



Accelerate digital imperatives

Maximize the value of investments

March 23, 2022

Coronavirus
changed everything.



An unwanted wake up call.

COVID-19 momentarily paralyzed some, not all. Many are leapfrogging less nimble competitors by accelerating digital imperatives.



The pandemic was a **reality check** for businesses that have been reluctant to embrace digital transformation and now find themselves woefully unprepared.



Common threads.

Visionary leaders are doubling down on their digital transformation programs, seeking advantage in 5 critical areas.

Master efficiency.

Harness digital technologies to modernize operations and automate processes

Improve customer experience.

Enable 360 degrees of awareness to proactively uncover emerging needs

Optimize productivity.

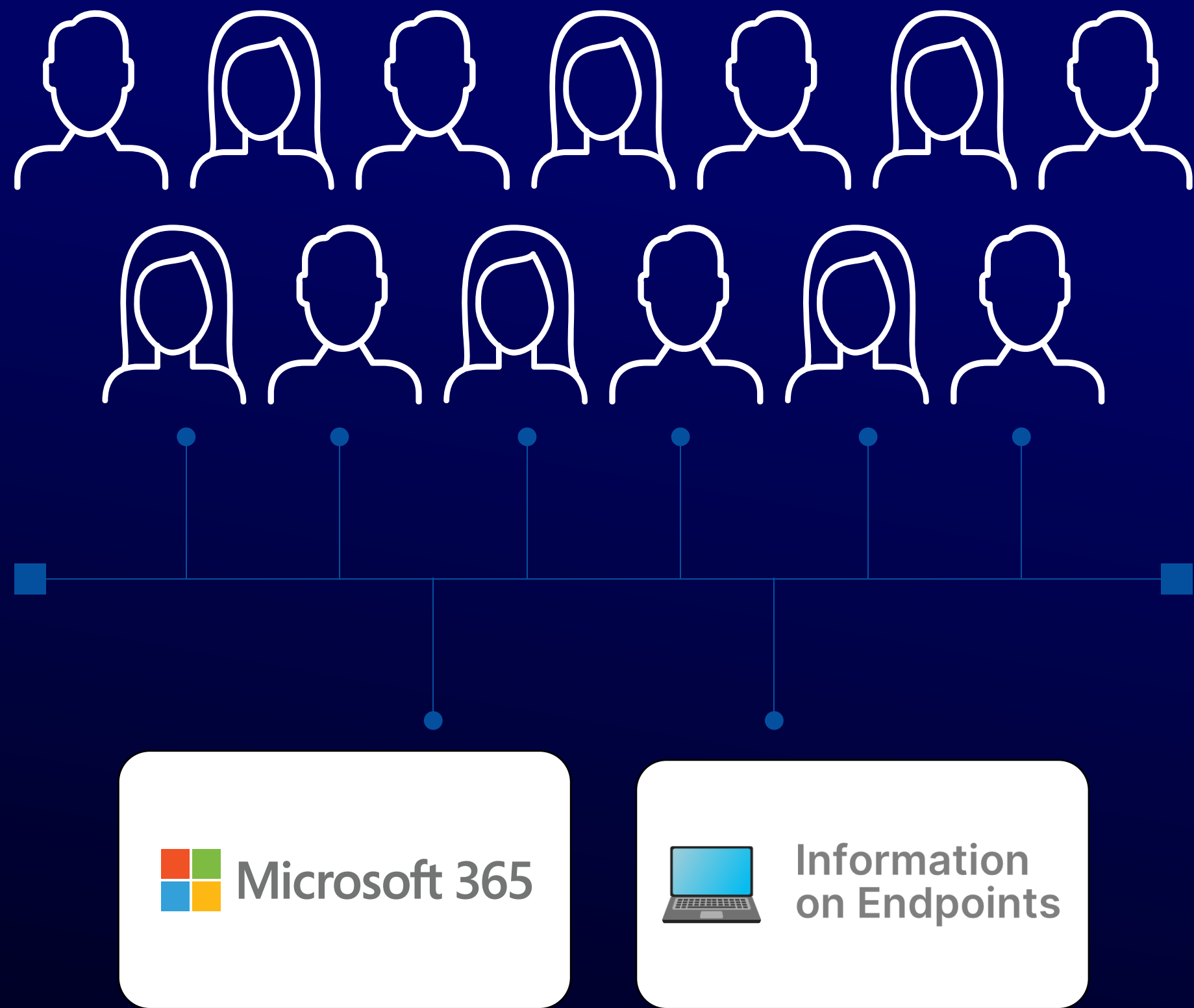
Streamline collaborative work with better tools to maximize workforce productivity

Increase agility.

Uncover insights to make better decisions and act on them faster

Bolster security.

