

An aerial view of a city skyline, likely New York City, at sunset. The sky is a mix of orange, pink, and blue, with clouds catching the low light. The city's skyscrapers are silhouetted against the bright horizon, with some windows still lit. The water of the harbor is visible in the lower right.

exoworks

Miért van szükség exponenciális transzformációra és hogyan valósítható meg?

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ExO coach, trainer & CEE ambassador – ExO Works

Vendégoktató – Budapesti Corvinus Egyetem



Disaster Resilience



Energy



Environment



Food



Global Health



Governance



Learning



Prosperity



Shelter



Security



Space



Water *exoworks*



~400,000

patients undergo
vascular surgery



40%

are at risk
during/after surgery



\$2.8B

extra cost caused by
anastomoses-related
problems

Health risk – no objective and scalable educational tool

3D



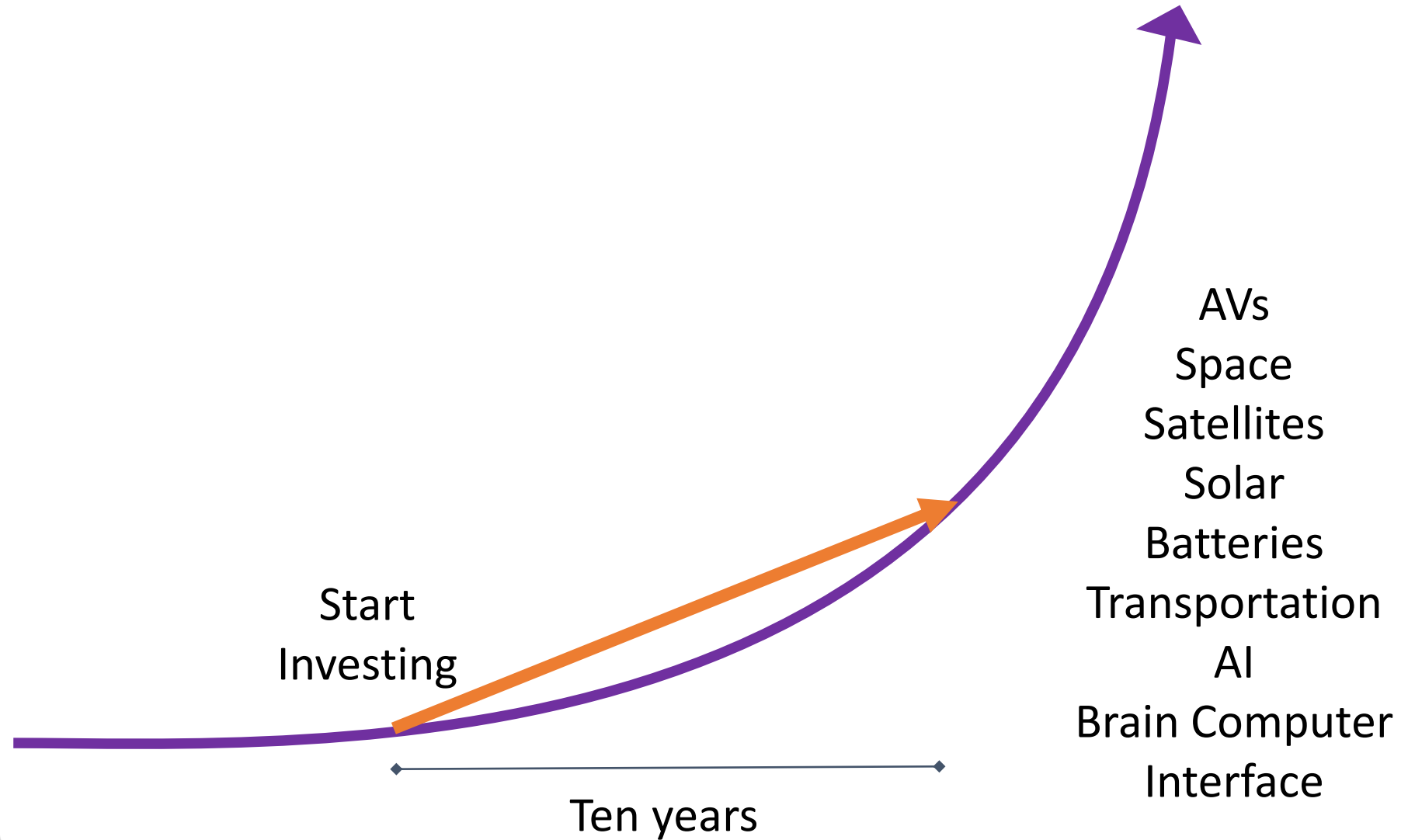
AR/VR

Combining exponential technologies

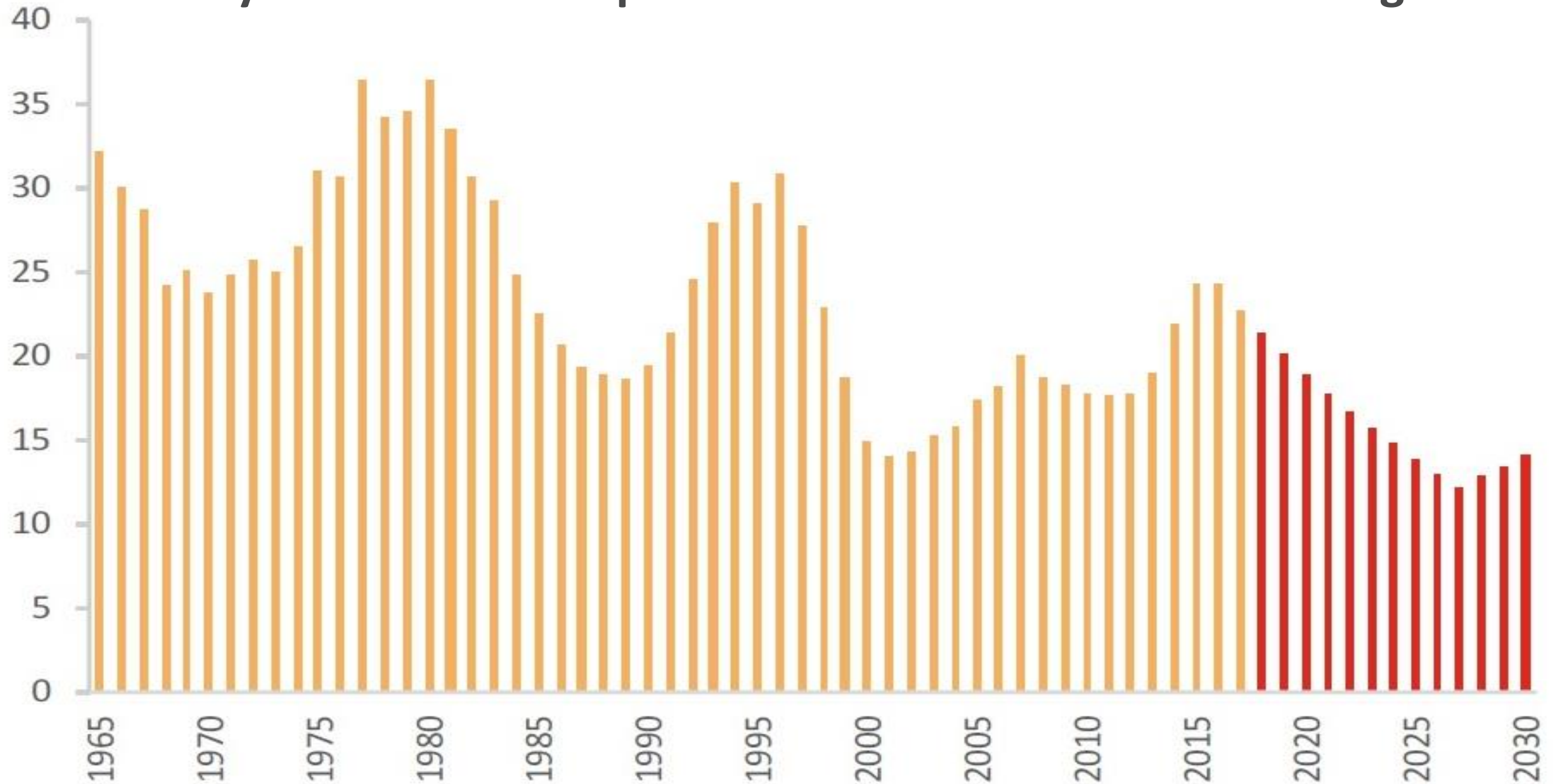
AI/CFD



Exponential technologies



In 10 years 40% of companies in the S&P500 index will be gone





“You have to disrupt
yourself or others will
do it for you.”
Steve Forbes

So what's next?

EXPONENTIAL ORGANIZATIONS

Why new organizations are ten times better, faster, and cheaper than yours (and what to do about it)

