Public Speaking and Presentation Coach
TEDx Speech Coach
Creator of The Speaker Canvas©

David Beckett

best3minutes.com

Best 3 Minutes



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Presentation Coach
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Best 3
Minutes

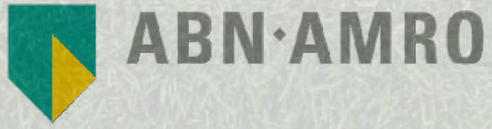
33 Countries

TRAINED 41,000+ PEOPLE





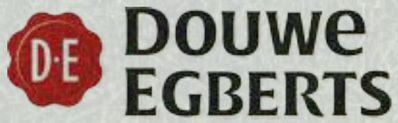


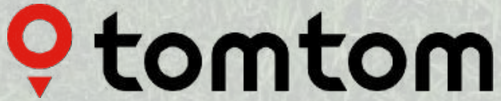






















Trained 30+ TEDx Speakers

CERN, AMSTERDAM, MUNICH




GREAT IDEAS
NEED A VOICE



THE PLAN

Workshop 1 hr 30mins:

The Tools to create a **clear** and **professional** pitch

Guidance on **Slide Design:** making it **easy** for your audience

Team coaching sessions: support you in **developing** your presentation



THE GOAL

Deliver a **20-Minute presentation** of your work, and why your proposition matters to **ams OSRAM**.

Prepare for a **7-8 minute Q&A session**


Pitch Coach
Creator of The Pitch Canvas©
Co-founder of Pitchy
David Beckett
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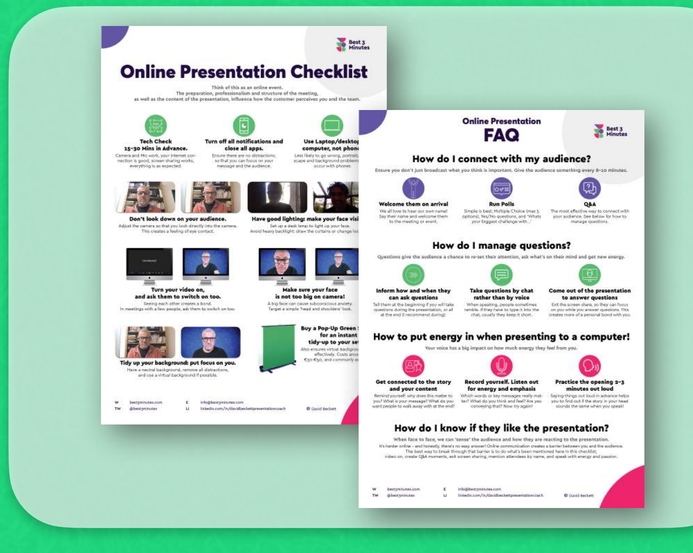
5
Steps to Preparing your Winning Pitch
5
5


DAVID BECKETT
PITCH TO WIN


Online Presentation Checklist
Online Presentation
FAQ
How do I connect with my audience?
How do I manage questions?
How to put energy in when presenting to a computer!
How do I know if they like the presentation?


QUESTIONS?
Please ask
IN THE CHAT or BY VOICE!

Hmm…
sounds good but…
I **don't think** that **works**
in **real life**…




I have some
QUESTIONS FOR YOU

How **far** are you with your presentation?

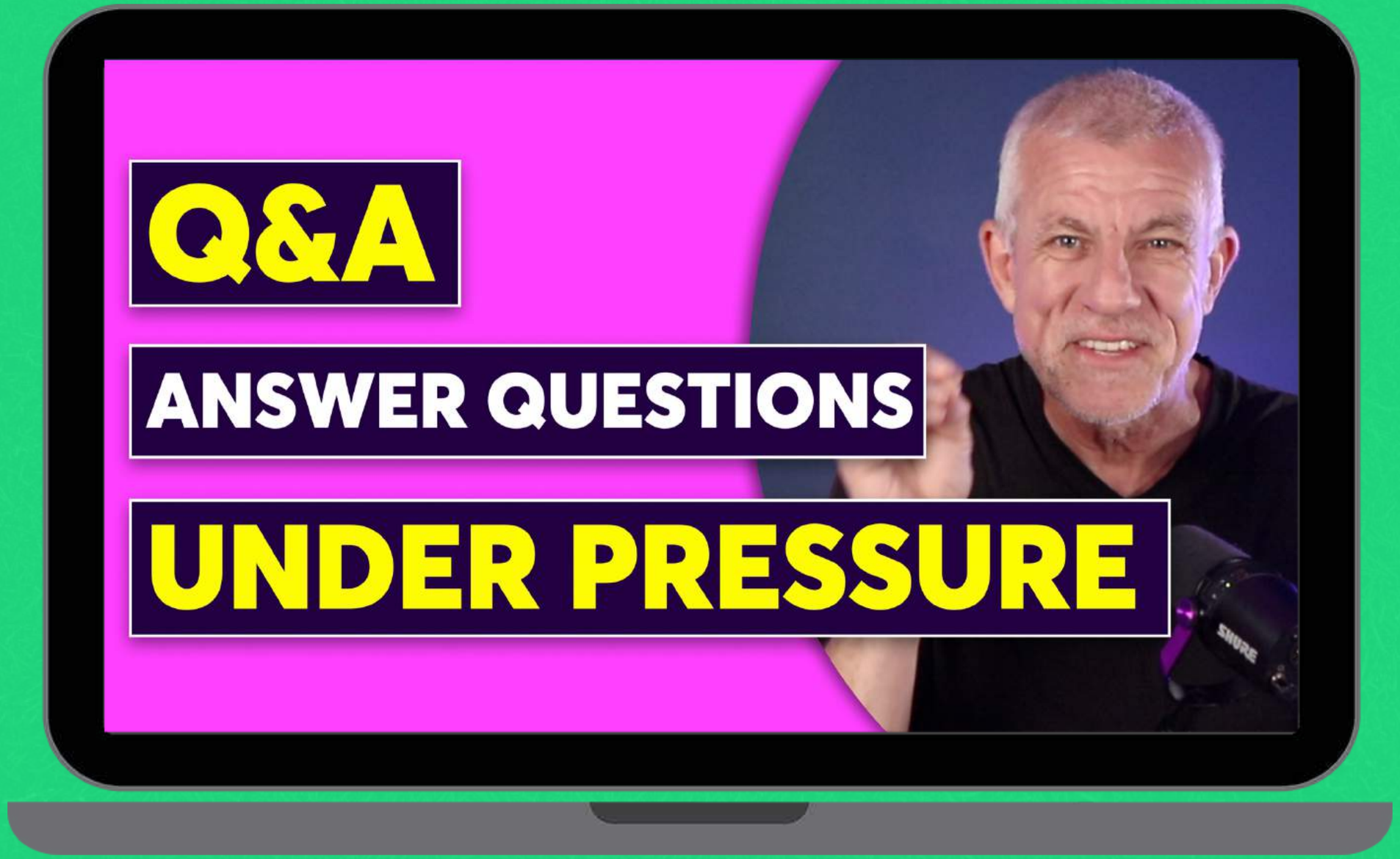
What do you **need most** from this session?



PITCH



Q&A



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THE ONLINE PRESENTATION CHECKLIST

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How do we usually create

A NEW PRESENTATION?




Let's do some
THINKING FIRST



WHO'S YOUR AUDIENCE?

What do they **CARE** about?



ACTION STEP

Write down in 2 minutes who the **audience** is for your presentation

---

What is their biggest **challenge**?

Conservative or **Innovative**?

Money focused? Environment, Social?

Theoretical or doers?

What do they **already** know?

What might be their biggest **objection?**



ACTION STEP

Write down in 2 minutes who the **audience** is for your presentation

---

What is their biggest **challenge**?

Conservative or **Innovative**?

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Theoretical or doers?

What do they **already** know?

What might be their biggest **objection?**



Make a profile of your Audience
General Edition

Best 3 Minutes

This is a fillable pdf – You can add your notes in the gray blocks below, and save it.

What's their biggest challenge right now? If you ask them what's on their mind, what will they answer?

Are they conservative or innovative? Do they want to change the world, or just want to make things a bit better?

Are they technical, and want to know how it works? Or less technical and just want to know what it can do for people?

Are they creative, or more focused on numbers and data? This changes the focus and language of what you will tell.

Are they only interested in money? And if yes, is it cost saving, or growth, or profitability?

What do they already know about your offer? Make sure you don't spend too much time going over old ground – use their precious time to focus on the new stuff.

What might be their Biggest Objection? What's the reason they might say, 'This will never work because...'?

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Make a profile of your audience

Fillable pdf downloads available

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WHAT'S YOUR OBJECTIVE?

What do you want them to **do**?

Action, not just thinking



WHAT'S YOUR OBJECTIVE?

"What could they **do** at **09:30** on a Monday morning?"



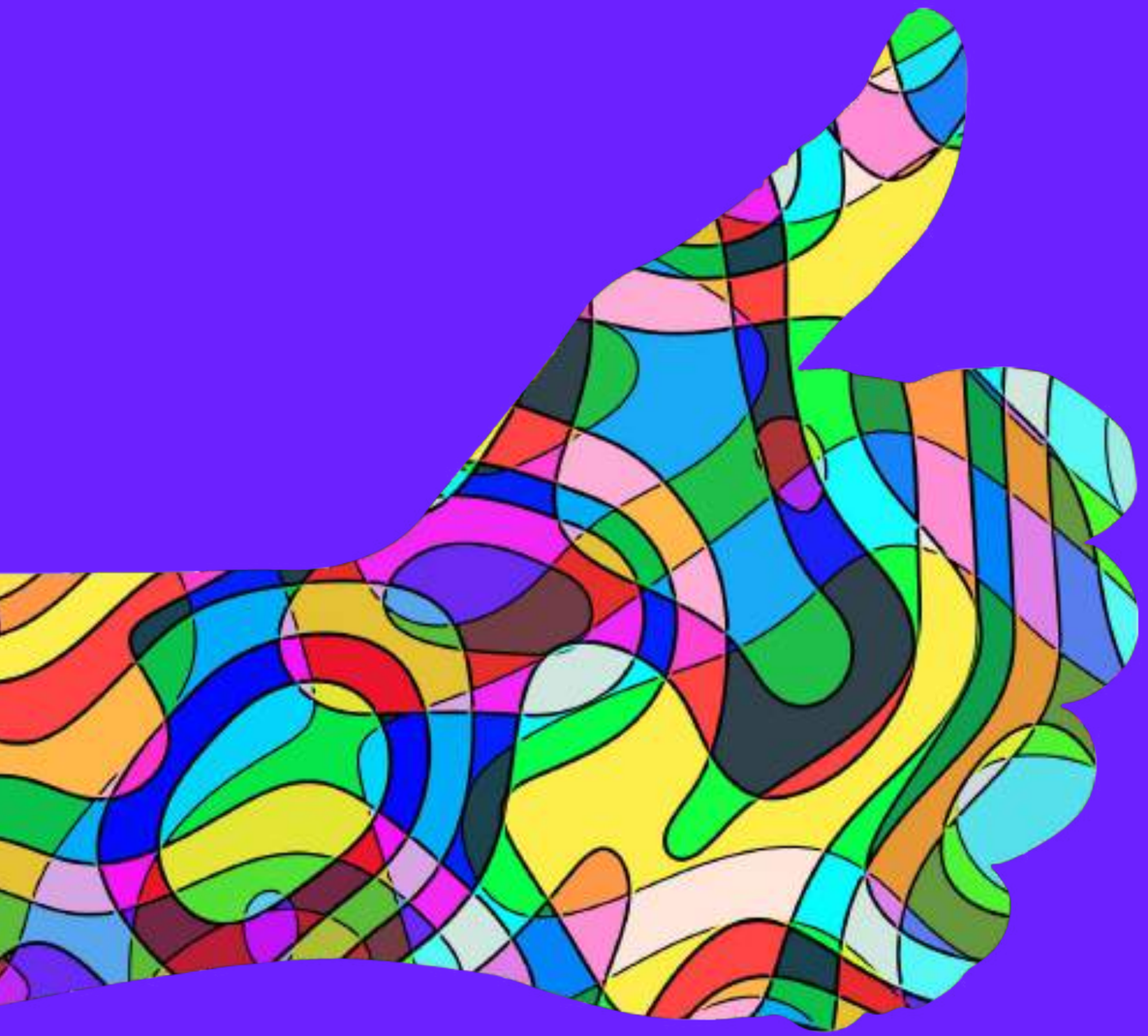
WHAT'S YOUR OBJECTIVE?