Ensure resilience against all types of cyber threats

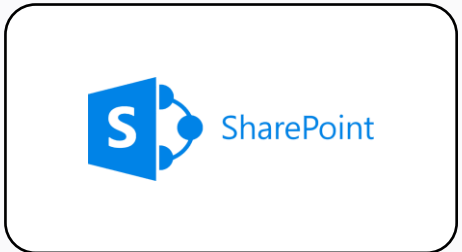
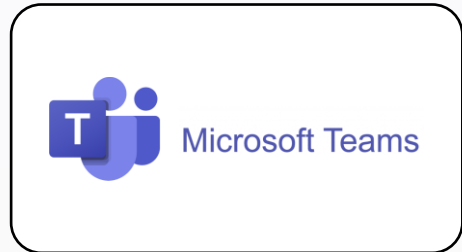
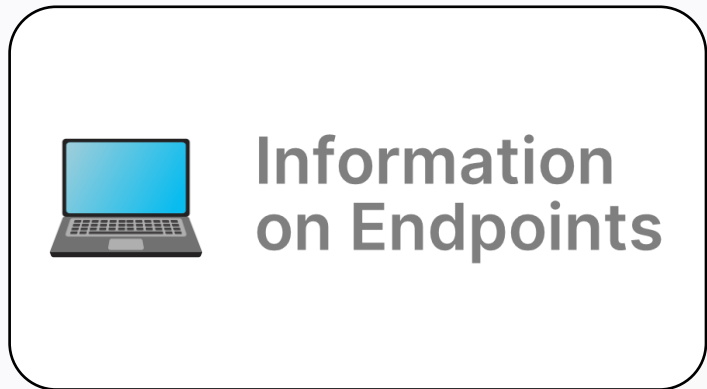


Your digital workplace.

Many organizations still allow users to store their individual and collaborative documents on their local drive or in the Microsoft 365 cloud.

Innovators
race to address gaps.





Critical information remains disconnected.

Digital workplace content needed by key enterprise systems is stored separately, without context or connection, impeding transformation to fully digital processes.



HCM



HCM



DISCOVERY



ERP



ERP



CRM



DPA



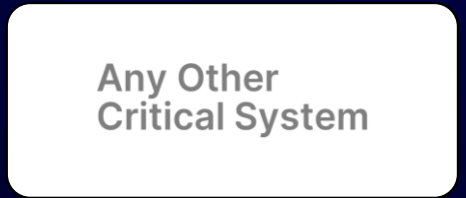
ERP



CRM



ENTERPRISE OPs



ENTERPRISE APPS

And other gaps persist.

Microsoft 365 streamlines the creation, modification, and sharing of documents, but has gaps that are commonly filled by Content Services vendors.

Information gets lost.

Confusing filing model in Teams and OneDrive / SharePoint Online causes rework

Compliance is compromised.

Only content in M365 can be managed, but you need more reach and intelligence

Collaboration extends beyond viewing.

Difficult to offer external, secure workspaces with workflow and e-signatures

Malicious activity never ceases.

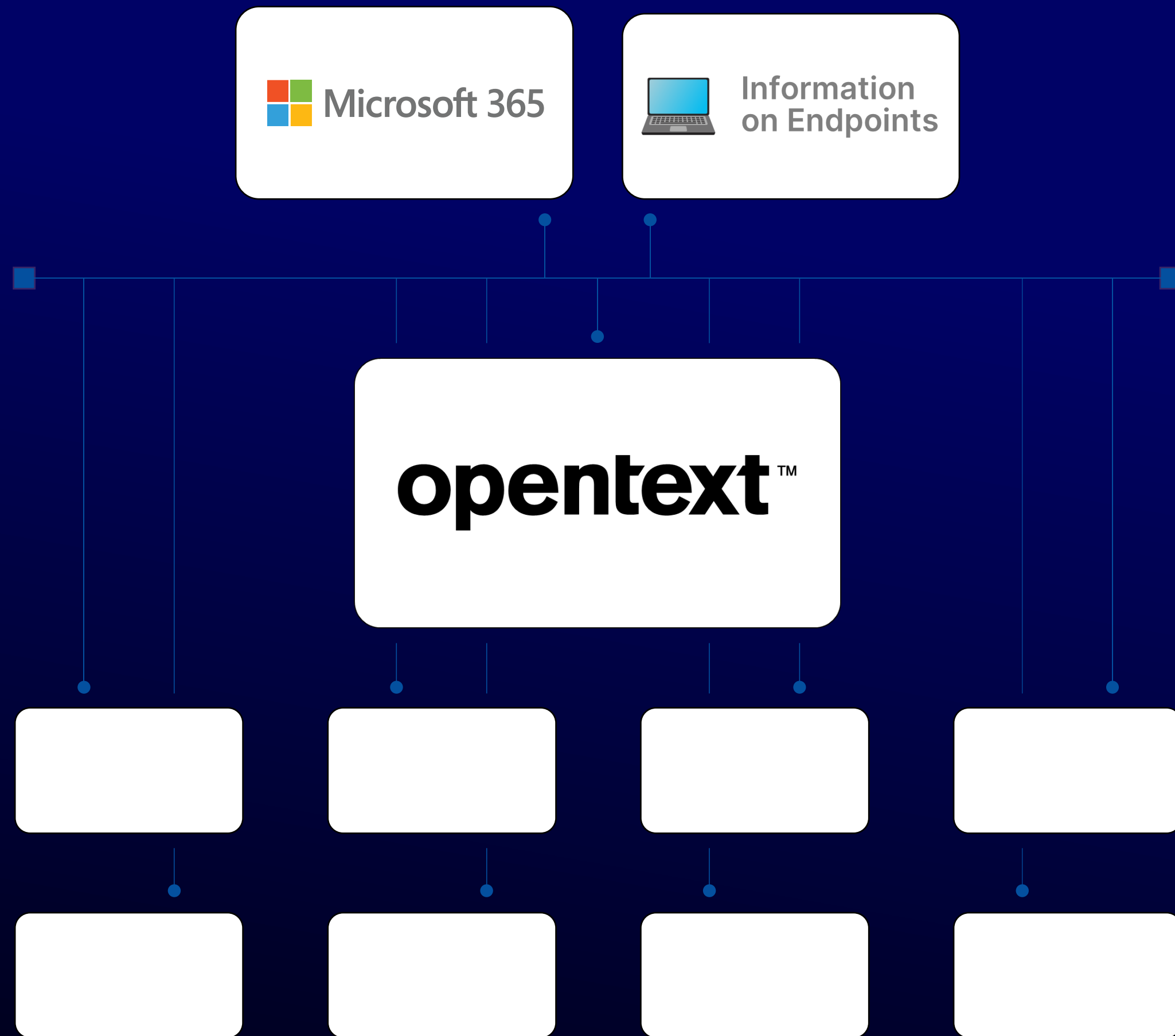
Lack of surgical control for recovery of information and IP exfiltration

Hidden costs will get you.