SALIM ISMAIL

with **MICHAEL S. MALONE** and **YURI VAN GEEST**

FOREWORD and AFTERWORD by **PETER H. DIAMANDIS**

A SINGULARITY UNIVERSITY BOOK

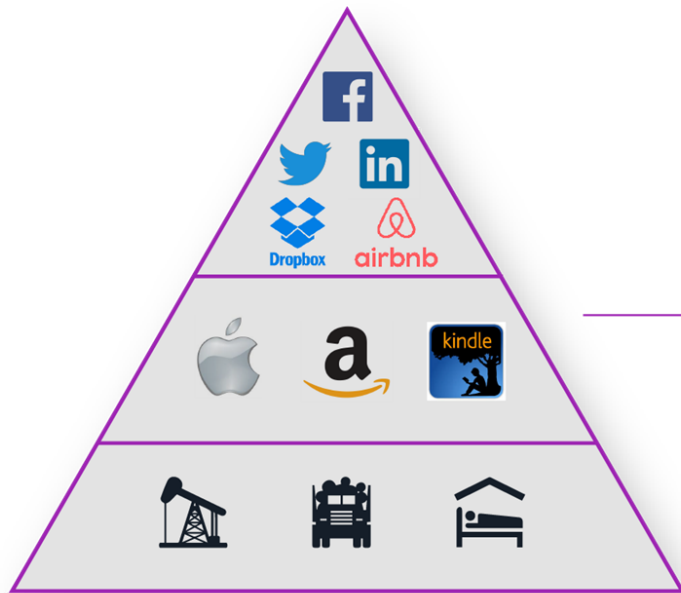
Accessing and managing abundance



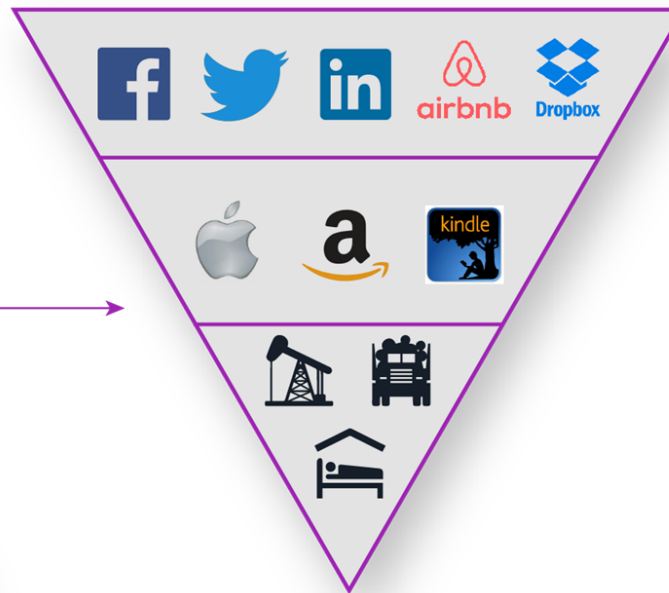
Exponential Organizations (ExO)

The internet, for the first time in history, allowed startups to drop the cost of demand exponentially. **ExOs scale by exponentially dropping the marginal cost of supply.** ExOs are a new type of impact-driven organizations that leverage the abundance of information and are transforming industries overnight.