Assign people
to your project

Agree to a **budget**

Plan a **follow up** meeting

Commit to a **deadline** for
feedback to be supplied



ACTIONABLE OBJECTIVES

Give them something they can say **YES** to

Consider **splitting** any request into **phases**



ACTION STEP

Write down in 1 minute what you want the audience **to do** as a result of the presentation

Focus on **Action** - not just thinking differently



ACTION STEP

Write down in 1 minute what you want the audience **to do** as a result of the presentation

Focus on **Action** - not just thinking differently



Establish Your Objective
What do you want them to do?

This is a fillable pdf – You can add your notes in the gray blocks below, and save it.

DAVID SAYS...

"I often hear that people find this part difficult. It's all about focusing on the action you want the audience to take, not just having them think differently. Think of it like this – what could they do at 09:30 on a Monday morning? Click something, email somebody, call someone, sign a cheque! These are the short term goals and the action we want the pitch to lead to."

What's your long term objective with regard to pitching? Signing a deal? Raising 500K investment? Getting someone in the audience to join your advisory board? Looking for employees? Need two million for an internal project?

What could be a short term objective – a first next step after this pitch? A follow up meeting? They visit your web-site? Sign up for your Beta program, or download your already-working app?

How could you say this objective in one sentence? Note – this could be your Call To Action near the end of the pitch.

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Write down your Objective

Fillable pdf download available

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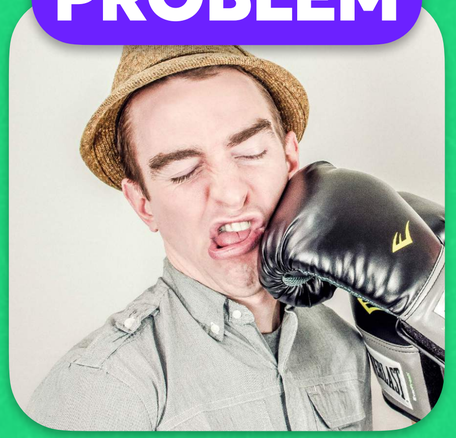
QUESTIONS?
Please ask
IN THE CHAT or BY VOICE!

Which topics should be in **YOUR WINNING PITCH?**

THE BIG IDEA



THE PROBLEM



THE PRODUCT



WHAT'S UNIQUE



WHAT'S IN IT FOR THEM



VALIDATION



OBJECTIONS



THE ASK



TIMELINE



WHY YOU?





THE BIG IDEA

In **2-3 sentences,** what is the presentation all about?

What is the central topic of **change**?



PAIN

What is the **problem** you solve?

The **Why** of the product



PAIN

What's the
Human Result
of the problem
you're solving?



Lost time?

More cost?

Complex steps?

Irritation?

Lost customers?

Bad reputation?

Be specific
PUT A NUMBER ON IT

"It wastes a lot of hours"

"Customers lose patience with the process"

"They waste over **10 hours** per month"

"**32%** of customers drop off during the process"



PRODUCT

How do you propose to **solve** the problem?

What **improves** as a **result** of your proposition?

By **how much?**



UNIQUE

What's **special** and **new** about your proposition?

New for the **industry**, new for **ams OSRAM**?

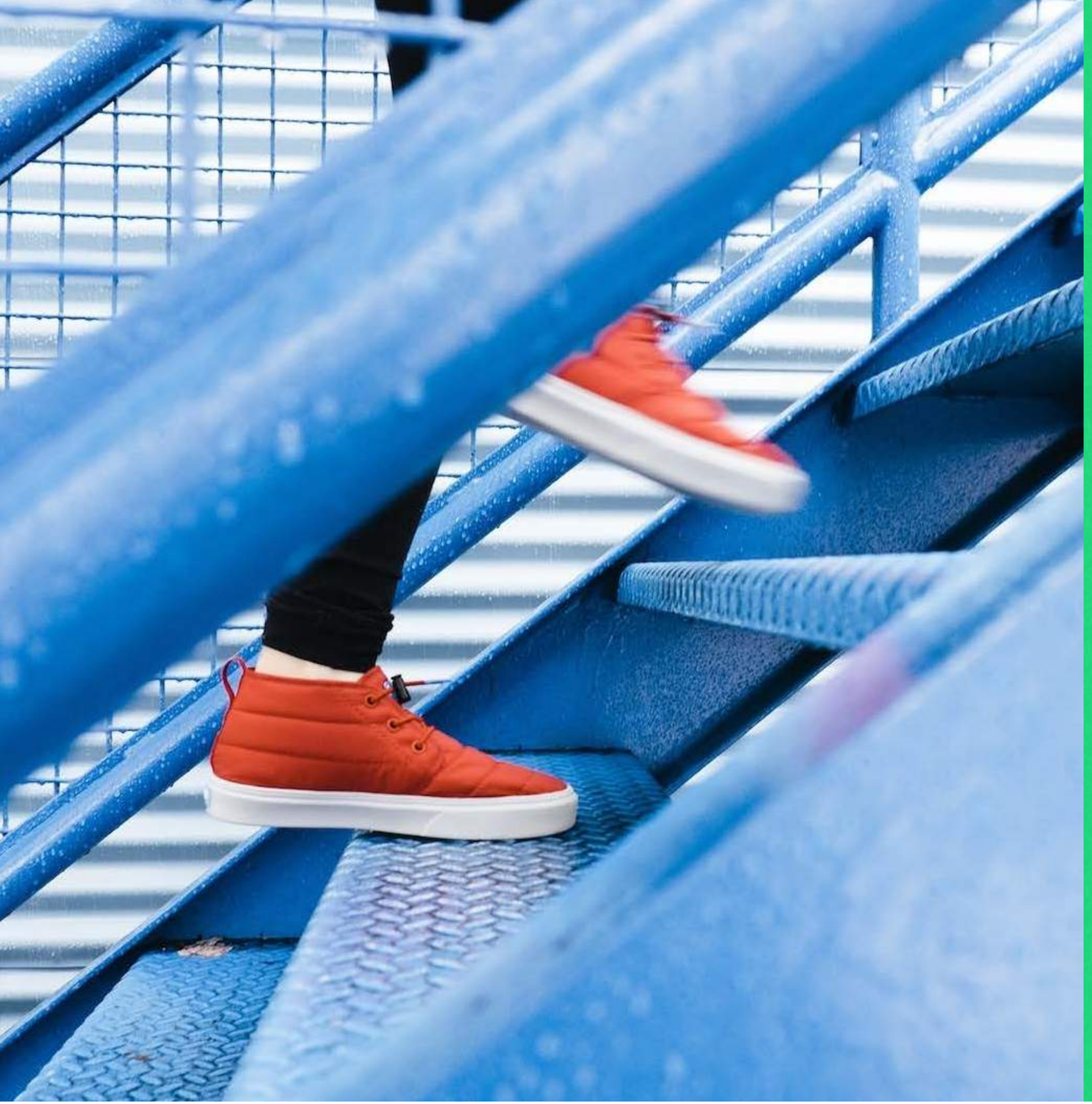


WHAT'S IN IT FOR ams OSRAM?

How does your proposition **match** the company's **strategy** and **ambitions?**

What's the possible **opportunity** of the proposal?


QUESTIONS?
Please ask
IN THE CHAT or BY VOICE!



VALIDATION

What have you done to **test** the solution?

Parts of the **organisation** already on-board?

How have you **engaged** with **potential customers?**



OBJECTIONS

Any common **misconceptions** or barriers to deal with?

eg - *'We tried that a couple of years ago - it will never work!'*



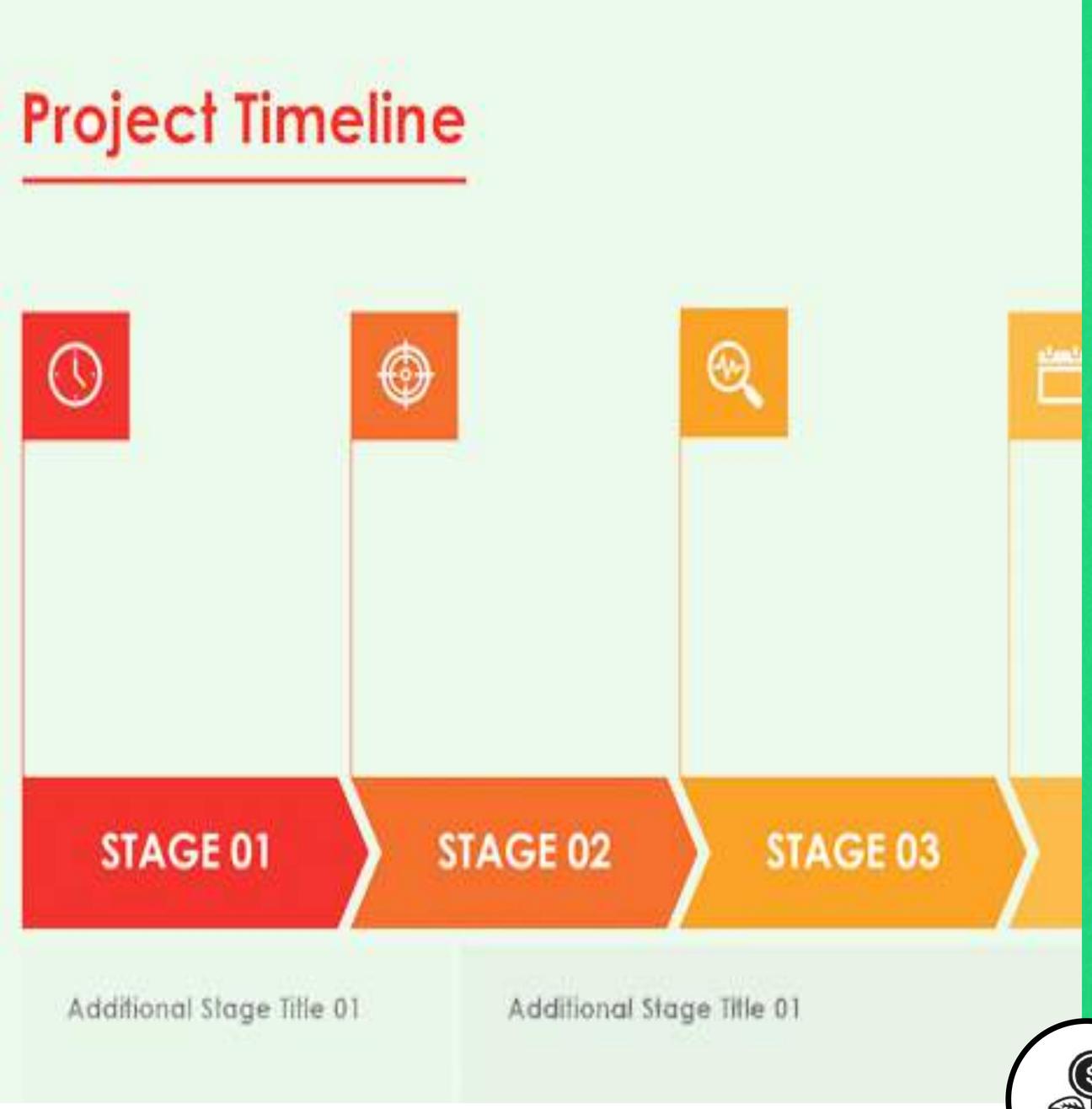
WHAT DO YOU NEED TO MAKE IT HAPPEN?

People resources?

Time **commitment**?

Money?

Feedback?



TIMELINE

What happens, **when**?

What happens **next** - first steps?

ONE LAST THING...





WHY YOU?

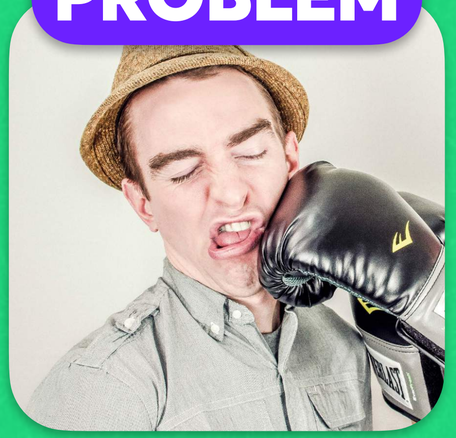
What's your **personal motivation** to offer this proposition?