Filling gaps, integrating, and adding missing functionality inflates TCO over time

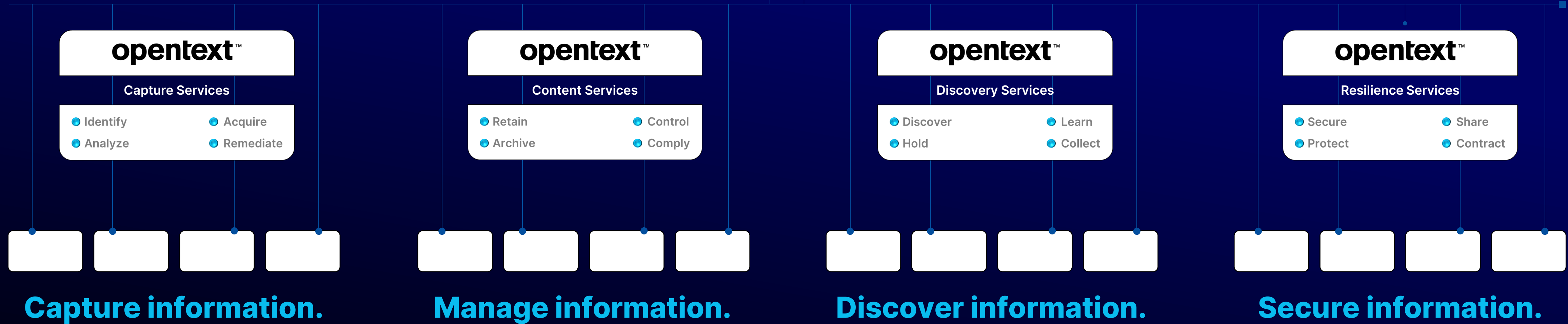
Fragmented processes impede transformation.

Critical processes lack the context of supporting information outside the application



Content Services add value.

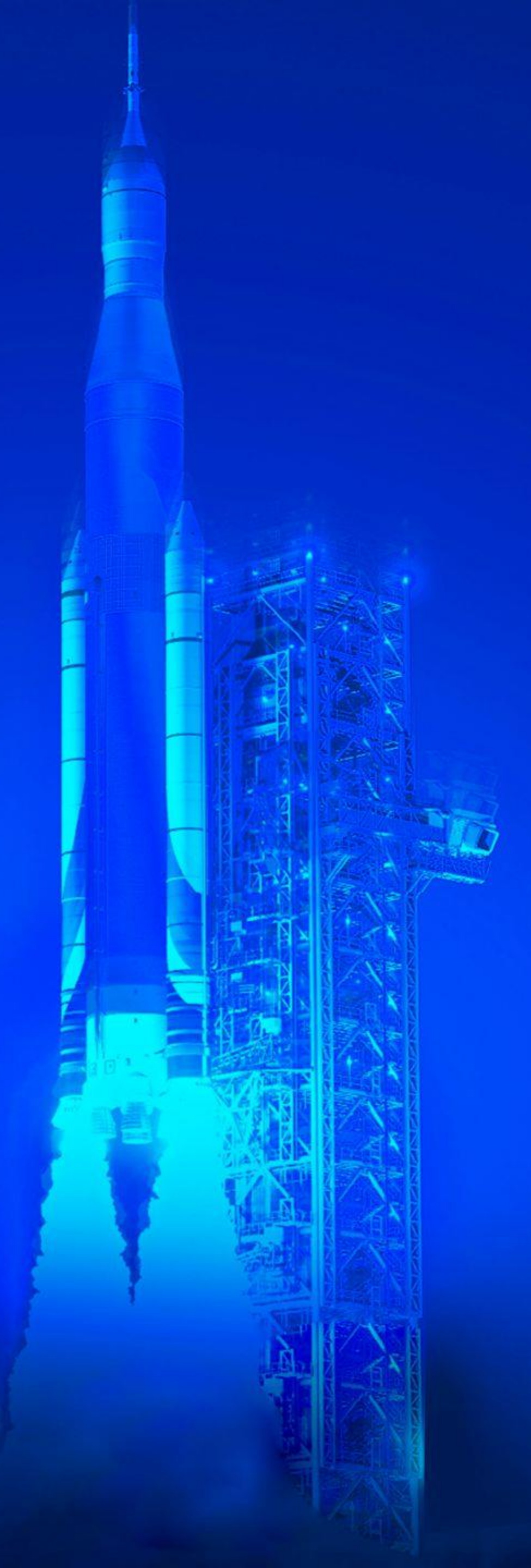
And plug many gaps, but departmental and rogue purchases of Content Services capabilities leads to fragmentation, security, accessibility, governance, and discovery challenges.