20th Century



Hierarchy of the
4th Industrial Revolution



Digital-only products

Physical products with
information-based revenue
streams

Physical products that
are information-enabled

Attributes of ExOs (You need an MTP + at least 4)

TAP INTO ABUNDANCE

SCALE

Staff on Demand

Leverage external workers rather than "owning" employees in order to increase speed, functionality, and flexibility while decreasing fixed costs.



Community and Crowd

Attract, engage, and leverage a community whose like-mindedness inspires support, adding creativity, innovation, validation, and even funding.



Algorithms

Leverage automated functions, including machine learning and deep learning, to get new insights about customers, products, and processes.



Leveraged Assets

Access, rent, share, or otherwise outsource assets to stay nimble and reduce capital expenditures.



Engagement

Leverage outside interest through gamification, digital reputation systems, and incentive prizes to create network effects and positive feedback loops.



MTP

MASSIVE TRANSFORMATIVE PURPOSE

The higher aspirational purpose of the organization, capturing the hearts and minds of those inside and outside the organization.

MANAGE ABUNDANCE

IDEAS

Interfaces

Customized filtering and matching to process the output of external attributes (SCALE) into the internal organization.



Dashboards

Make real-time information with essential company and employee metrics accessible to everyone internally with short feedback loops.



Experiments

Lean startup methodology in all departments to experiment with new ideas and processes, culturally enabling rapid, validated learning.



Autonomy

Flat structure allowing individual employees and/or self-organizing, multidisciplinary teams to operate effectively.



Social Technologies

Leverage collaborative tools to have real-time conversations with transparency and connection across the organization.