Your **Enthusiasm** Counts!

THE BIG IDEA



THE PROBLEM



THE PRODUCT



WHAT'S UNIQUE



WHAT'S IN IT FOR THEM



VALIDATION



OBJECTIONS



THE ASK

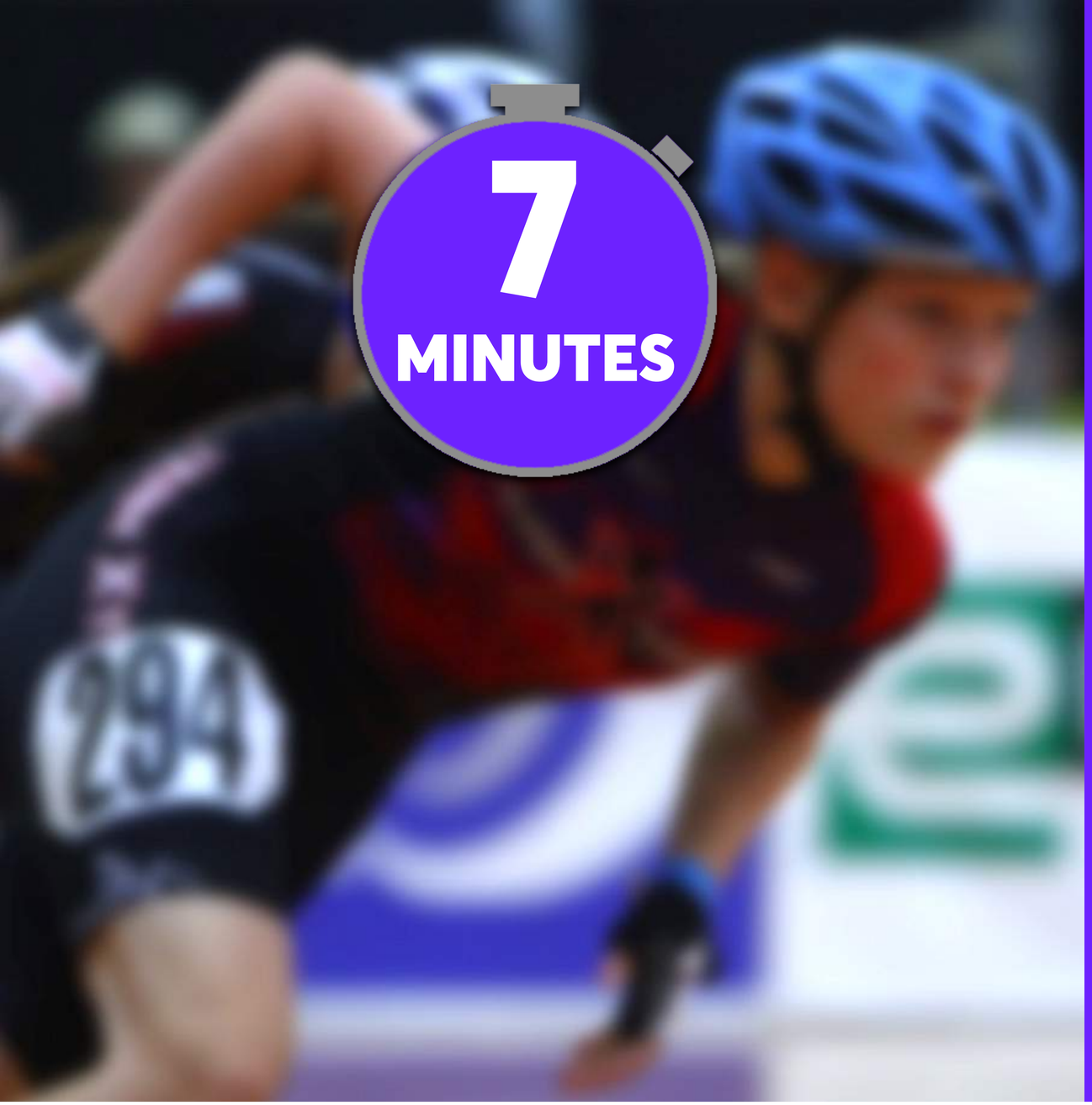


TIMELINE



WHY YOU?





ACTION STEP

Review your presentation

The Big Idea,
Pain, Product, What's Unique,
What's in it for them, Validation

Objections, What do you need,
Timeline, Why You?

Are you covering all
the **key topics?**


QUESTIONS?
Please ask
IN THE CHAT or BY VOICE!



ACTION STEP

Review your presentation

The Big Idea,
Pain, Product, What's Unique,
What's in it for them, Validation,

Objections, What do you need,
Timeline, Why You?

Are you covering all
the **key topics?**

brainstorm slides available at: **best3minutes.com/amsosram26**

Making your story

FOCUSED & MEMORABLE

The Power of THREE



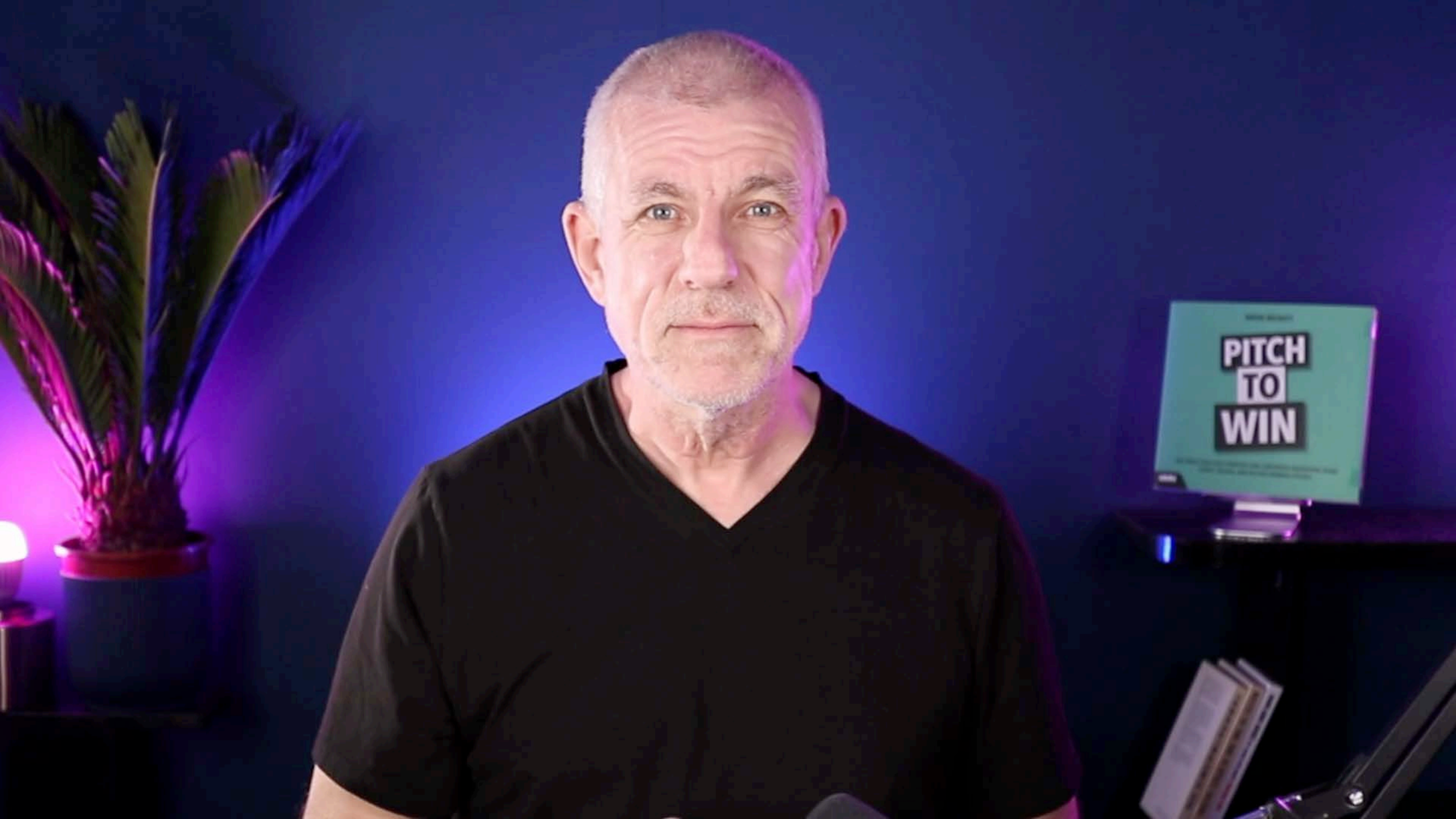
What happens if I say…

“Hi, I’VE GOT 11 THINGS I WANT TO TELL YOU…”




"There are many things I could tell you,
BUT THERE ARE 3 THINGS
I WANT YOU TO REMEMBER"


So why
THREE?


PITCH
TO
WIN

How do you apply
THE POWER OF THREE?



Break your product into
THREE BIG QUALITIES

FASTER

LOWER COST

MUCH EASIER TO USE


Ryan Pandya (USA)
Muufri



ACTION STEP

Imagine:

They will only remember
3 things of this part of the story.

Which **3 things** would you tell,
that you really want them to
remember?

Write down the **3 most important**
things: **1-2 sentences** per item.



Finish your pitch

LIKE A TRUE PROFESSIONAL



The last thing you say is

THE 1st THING THEY REMEMBER

Make a plan for the

LAST 30 SECONDS



What you've seen is...

(a 3-point, 3-sentence summary)



What we ask you to do is...

(give them a clear call to action)

THANK YOU!

=

I've finished, you can clap now!


QUESTIONS?
Please ask
IN THE CHAT or BY VOICE!



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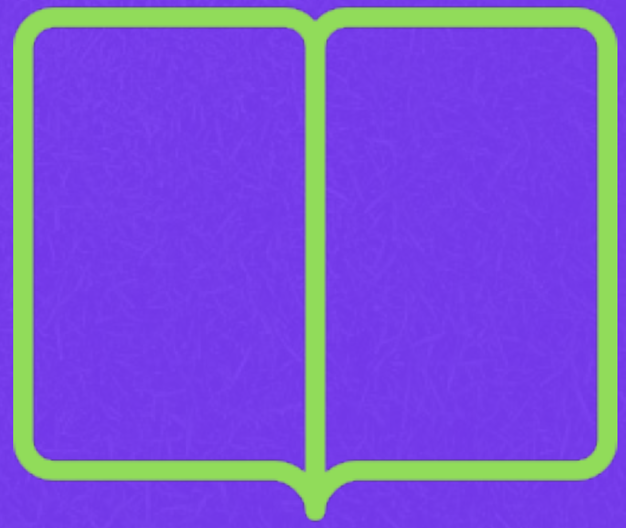
Somewhere in the middle of
DETAIL AND CLARITY





Can anyone listen and read **AT THE SAME TIME?**

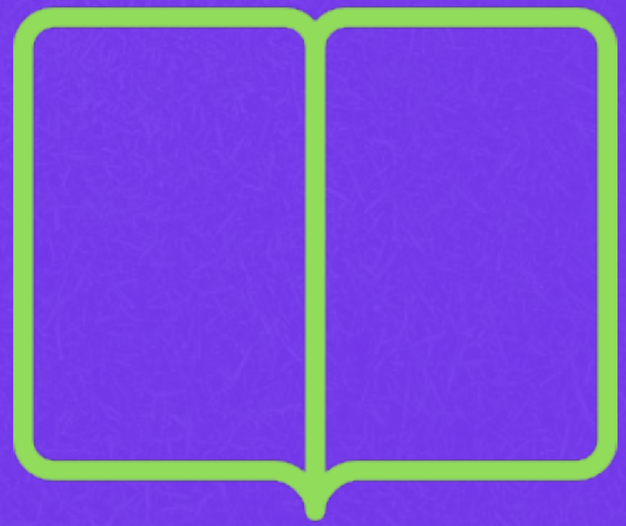




NO: we cannot listen and read

AT THE SAME TIME!