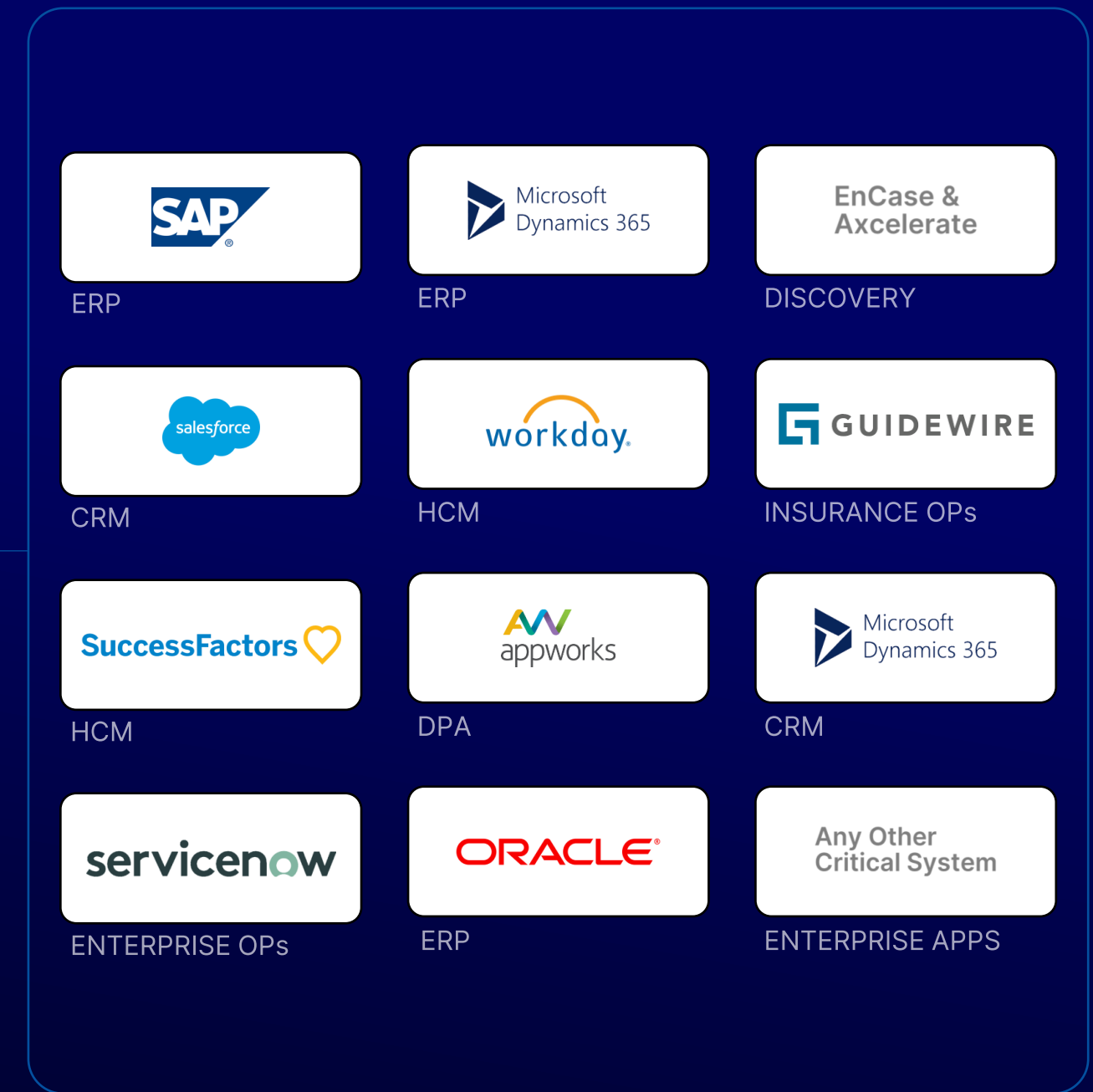
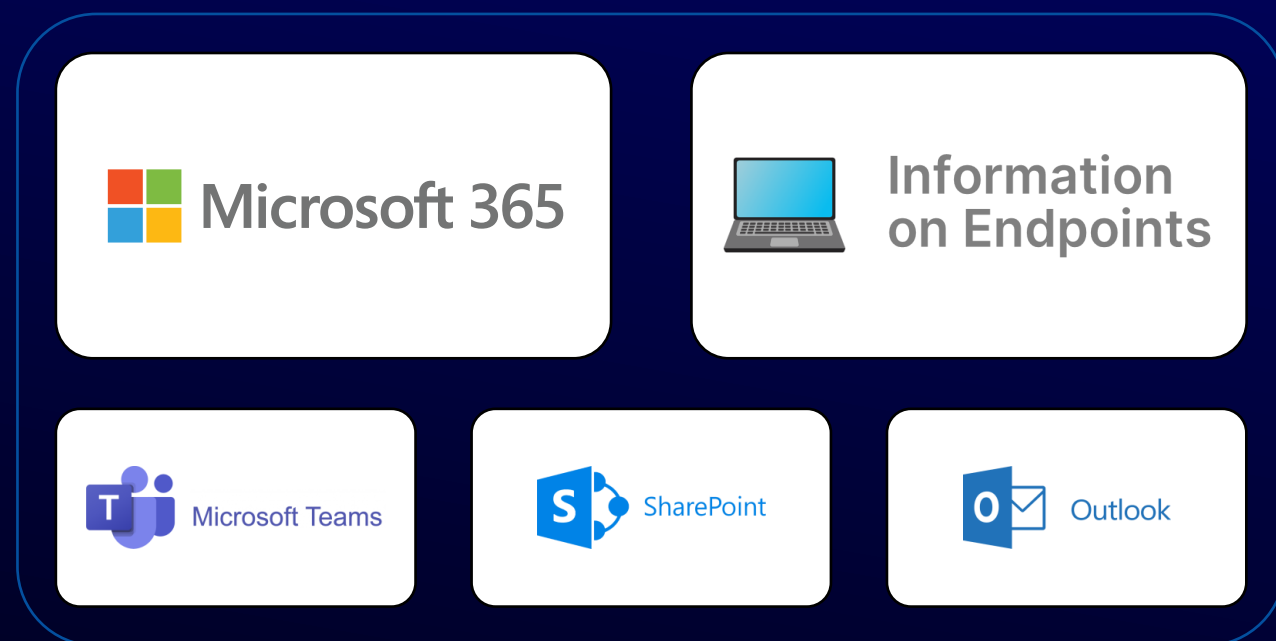


But additional services add complexity.