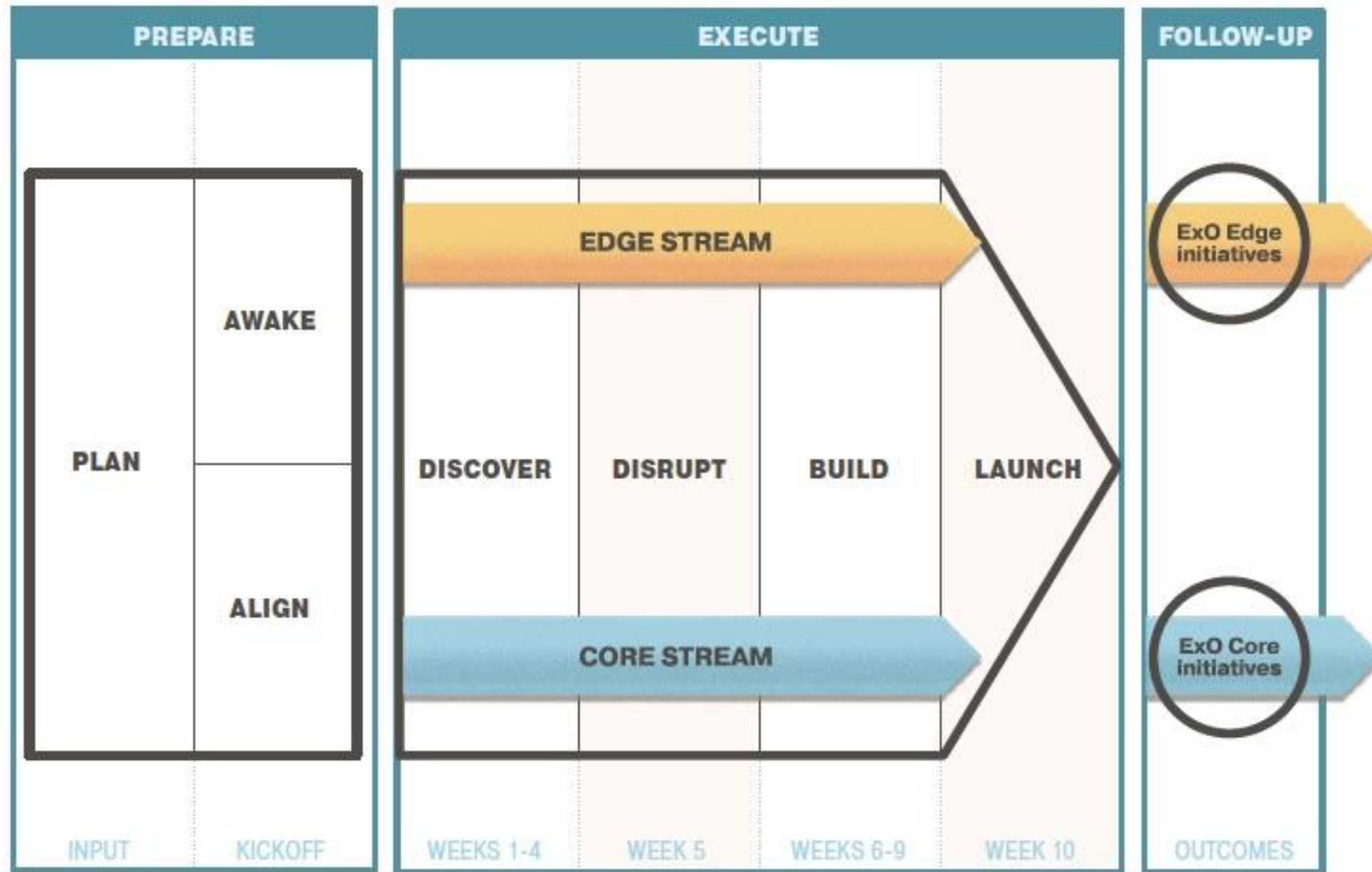
Exponential Quotient

<https://exqsurvey.com>

Experimenting and creating a repeatable process



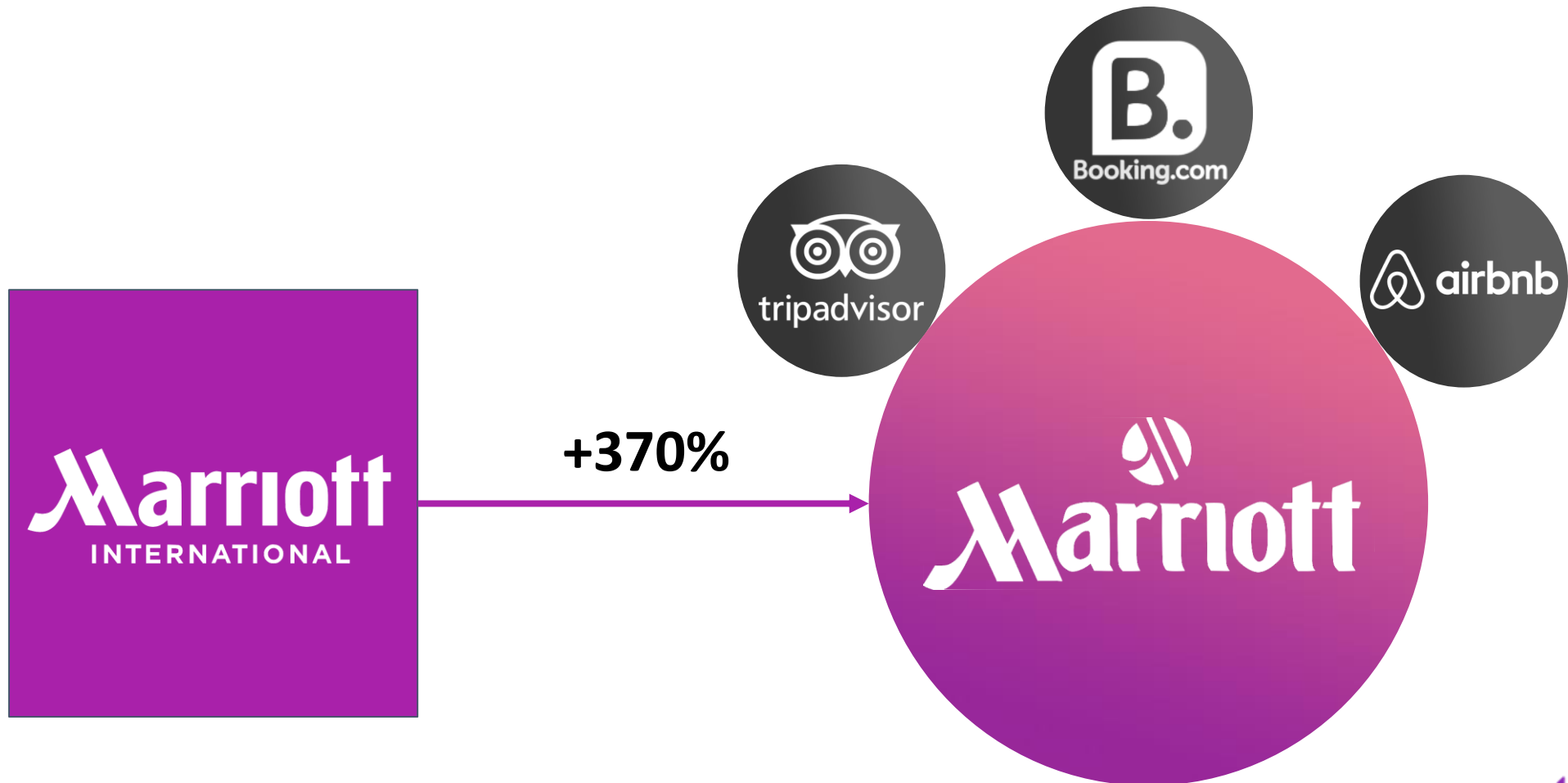
How to become an ExO? The ExO Sprint



Balancing innovation and risk

\$45 billion

\$165 billion



Cross-functional teams



Coach-based approach



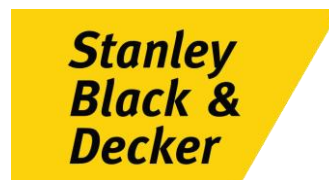
Handling the immune system



Align innovation



Cross-industry client base





Case studies of adopting ExO Attributes



Procter&Gamble

- Launched 25 initiatives in four years on a tiny budget by focusing on “freeing our employees for free”