Unsere Vision und das formulierte Zielbild erreichen wir über 3 Lösungsgrundsätze

Um die zugesagten Outcomes „Stability“, „Speed“, „Flexibility“ und „Innovation“ zu erreichen und gleichzeitig Kosteneinsparungen zu erzielen, haben wir unsere ADM Servicelösung anhand 3 wesentlicher Lösungsgrundsätze entwickelt:



Build a strong foundation with a joint OPERATING MODEL based on product roadmaps

- Maßgeschneidertes Operating Model auf Basis der Product/Application Roadmap
- Digitalisierte Governance auf Anwendungspaket- und Produktebene
- Kontinuierliches Wissensmanagement (Zurich / TCS Knowledge Academy)
- Agile Prinzipien und MindSet für das gemeinsame Zurich & TCS Team
- DevOps und Automatisierung in jedem High Business Value Anwendungspaket



A future oriented TECHNOLOGY Roadmap leveraging the most advanced “IT for IT”

- Beschleunigte Cloud Journey, geplantes Ziel 40 % , angestrebtes Ziel 60 % auf Public Cloud bis 2023 für strategische / neue Portfolios
- Intelligenter Datenaustausch via API Factory, der digitale Journeys ermöglicht
- Automatisierter IT-Betrieb und -Testing mit TCS ignio™; >40 % reduzierte MTTR, 30 % – 40 % Effizienzsteigerung in Ops und Testing durch Automatisierung



Model to deliver BUSINESS INNOVATION integrated with the product teams

- Einrichten eines virtuellen Business Ideation Labs für Zurich als Investition seitens TCS in Infrastruktur und Assets.
- Gemeinsame Ideengernerierung für neue Geschäftsideen und Customer Journeys wie nutzungsbasierte Versicherungen, innovative Cyber-Versicherungsangebote und -dienstleistungen, Maximieren von Investitionen (wie DB) und KI-basierte Risikobewertung.

… und liefert die formulierten 4 Outcomes für unsere 3 Lösungsgrundsätze

BUILD
Establish Foundation for Transformation

OPERATE & TRANSFORM
Future Proof Enterprise

Delivering concrete Outcomes through the journey

3 months | 6 months | 9 months | 12 months | 18 months

Operating Model Evolution

Transition

Nach dem Ramp-Up des Teams zum Aufbau des Day-1-Operating-Models pro Anwendungspaket legen wir den Schwerpunkt auf eine stabilen Transition von Zurich‘s externen Dienstleistern innerhalb von 5 Monaten abzuschließen. Wir richten eine Knowledge Academy ein, als gemeinsames Asset für beide Organisationen. Für die Transition von Zurich internen Mitarbeitern werden wir mehr Zeit planen.

Agile / DevOps

Wir erstellen einen BluePrint für den Current und Future State. Danach operationalisieren wir jedem Anwendungspaket-Team die spezifische Roadmap, um innerhalb von 18 Monaten 100 % in einem Agile und DevOps Modell zu sein. Entspechende Schulungsmaßnahmen, Tools, die Anpassung des Operating Model und die Nutzung agiler Vertragsmodelle und Metriken sind der Schlüssel für diese Transformation.

Governance

Der anfängliche Schwerpunkt liegt auf der Sicherstellung eines reibungslosen Ramp-ups und einer starken Cultural Alignment. Nach 6 Monaten erfolgt die Digitalisierung der Governance, um Transparenz in den RUN-Operation und Agilität im CHANGE zu schaffen. Mit unserem dreistufigen Governancemodell stellen wir eine Business-Value orientiert Governance sicher und reflektieren diese in vertraglichen und kommerziellen Outcomes für beide Organisationen.

Stability & Speed through
- Proactive operations
- Automation at the core
- 100% knowledge retention
- Increasing Agile, DevOps adoption
- Digitized Dashboards
- Full transparency

Technology Roadmap and Business Innovation

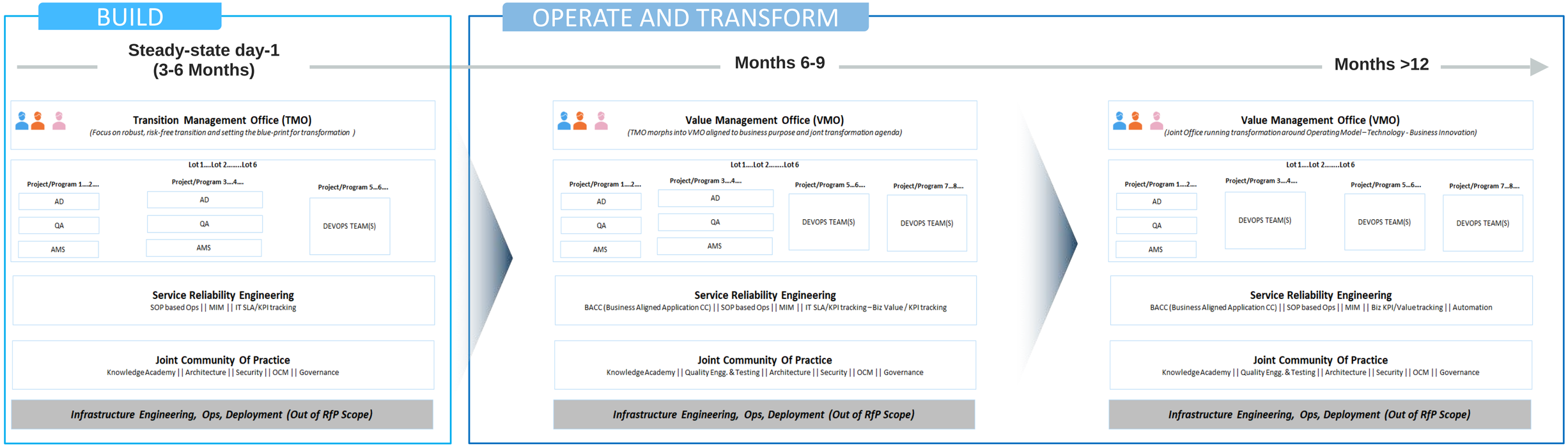
Zunächst erstellen wir BluePrints und Bedarfsanalysen für die verschiedenen Anwendungspakete mit den technologischen und geschäftlichen Zielen. Dazu gehören Integration, Data Exchange, Cloudifizierung sowie die Automatisierung von Technologien. Wir identifizieren Möglichkeiten zur Verbesserung der Geschäfts-prozesse, zur Digitalisierung der Kundenbeziehungen, zur Anbindung von Partnern und zu neuen Ertrags-quellen. Hierfür richten wir ein Value Management Office ein, um diese Ziele zu verfolgen und umzusetzen.

Flexibility & Innovation through
- Cloud first approach
- Data driven and busines value driven initiatives
- Perpetual state of transformation

TATA CONSULTANCY SERVICES

Wir haben eine klaren Plan für die Evolution des vorgeschlagenen Operating Models

Mit unserem Ansatz wollen wir die Zurich Mitarbeiter mitnehmen und an der Transformation in Richtung DevOps aktiv teilhaben lassen. Wir sind deshalb gerne bereit, diese Roadmap an den für Zurich geeigneten Zeitrahmen anzupassen.



- Focus on **risk free transition** - Post-transition model; **Zero disruption** to business
- Set up **Service Reliability Engineering** for SLA governance, MIM and SOP based operations
- Create **Knowledge Academy**
- Create **Blueprint for Agile/DevOps**, **Technology Transformation** (Cloud, API, Data) **and Cognitive Automation** (IT Ops, Testing and User Experience)

- Create **VMO** to oversee transformation
- Increase **Agile/DevOps adoption**
- **Shared team** for non-functional testing services
- Start implementing **Quick-wins for Automation**
- Start **implementing low hanging fruits** for Technology Transformation/modernization
- **Integrated Command Center** set up for unified monitoring

- **Fully business aligned teams** and **Target Operating Model**
- **Command Center upgraded to be Cognitive** and capable of **tracking Business KPIs and value**
- Enter a self reliant and governed state of **perpetual optimization and transformation**

Strategy 1

REDUCE DETAILS WHERE POSSIBLE

Unser Wertversprechen – Ihr Nutzen

STRATEGISCHE TCS INVESTMENTS ALIGNED TO FUTURE

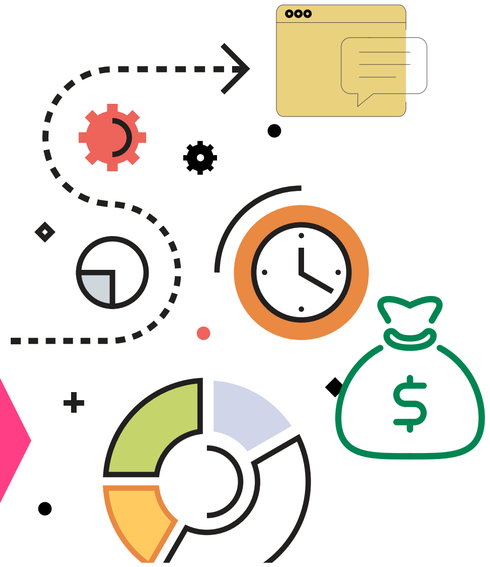
- **3,6 Mio. EUR Transformation Fund** für Business & Technologie Transformationen als Investment, sowie
  1,5 Mio. EUR Investment für Ignio™

RIGOR & TECH EXCELLENCE

- >40 % Reduzierung in MTTR
- 30%-40% Incident Reduction
- 40%-60% Cloud usage by 2023
- API – Data – Automation FIRST
  >90% re-usability across portals

TCO-REDUZIERUNG

- 35%-45% savings in RUN
- 30%-50% App-Infra Opex mittels Cloudification

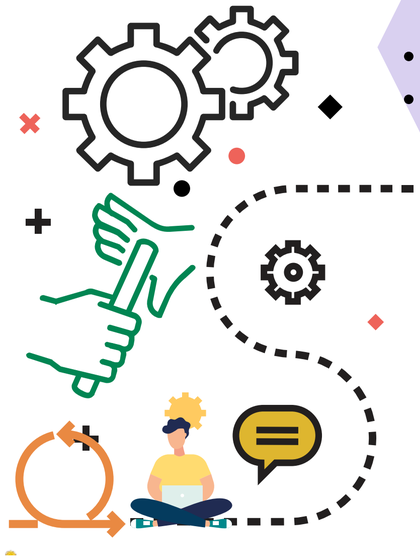


ZURICH + tcs | TATA CONSULTANCY SERVICES

Force “Multiplier” For Good

BUSINESS CENTRICITY

- Business aligned IT
- >30% Customer Self Service



AGILITY AND AUTOMATION

- 30% - 40% efficiency in Operations and Testing
- >25% Process Automation
- 3X increase in velocity

GOVERNANCE AND COMPLIANCE

- Self Governed Product Teams
- 100% business metrics aligned Digitised Governance
- Assured Business Resilience, IT Security, and Regulatory Compliance

CONTEXT AWARE

Workforce sustainability is Core
Wir helfen Ihnen, Kontrolle und Kontext zurück zugewinnen, indem wir Sie dabei unterstützen Ihre strategische IT zu transformieren, wieder in ihre Talente zu investieren, die Zurich Knowledge Academy aufbauen
und die Vorteile der TCS Digitale Lernplattform kennenzulernen