Attempting to derive maximum value from information, organizations procure information technology in multiple functional disciplines, creating vendor complexity and unnecessarily increasing TCO and long-term technical debt.

Accelerate
and amplify transformation.





Achieve total transformation.

With OpenText, work product is automatically surfaced, connected, and governed within the context of the business process or transaction it relates to, easily accessible within Enterprise Application UIs and Microsoft 365.

Meet every digital imperative.

Ensure competitive advantage in these uncertain times.

Connecting Digital Workplace content to structured and transactional processes maximizes speed, accuracy, and efficiency

Delivering information within the context of employees' work improves execution and satisfaction

Connecting collaborative work product to key systems and processes optimizes performance

Adapting to trends and overcoming adverse events faster than competitors expands revenue and market share

Optimize critical processes.

Eliminate nonessential spending.

Improve employee performance.

Enrich customer experiences.

Streamline collaborative work.

Increase strategic output.

Optimize structural agility.

Maximize information security.

Reducing information sprawl and vendors while decommissioning antiquated IT investments provides ongoing return

Elevating the voice of the customer by improving service and engagement levels protects and grows market share

Fueling processes with information improves cycle times, recovering effort and focus that can be leveraged for more strategic pursuits

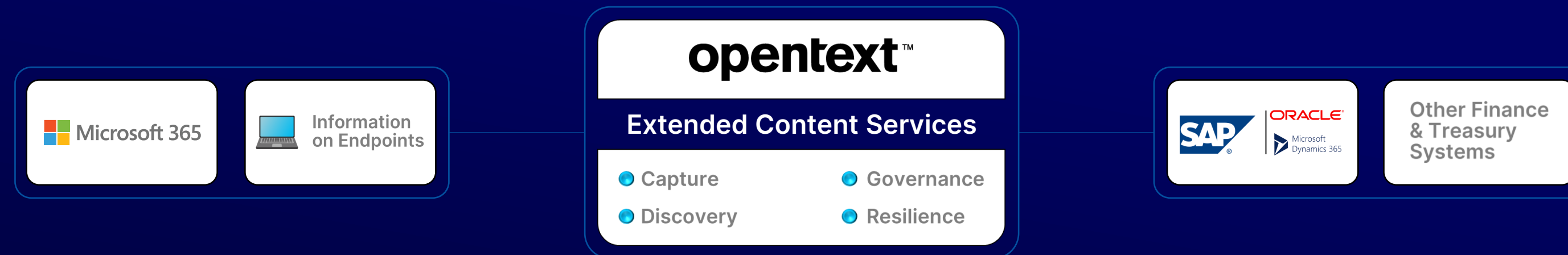
Eliminating breaches and reducing exfiltration of intellectual property reduces costs and protects brand reputation

Transform
and emerge victorious.



Key finance processes

- Forecasting & Budgeting
- Financial spreadsheets & Monitoring
- Treasury & Cash Management
- Inter-Company Balance Monitoring
- Insurance Policy Management
- Billings & Collections ('O2C')
- Procurement and Sourcing ('S2P')
- Sales and Use Tax Compliance
- Strategic Tax Planning & Provisioning
- Financial Statement Close Process
- SEC Compliance
- Accounting / Controllership
- Investor Relations
- Facility Management
- Internal Audit & Compliance



Supporting information to connect for improved outcomes

- Monthly rolling forecast spreadsheets
- Long term strategic forecast spreadsheets
- Capex spreadsheets
- Monthly P&L variance spreadsheets
- Variable compensation plan performance
- Daily global cash balance reports
- Investment reports
- Debt covenant compliance reports
- Daily cash flow forecasting spreadsheets
- Working capital spreadsheets reports
- Credit card activity reports
- WACC calculation
- Capital planning & deployment workbooks
- Long term debt schedule
- Interest expense forecast spreadsheets
- Intercompany step plan
- Interest calcs for intercompany loans
- Active insurance policy lists
- Claim loss run reports
- Billing & collections forecast spreadsheets
- Customer master data
- Dispute management spreadsheet / report
- Collection statement runs
- Customer communications
- Open payables & PO reports
- GST / VAT tax forms & calculation
- Tax authority communication letters
- Org structure spreadsheets spreadsheets
- Tax audit spreadsheets
- Monthly tax provision working docs
- Balance sheet reconciliations
- FS close checklists
- Annual ASC 606 fair value studies
- Customer contracts summary spreadsheets
- Accounting memos
- SEC 10K, 10Q filing documents
- Investor communications
- Facility listing & asset spreadsheets
- Tenant incentive, CAM calculations
- Compliance sign-off listing
- Standard operating procedures
- KPI & performance reports & presentations
- A&A approval emails and documents
- Customer correspondence
- And many more...