- 8 projects on track to deliver \$50+ million in value or 10X lift in customer satisfaction

Rio de Janeiro metro enables contactless payments

Brazil's top tourist destination introduces the system across 41 stations.



By Angelica Mari for Brazil Tech | May 7, 2019 -- 12:55 GMT (13:55 BST) | Topic: [Mobility](#)



MORE FROM ANGELICA MARI

Digital Transformation
Brazilian firms want digital expertise but fail to train

Digital Transformation
Lack of expertise stalls digital transformation in Brazil

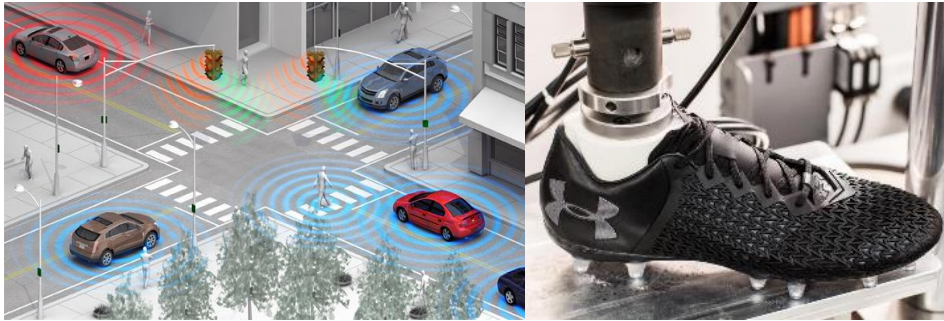
Internet of Things
Brazilian healthcare CIOs plan IoT boost