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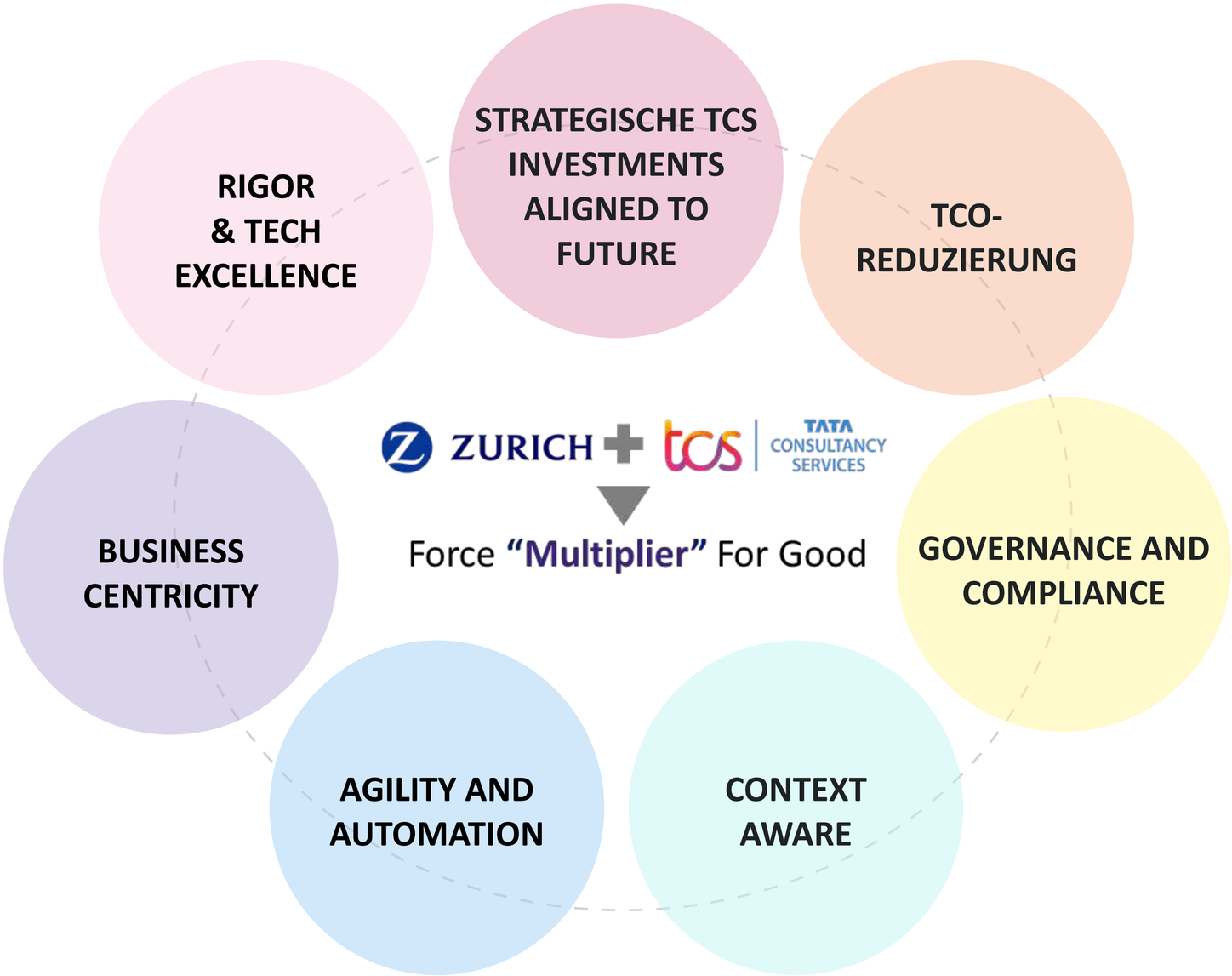

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Unser Wertversprechen – Ihr Nutzen



Mit dem DevOps Modell ändern sich auch die SLA‘s und Metriken

Mit der von von uns angebotenen Transformation in Richtung eines DevOps Modells sollten auch die SLAs und Metriken geändert werden. Wir zeigen hier beispielhafte Metriken, wie wir sie auch bei anderen Kunden im Einsatz haben.

	PORTFOLIO	PROGRAM	TEAM
FLOW	**CYCLE TIME** *Average time from start of the business process to completion across cycles of execution*	**DEPLOYMENT FREQUENCY** *Measure of how frequently the team deploys code into higher environments/ production as applicable.*	**VELOCITY STABILITY** *Range of velocity for a team velocity : No of stories completed in a sprint*
VALUE	**EPIC BURN UP** *Rate of completion of Epics over PIs / Sprint*	**SAY DO RATIO STABILITY** *% Story points accepted vs. committed*	**SPRINT DISRUPTION** *Measure of story points added and removed post sprint planning*
QUALITY	**NET PROMOTER SCORE** *End Customer Satisfaction Index*	**% GREEN BUILDS** *Ratio of first-time error free builds to the total builds within a PI*	**ESCAPED DEFECTS** *%defects that escaped into the production vs. total defects*
SECURITY	**Technology Risk for Portfolio** *Overall Tech risk that the portfolio carries with regards to h/w,s/w and people*	**% Security Debt Infused** *Security debt infused due to custom code or configuration produced by the Program*	**% Unattended Security Events** *% of unattended security vulnerabilities both from prod as well as during the Dev Cycles*

Mit dem DevOps Modell ändern sich auch die SLA‘s und Metriken

Beispielhafte Metriken

	PORTFOLIO	PROGRAM	TEAM
FLOW	Cycle Time	Deployment Frequency	Velocity Stability
VALUE	Epic Burn Up	Say Do Ratio Stability	Sprint Disruption
QUALITY	Net Promoter Score	% Green Builds	Escaped Defects
SECURITY	Technology Risk for Portfolio	% Security Debt Infused	% Unattended Security Events

Mit dem DevOps Modell ändern sich auch die SLA's und Metriken

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Mit dem DevOps Modell ändern sich auch die SLA's und Metriken

Beispielhafte Metriken

	PORTFOLIO	PROGRAM	TEAM
FLOW	Cycle Time	Deployment Frequency	Velocity Stability
VALUE	Epic Burn Up	Say Do Ratio Stability	Sprint Disruption
QUALITY	Net Promoter Score	% Green Builds	Escaped Defects
SECURITY	Technology Risk for Portfolio	% Security Debt Infused	% Unattended Security Events

Strategy 2

SPREAD INFO ACROSS MORE SLIDES

Unsere Vision und das formulierte Zielbild erreichen wir über 3 Lösungsgrundsätze

Um die zugesagten Outcomes „Stability“, „Speed“, „Flexibility“ und „Innovation“ zu erreichen und gleichzeitig Kosteneinsparungen zu erzielen, haben wir unsere ADM Servicelösung anhand 3 wesentlicher Lösungsgrundsätze entwickelt:



Build a strong foundation with a joint OPERATING MODEL based on product roadmaps

- Maßgeschneidertes Operating Model auf Basis der Product/Application Roadmap
- Digitalisierte Governance auf Anwendungspaket- und Produktebene
- Kontinuierliches Wissensmanagement (Zurich / TCS Knowledge Academy)
- Agile Prinzipien und MindSet für das gemeinsame Zurich & TCS Team
- DevOps und Automatisierung in jedem High Business Value Anwendungspaket



A future oriented TECHNOLOGY Roadmap leveraging the most advanced “IT for IT”

- Beschleunigte Cloud Journey, geplantes Ziel 40 % , angestrebtes Ziel 60 % auf Public Cloud bis 2023 für strategische / neue Portfolios
- Intelligenter Datenaustausch via API Factory, der digitale Journeys ermöglicht
- Automatisierter IT-Betrieb und -Testing mit TCS ignio™; >40 % reduzierte MTTR, 30 % – 40 % Effizienzsteigerung in Ops und Testing durch Automatisierung

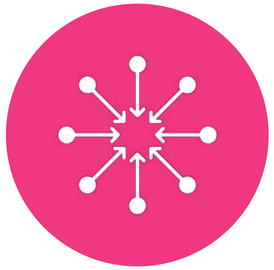


Model to deliver BUSINESS INNOVATION integrated with the product teams

- Einrichten eines virtuellen Business Ideation Labs für Zurich als Investition seitens TCS in Infrastruktur und Assets.
- Gemeinsame Ideengernerierung für neue Geschäftsideen und Customer Journeys wie nutzungsbasierte Versicherungen, innovative Cyber-Versicherungsangebote und -dienstleistungen, Maximieren von Investitionen (wie DB) und KI-basierte Risikobewertung.

Unsere Vision und das formulierte Zielbild erreichen wir über 3 Lösungsgrundsätze

Wir haben unsere ADM-Servicelösung basierend auf 3 wesentlichen Lösungsprinzipien entwickelt



Build a strong foundation with a joint **OPERATING MODEL** based on product roadmaps



A future oriented **TECHNOLOGY** Roadmap leveraging the most advanced “IT for IT”



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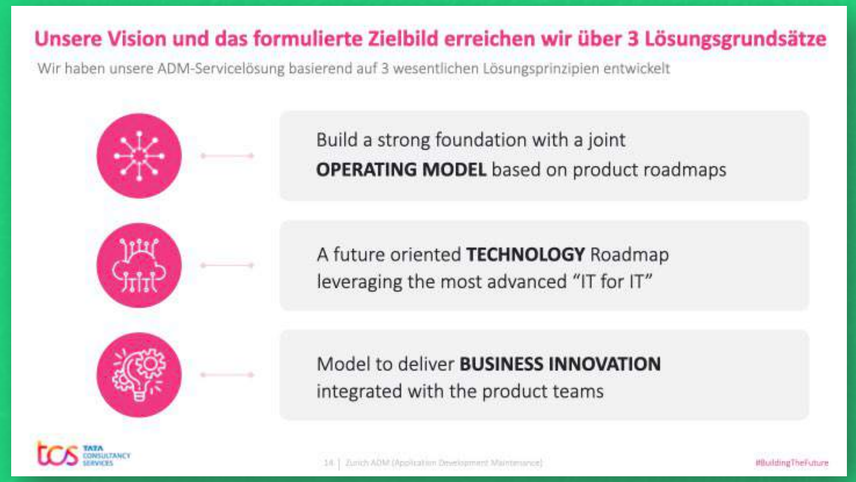
#BuildingTheFuture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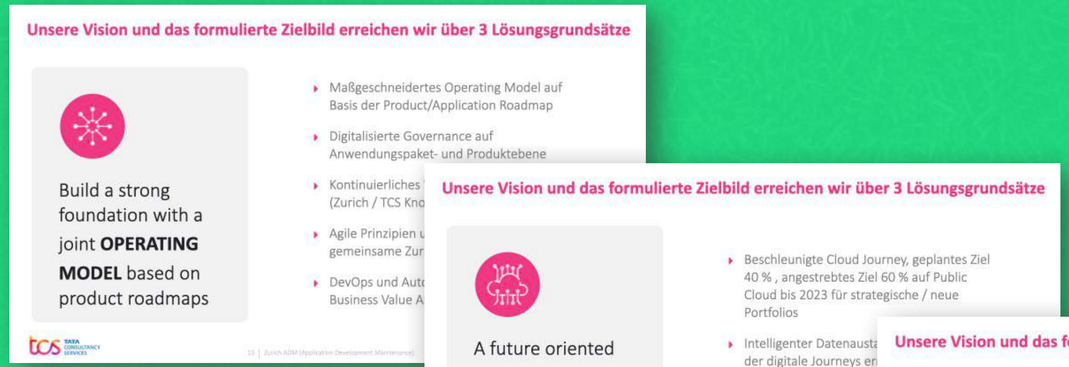
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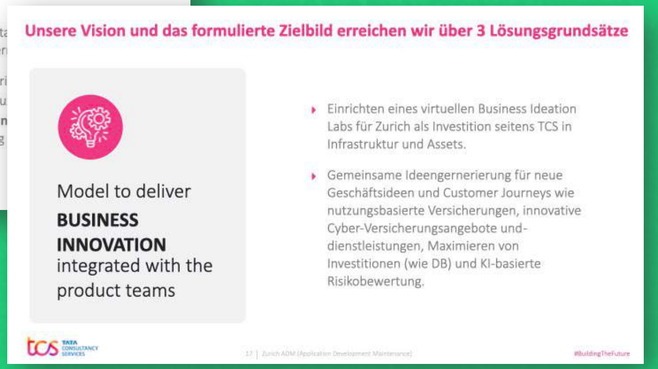
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The challenge

NOT EVERYTHING IS SIMPLE!

Complex **problems** sometimes require **complex** solutions

How to deliver more
COMPLEX SLIDES

Strategy 3

Ensure they understand the

KEY MESSAGE OF EACH SLIDE

Green IT Solution Framework for 'Impulse'

impulse renew

Scope 1

Direct Emissions from operated assets and facilities

- ***IoT based Energy Management System (covers both scope 1 and scope 2)**

Scope 2

Indirect emissions attributable to energy consumption by sites

Duty of Care

- 'Duty of Care" for assets (devices) disposal and recycling
- Timely refresh of devices, parts replacement to enhance usable life of assets
- Proactive asset reconciliation

Automation

- Automation of frequent service requests like 'password resets' to reduce the no of calls to service desk
- Encouragement towards using self-services
- Chatbots

Green Workstation

- Green workstation practices (Standby, hibernate, off)
- Safety/Green messages push notifications
- Employee engagement through **Gamification** on green practices

Scope 3

Indirect emissions as part of value chain activities

First time Resolution

- Resolution provided in first visit of mobile and remote workers to reduce no. of site visits

Green Delivery

- Delivery from Green and Safe Delivery Centers (building designs)
- SBWS to reduce travel of associates to offices
- **Reporting of CO2 footprint for TCS-TOTAL associates at TCS premises**

Virtualization

- Remote support through **'Avatar'** based virtual agents
- Augmented Reality/Virtual Reality
- IT Virtual Kiosks

TCS is proposing IoT based Energy management System in the 'supplementary proposal' document, which has helped significantly in reducing the carbon footprint under Scope 1 and 2 at TCS sites as well as our industrial customers sites.