Transform finance for the CFO

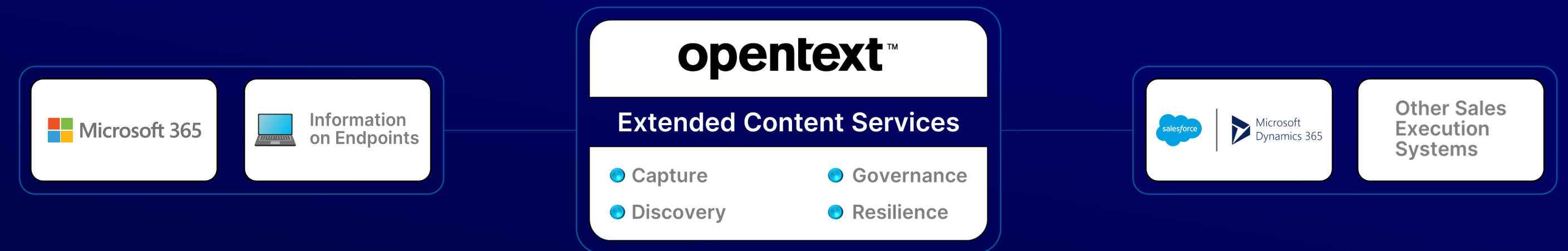
Bridging the gap increases revenue, reduces costs, and improves capital efficiency.

Transform GTM for the CRO.

Bridging the gap enables a 360° view that reduces sales cycles and increases revenue.

Key Sales and go-to-market processes

- Account and territory planning
- Forecasting and strategic planning
- Prospecting and qualification
- Discover needs and nurture
- Evaluate, develop, and present solution
- Quoting, approvals, and proposals
- Negotiating and closing
- Commercial agreements and contracts
- Cross-selling and upselling

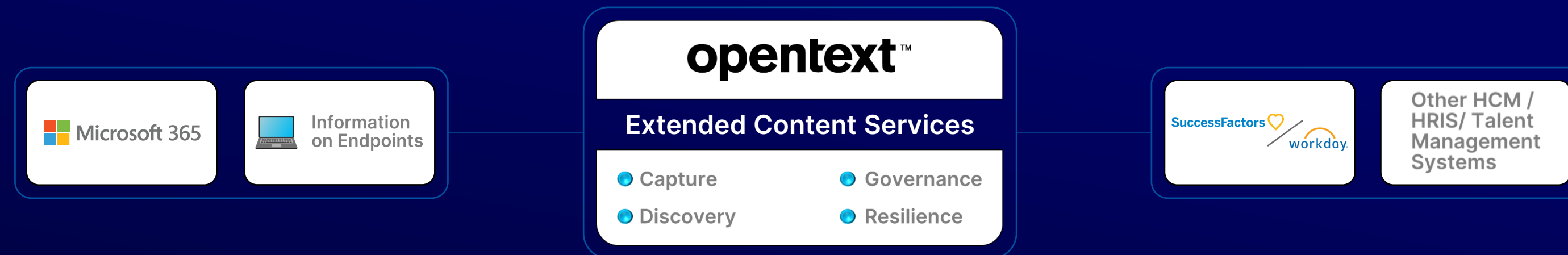


Supporting information to connect for improved outcomes

- Customer intelligence reports
- Territory and customer profiles
- Historic spend reports
- Segmentation and scoring reports
- Deal review and scoring documents
- Account and execution plans
- Customer goals and objectives
- Customer buying process
- Prospecting lists and email templates
- Call scripts and sell sheets
- Stakeholder personas and profiles
- eBooks and whitepapers
- Case studies and testimonials
- Requests for information (RFP, RFI, RFQ)
- Customer project plans / requirements
- Meeting notes and follow-ons
- Customer correspondence
- Sales presentations
- Product data sheets and comparisons
- Competitive intelligence
- Architecture diagrams
- Support program documentation
- Pricing and configuration guides
- Proposal templates and exemplars
- Services estimates and SOWs
- Reference stories
- Business case justification / ROI study
- Close plans
- Order schedules
- Loan / financing applications
- Credit checks and inquiries
- Non-disclosure agreements (NDAs)
- Master contracts / licensing agreements
- Maintenance and support agreements
- Financing agreements
- Customer journey guides
- Whitespace and greenfield maps
- Industry value maps
- Campaign collateral
- Personalized customer communications
- And many more...

Key Human Resources processes

- Recruiting and talent acquisition
- Onboarding
- M&A
- Talent lifecycle management
- Global mobility & immigration
- Training, learning, & engagement
- Policy development
- Total rewards (compensation / benefits)



Supporting information to connect for improved outcomes

- Position / role descriptions
- Requisition templates
- Approval documentation
- Interview templates & feedback
- Candidate feedback
- Offer letters
- New hire paperwork
- Background check forms
- Eligibility documentation
- Benefit enrollment forms
- Bank statements / voided checks
- Personal ID
- Employee files
- Policies (global/regional/state/province)
- Payroll documentation
- Benefits documentation
- Process documentation
- Day-one preparatory information
- Structure, roles, levels, top talent docs
- Goals and objectives templates
- Performance management forms
- Performance improvement plan templates
- Coaching plans
- Identification of HiPos / Hi Perfs
- Career development plans
- Redundancy / term documents
- Employee survey data
- Position / role market data
- Employee personal and position data
- Leadership approvals and notifications
- Training completion records
- Instructional materials
- Requests for information (RFP, RFI, RFQ)
- Notification documents
- Recognition / awards documentation
- And many more...

Transform HR for the CHRO.

Bridging the gap increases employee engagement, satisfaction, performance and work-life balance.

Transform OPs for the COO.

