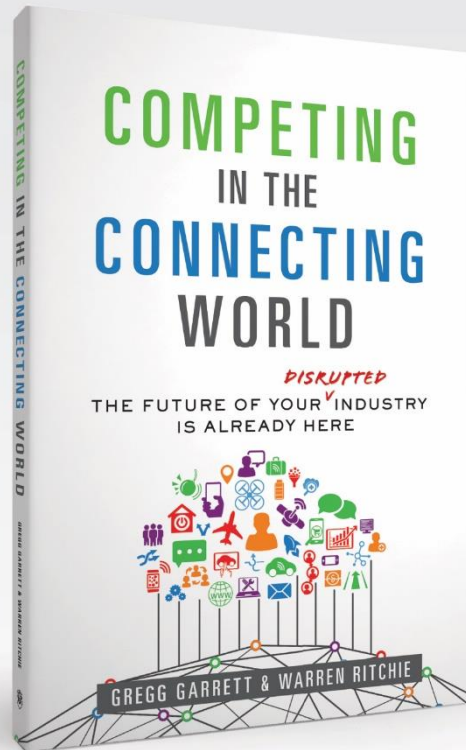
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*Tim McCabe - Former Officer and CIO,
Delphi Corporation*

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**YOUR INDUSTRY IS
BEING DISRUPTED.**

**YOUR FIRM MUST TRANSFORM
IN ORDER TO COMPETE.**

WE'RE HERE TO HELP.

CGS assists leaders envision the disruptive potential, assess the magnitude of their transformation, and bravely invest and act.



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