TCS understands and deeply appreciates TOTAL's ambition **"to become a Net Zero Emission Company for all its European Businesses by 2050"**; we are fully committed towards supporting TOTAL in achieving this vision, through our Green IT strategies

TCS – Total Confidential

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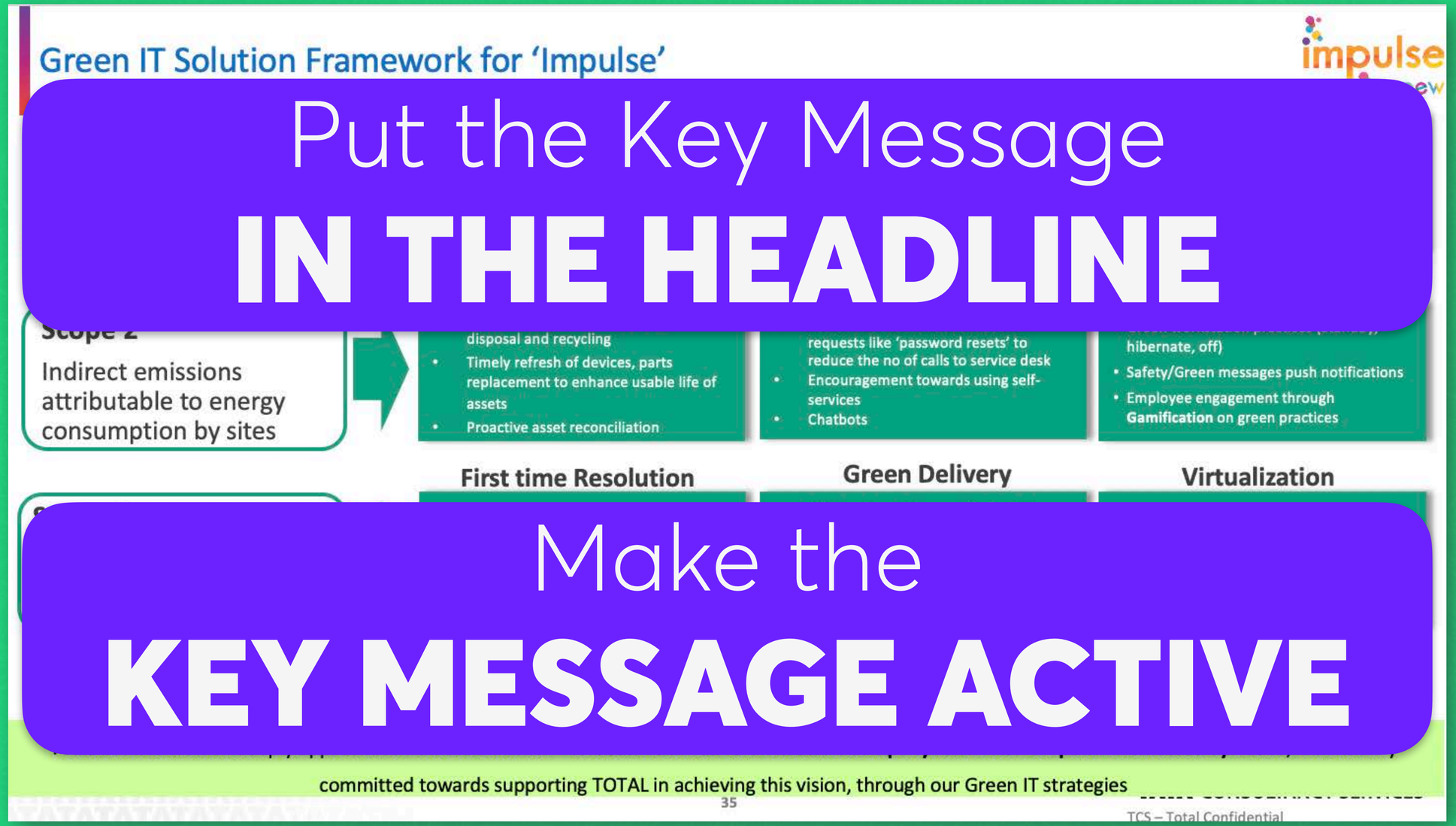
Green IT Solution Framework for 'Impulse'
impulse
Put the Key Message
IN THE HEADLINE
Indirect emissions attributable to energy consumption by sites
disposal and recycling
Timely refresh of devices, parts replacement to enhance usable life of assets
Proactive asset reconciliation
requests like 'password resets' to reduce the no of calls to service desk
Encouragement towards using self-services
Chatbots
hibernate, off)
Safety/Green messages push notifications
Employee engagement through Gamification on green practices
First time Resolution
Green Delivery
Virtualization
Make the
KEY MESSAGE ACTIVE
committed towards supporting TOTAL in achieving this vision, through our Green IT strategies
35
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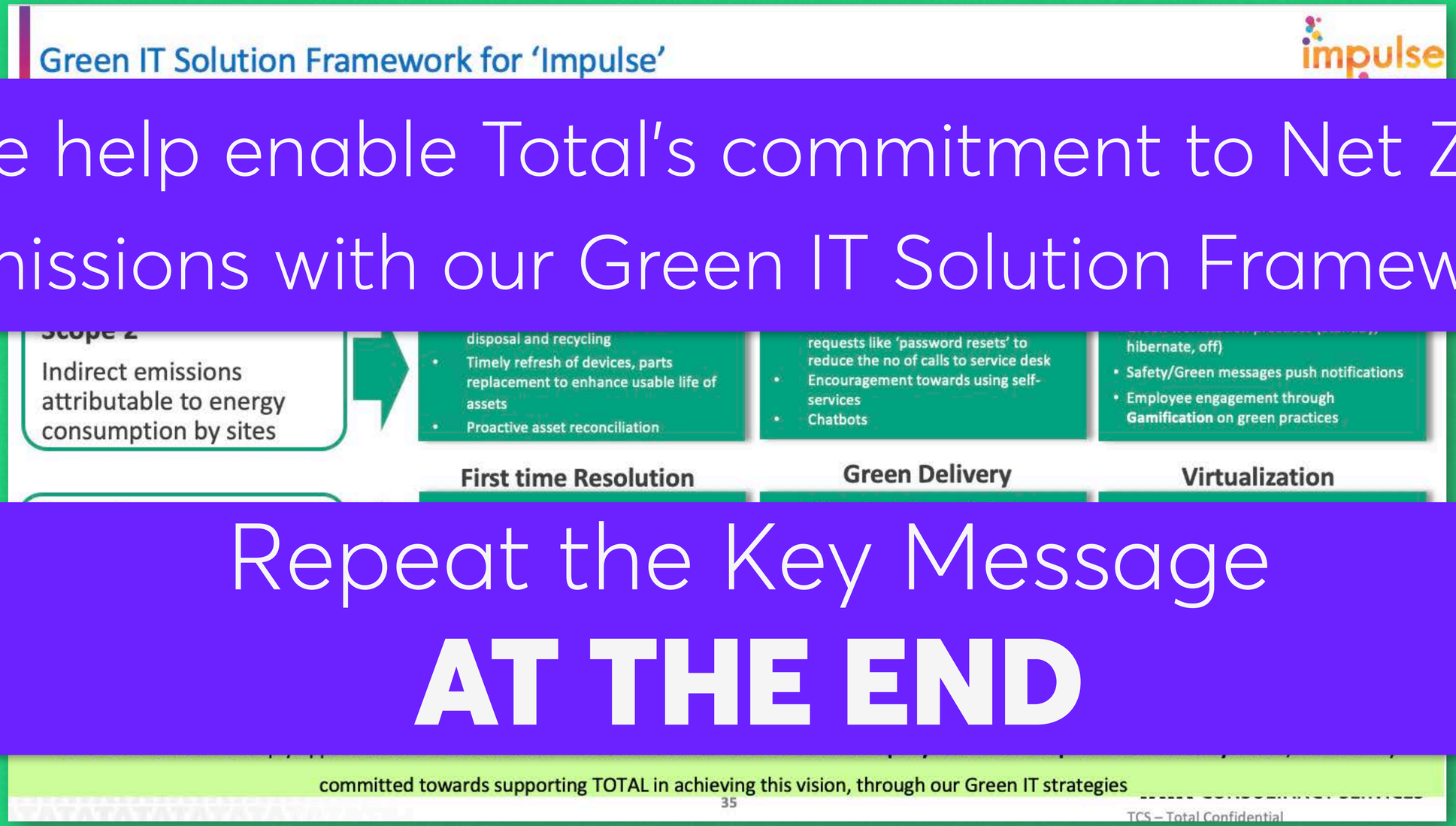


We help enable Total's commitment to Net Zero Emissions with our Green IT Solution Framework

Repeat the Key Message

AT THE END

A growing catalogue of **User Cases**

70+ USER CASES



+ Team Communication Empowerment, + Ergonomics, + Gesture Based Feedback, +…

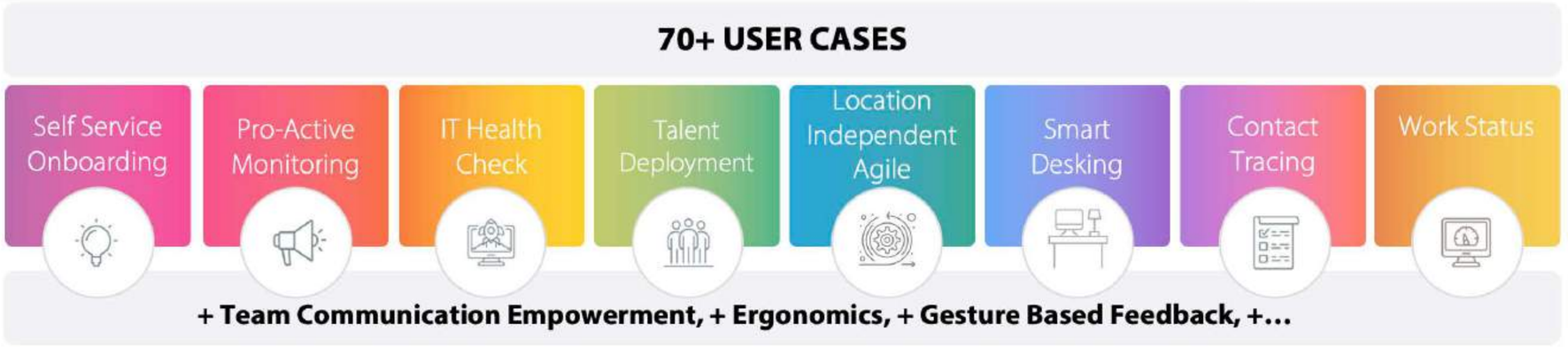
Flexible
Adapts to new tools as they become available

+

Scaleable
New User Cases are added to the Product Roadmap

tcs | TATA CONSULTANCY SERVICES

Our growing catalogue of **User Cases** will expand to include new tools and country specific needs as demand develops



Flexible
Adapts to new tools as they become available

+

Scaleable
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QUESTIONS?
Please ask
IN THE CHAT or BY VOICE!