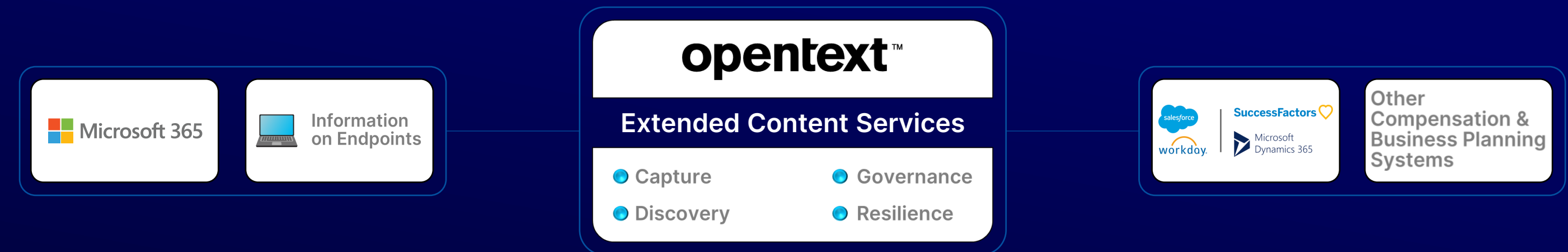
Bridging the gap improves business planning and surfaces game-changing insights.

Key Operations processes

- Headcount management
- Revenue reporting
- Forecasting

- Quota planning
- Achievement reporting
- Pipeline reporting

- Partner attribution
- Onboarding
- Account intelligence



Supporting information to connect for improved outcomes

- HC budgets
- HR data
- HR-related email correspondence
- Excel connections to OLAP
- Pipeline reports
- Journal entries
- Pipeline reports
- Change request correspondence

- Summary spreadsheets
- Sales-related email correspondence
- Plan contracts
- Summary spreadsheets
- Commission reports
- Exception process documentation
- Internal mapping lists
- SFDC report output (Excel)

- Excel reports and trending
- Summary sheets
- HR system output
- Automatic workflows
- Summary spreadsheets
- SFDC output (or direct connections)
- And many more...



Finally,
a suite that bridges all gaps.

- Acquire, classify, and extract information from physical and electronic sources
- Automate labor-intensive capture processes and provide real-time interactions and visibility
- Transform incoming and legacy information into standard formats for preservation and accessibility
- Interrogate legacy repositories to identify sensitive information, PII & PCI, and other risky content
- Remediate legacy file shares and other content silos to reduce costs and risks

Capture information.

- Manage all information as a business asset
- Automate classification, compliance, and governance for ALL information
- Integrate critical supporting information into key processes
- Provide comprehensive, flexible archival and lifecycle control
- Improve auditability, findability, and reuse of information
- Protect against breaches and information exfiltration

Manage information.

Discover information.

- Identify, collect, preserve, analyze, and review information in-house
- Draw game-changing insights from data, documents, and metadata
- Enforce immutable legal holds across all sources and silos
- Enrich metadata with sentiment, entities, and other intel to improve information access and reuse
- Perform real-time investigations across all enterprise devices
- Respond quickly and accurately to litigation, audits, regulatory inquiry, information requests, and so on

Secure information.

- Enable secure collaboration e-signature capabilities with customers, suppliers, and partners
- Implement airtight data protection measures for both critical and work-in-progress content
- Improve threat intelligence, detection, and response across every endpoint
- Provide ongoing security awareness training to prevent, detect, and respond to cyber threats
- Implement advanced identity and access management protocols

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The unique SAP-OpenText Partnership

SAP® Solution Extension

Cloud Solutions (inc for SAP RISE)

Productivity

- SAP Invoice Management Cloud by OpenText
- SAP Archiving and Document Access Core OpenText
- SAP Information Capture Core by OpenText

Collaboration

- SAP Extended ECM by OpenText, add-on for Microsoft Office 365

Transformation

- SAP Extended Enterprise Content Management by OpenText
- SAP Extended ECM by OpenText, add-on for Capital Projects and Operations
- SAP SuccessFactors Extended Enterprise Content Management by OpenText
- SAP SuccessFactors Document Management by OpenText
- SAP Document Presentment by OpenText
- SAP Digital Asset Management by OpenText



OpenText has received the SAP Pinnacle Award for 13 consecutive years (2008-2020)

This award recognizes OpenText for its outstanding achievement in delivering strong value to our mutual customers and for its commitment to partnering with SAP.