Cloud
Cloud security immaturity challenges Brazilian firms

Hewlett-Packard LFP



Liquid sensors



Drone prainting



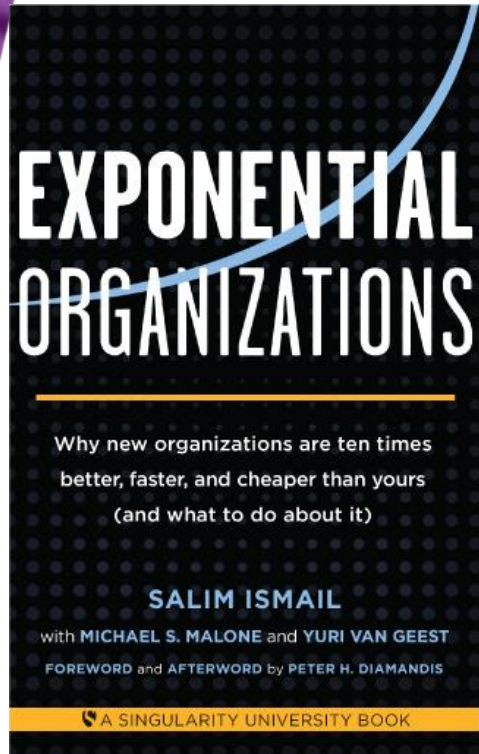
Roomba printer



Intelligent Printouts

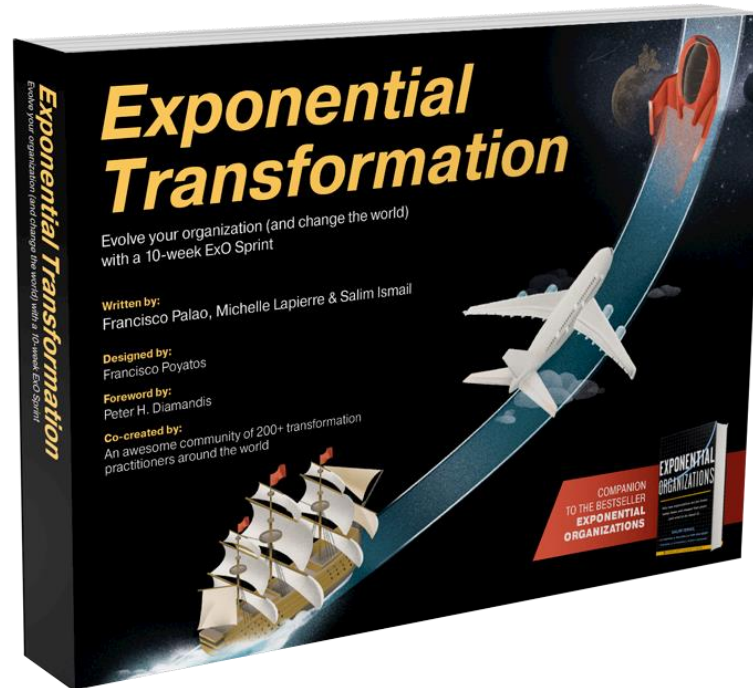


Why?



ExO
Canvas

How?



ExO
Sprint

Who?



ExO
Ecosystem



Disaster Resilience



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Food



Global Health



Governance



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Prosperity



Shelter



Security



Space



Water *exoworks*

**How can this help
your business?**

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