Help them understand the detail

WITH ANIMATION

The basic principle **OF ANIMATION**

Ensure they **LOOK** at

WHAT you are talking about

WHEN you are talking about it

TCS Secure Borderless WorkSpaces™ (SBWS™) Framework enabling the Vision

SBWS™ Digital Workplace

SBWS™ Adoption

SBWS™ People Engagement

SBWS™ Infrastructure

SBWS™ Work Delivery

SBWS™ Talent Management

SBWS™ Security

SBWS™ Analytics

SBWS™ Wellbeing

TATA CONSULTANCY SERVICES

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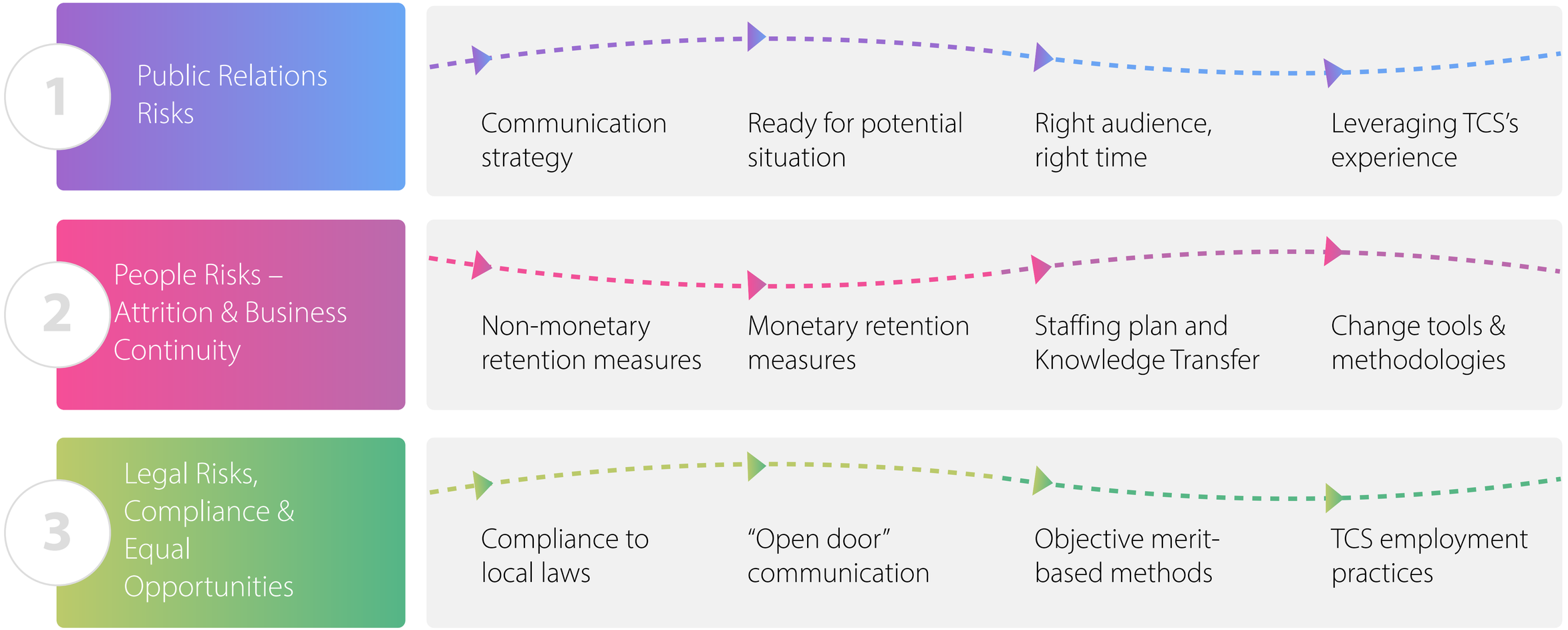
SBWS™ Analytics

SBWS™ Wellbeing

TATA CONSULTANCY SERVICES

A proven process for Key People Transition, Business Continuity, Talent Retention and Compliance



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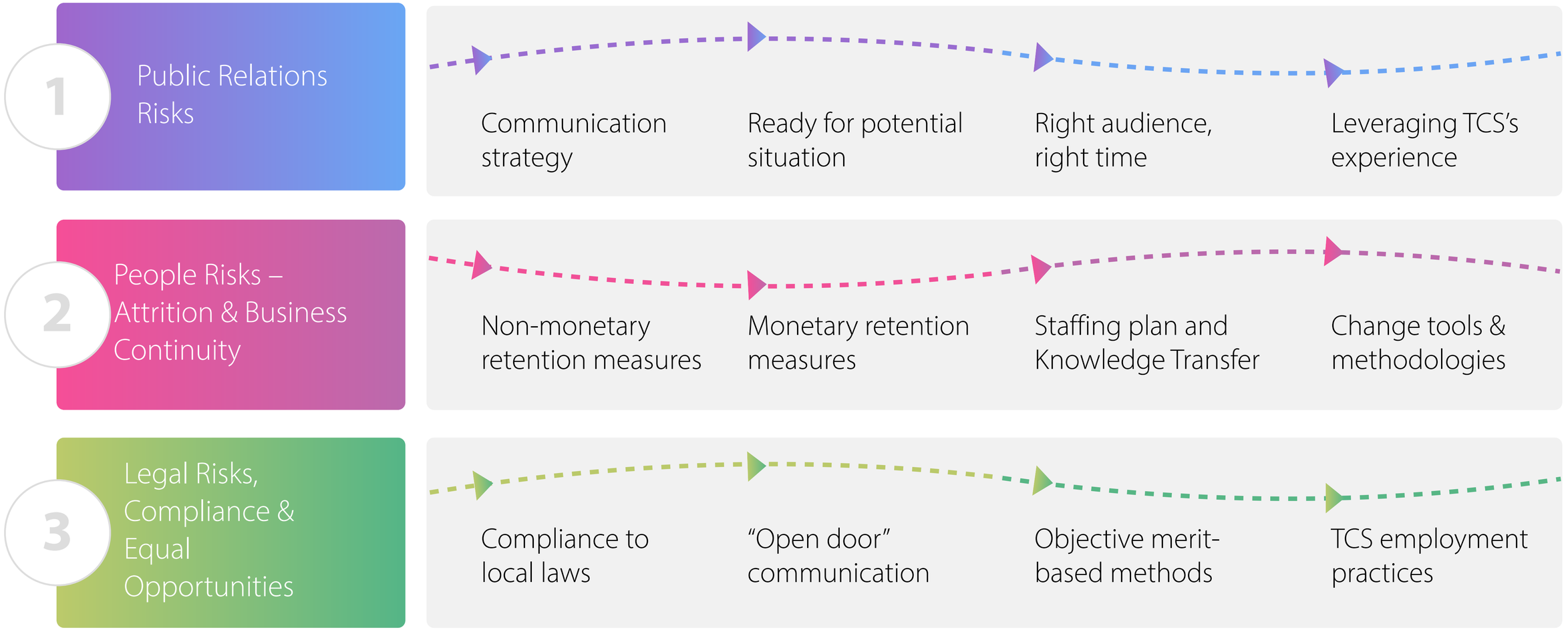
A proven process for Key People Transition, Business Continuity, Talent Retention and Compliance



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Machine First | Machine to Machine Interaction

1

AI Chatbot with ML capability

2

Predictive correlation of issues across multiple desks

3

Leverage existing tools & enhance capability

ENABLERS

DWS UI

AI Chatbot

DIGITAL WORKPLACE STUDIO

KB

DIGITAL WORKPLACE STUDIO

Microsoft System Center Configuration Manager

now

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ENABLERS

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KB

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now

TATA CONSULTANCY SERVICES

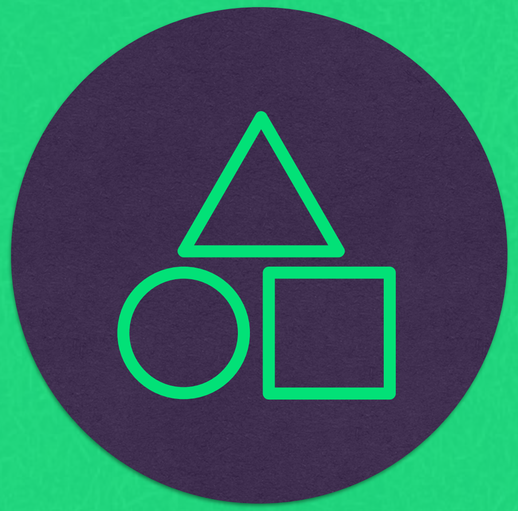
Use the simplest animation

FADE: 0,75 SECONDS :-)

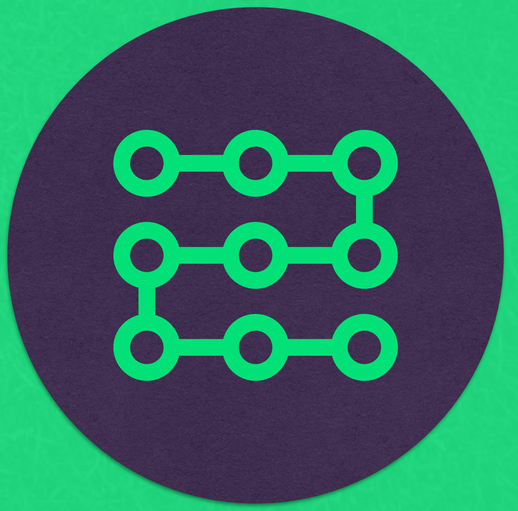
Online presentation
ANIMATION



CONSIDERED



SIMPLE

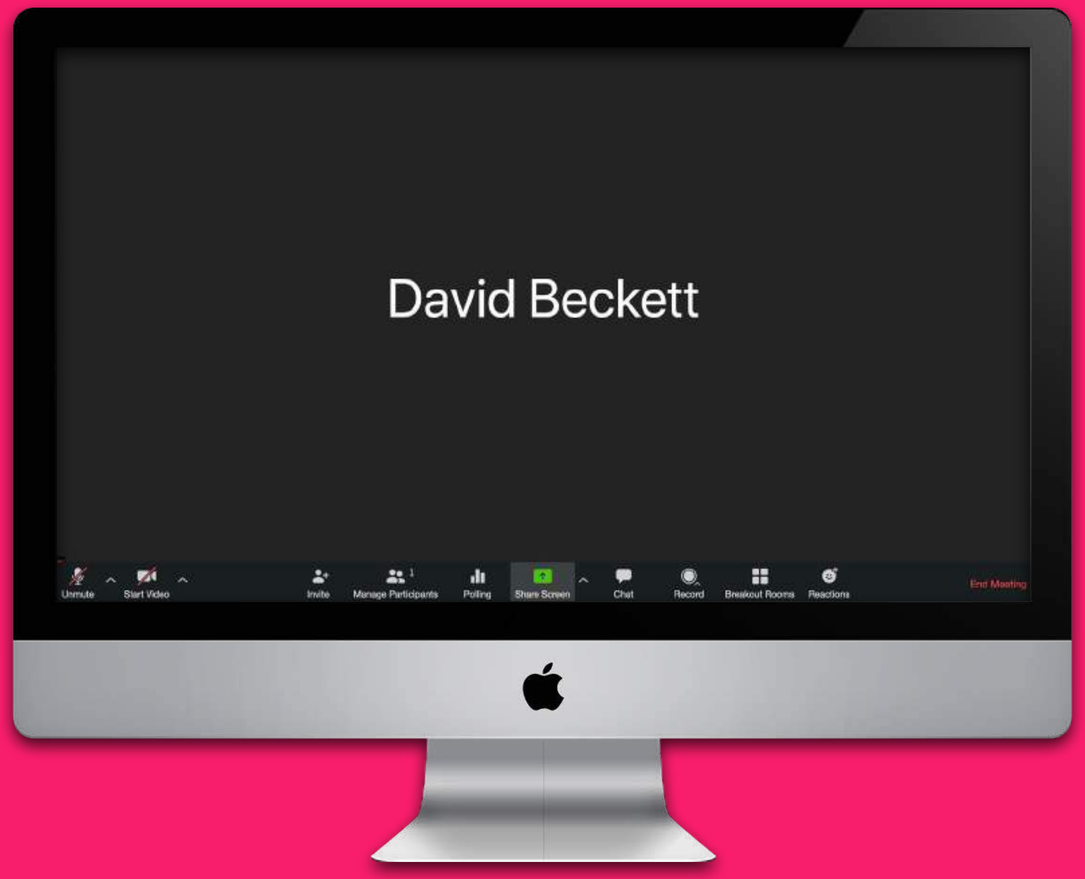


CONSISTENT


QUESTIONS?
Please ask
IN THE CHAT or BY VOICE!