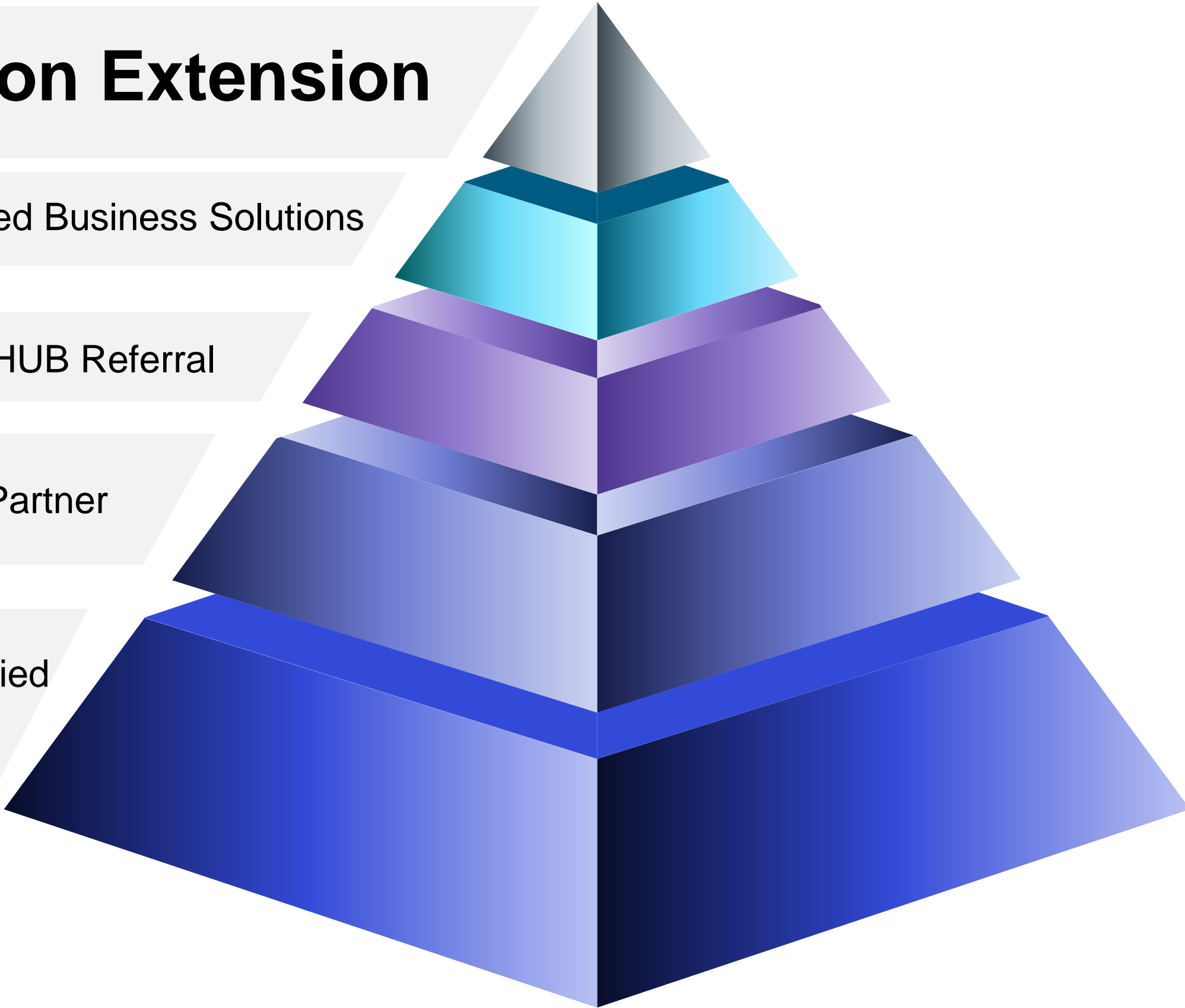
Solution Extension

Endorsed Business Solutions

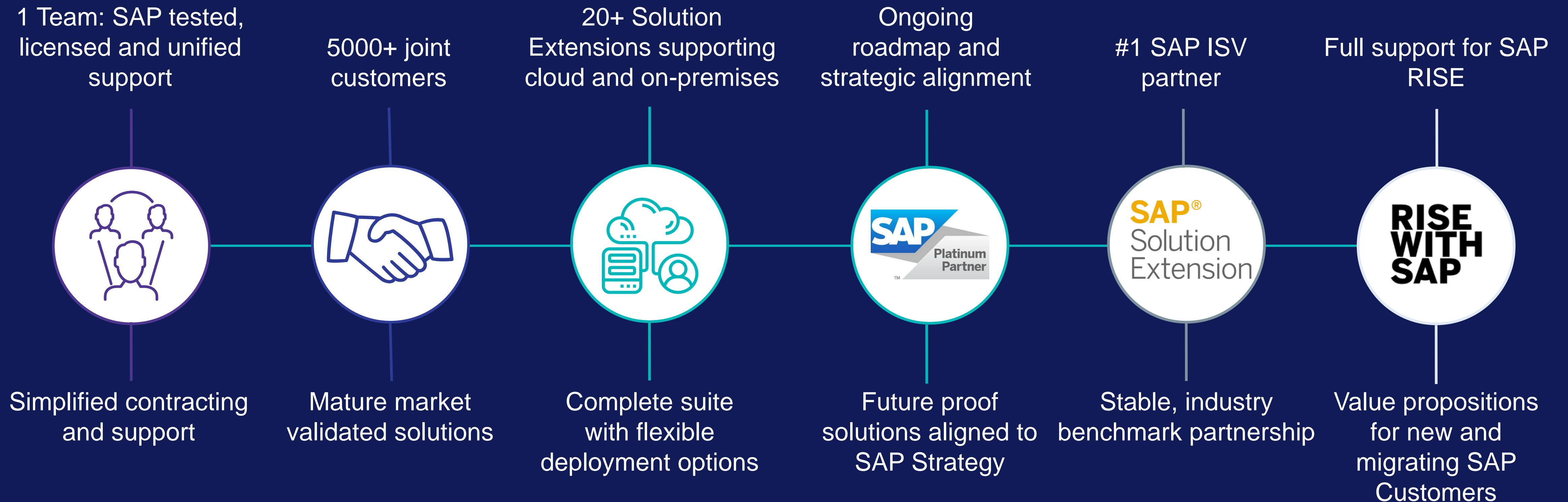
ECOHUB Referral

PartnerEdge Partner

SAP Solution Certified (not SAP Partner)

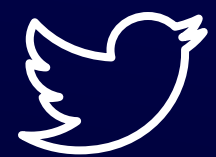


OpenText and SAP



The market leading **Digital Content Platform** supporting SAP customers to gain the **Information Advantage** and become **Intelligent and Connected Enterprises**

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