3 Big Things for
ONLINE PRESENTING

VIDEO ON



Sometimes it's **easier** not to be seen

Seeing each other creates a **bond**

Essential if **you** are **presenting**



VIDEO ON

Smiles & Laughter

Gestures & Nods

Facial **Expression**





CAMERA POSITION

Avoid looking **down**
on the audience

Adjust to look
at the camera
if possible





THINK ABOUT LIGHTING...

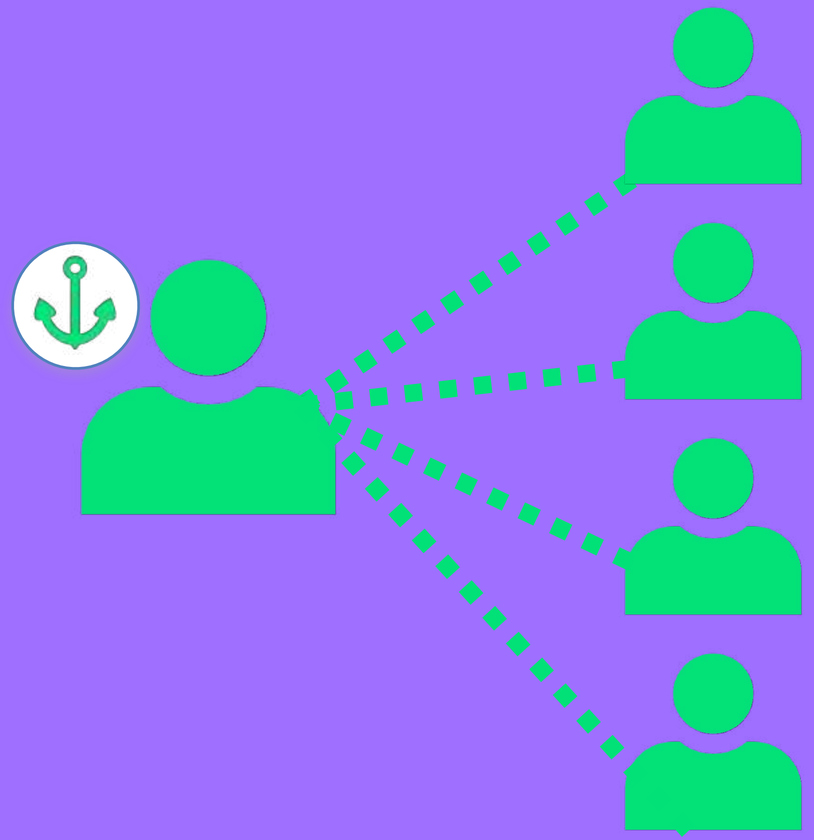
They need to be able to see your facial **expression**



Presenting Online
AS A TEAM

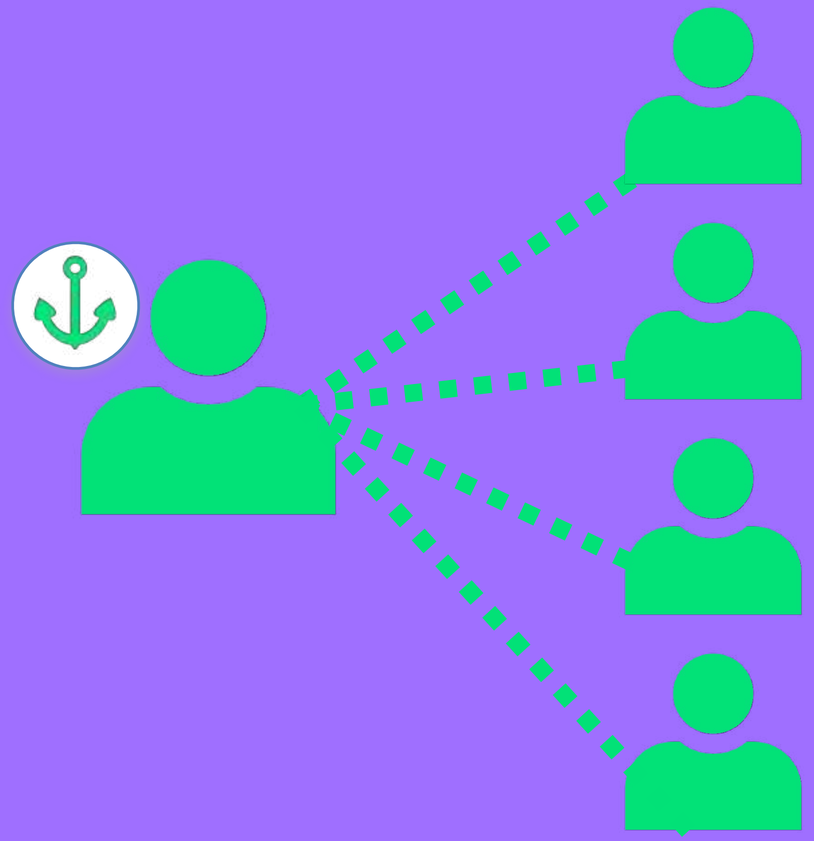
Have one

ANCHOR PERSON





Have one
ANCHOR PERSON



Introduce the **presenting team**

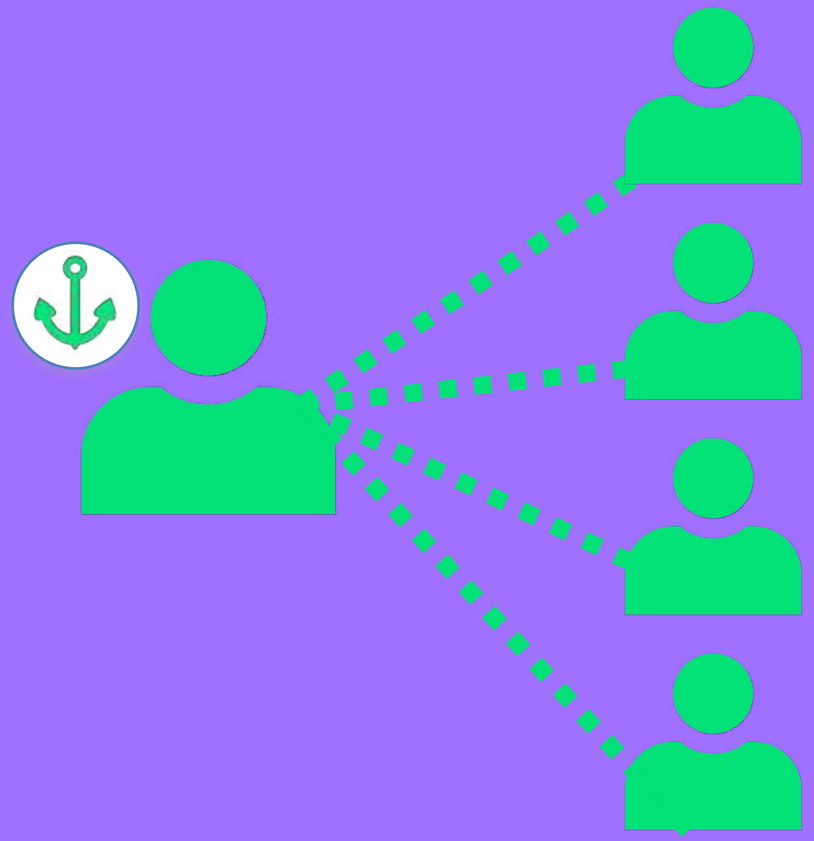
Deliver the **introduction**

Introduce each **presenter**

Wrap up the presentation

Handle **Q&A** - who answers what

Have one
ANCHOR PERSON



"Now I'd like to introduce person X, whose **role** is… and **expertise** is…

He/she will explain about **topic Y**."

Keep it **short**: 15-20 secs. max!


Plan and practice the
HANDOVERS
The next presenter needs to be ready

Delivering the story

YOUR VOICE WINS ATTENTION


You have most effect with
YOUR VOICE


What do you want them to
THINK & FEEL?



The **No.1** Reason why
PEOPLE GET CONFUSED


Not enough **AIR** around
THE IMPORTANT POINTS

Information **flowing into** each other



AIR in-between each **separate** piece of information




Give some **AIR** around
THE IMPORTANT POINTS


Say it
OUT LOUD



Best way to improve Voice?

FILM YOURSELF PRESENTING


QUESTIONS?
Please ask
IN THE CHAT or BY VOICE!

Presentation tools and

RESOURCES







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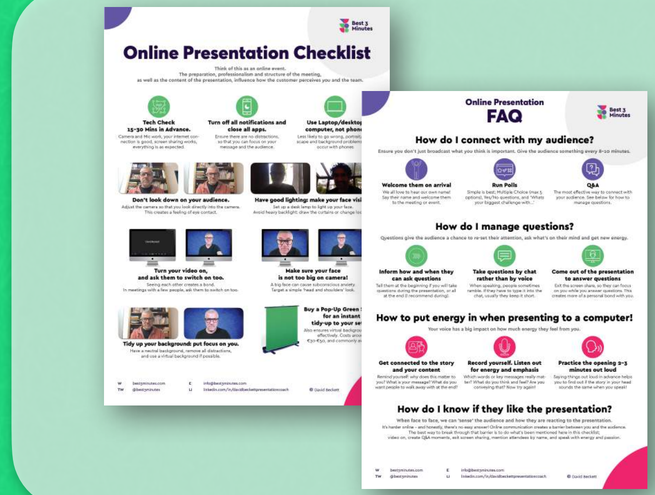

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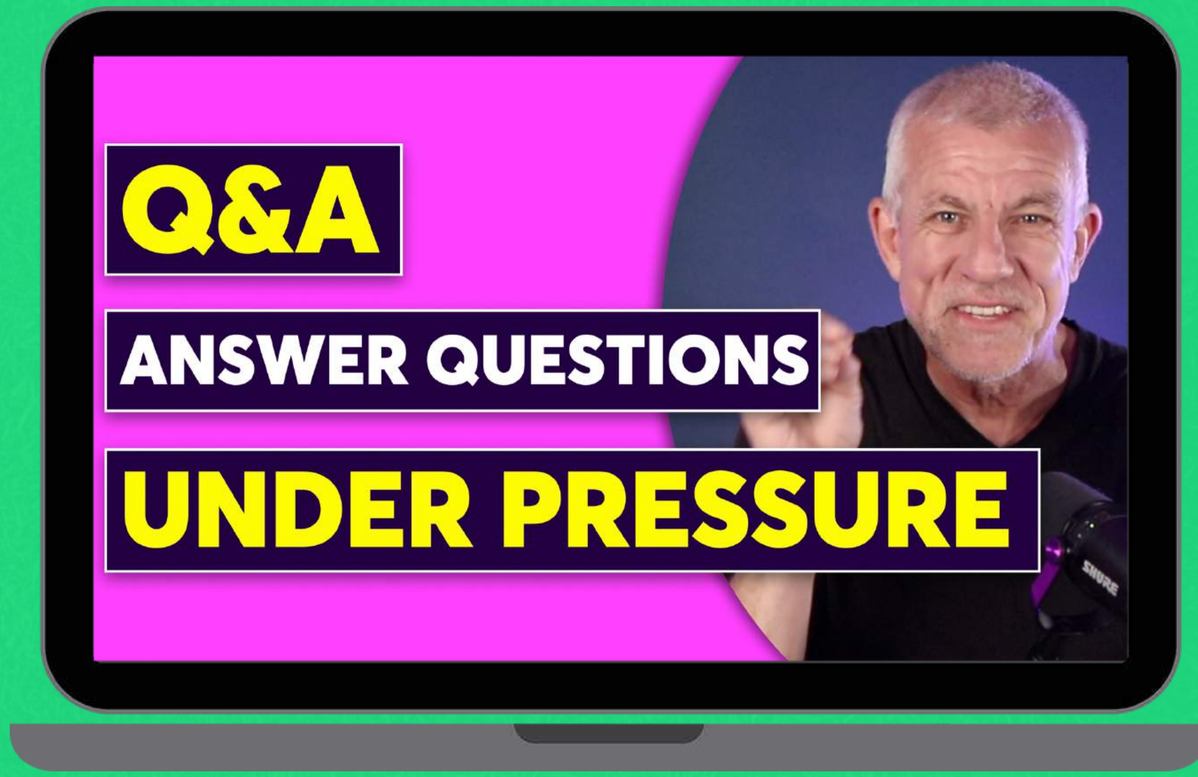
Podcast



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