



A new digital platform concept...

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Agenda

Presentation Bison IT Services AG

Presentation Packimpex AG

Challenges Packimpex AG

Bison IT Services solution concept

Questions

4

Locations in
Switzerland

Over

700

Customers

200
Employees

12
Apprentices

26'000

Service
Management
Users

130

certified technical specialists

10'000

Managed
employees

Microsoft
Partner of the
Year
2015

Experton

Cloud
Leader 2016

1'500

monitored server
systems

Vision

It is our vision to be the Swiss partner of choice for all international relocations.



Packimpex strategy

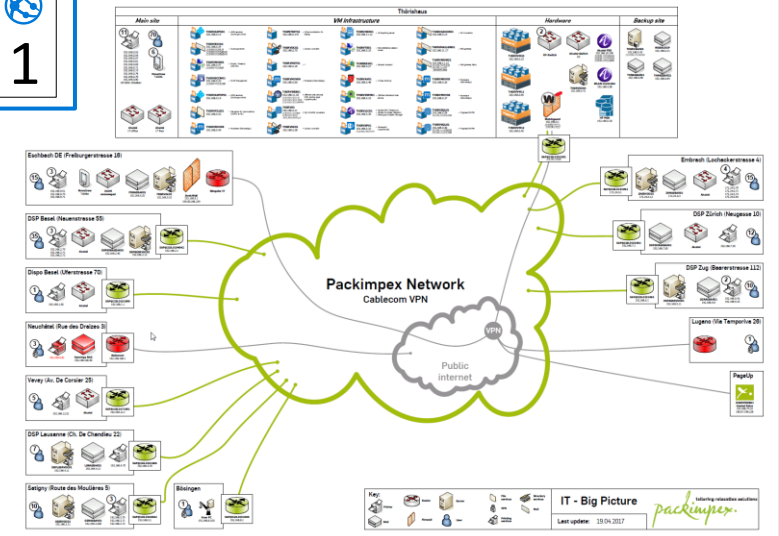
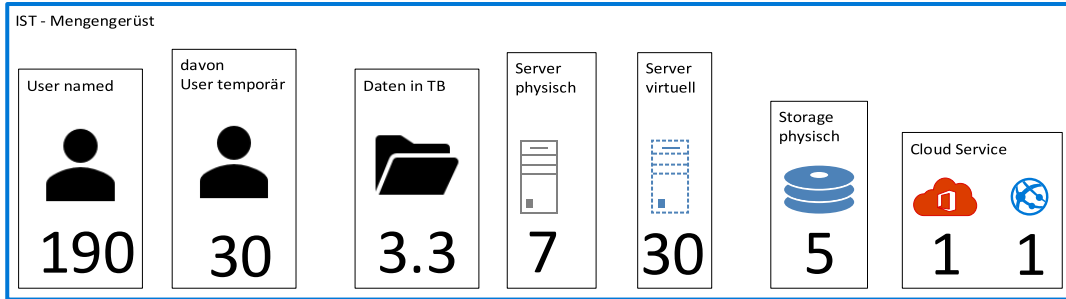
Relocation process ownership	Customers	Immigration Services	Destination Services	Temporary Housing / Furniture Rental	International Household Goods Moving
Employer managed	serving corporate customers	Full support packages, Relox collaboration technology, reduction of touchpoints through relocation management			
Employer managed	serving relocation management companies	First and final mile service delivery in Switzerland by dedicated RMC specialists			
Employee managed	serving consumers (retail)	Modular service packages supporting "do it yourself" relocations			

Top 5 strategic IT requirements



- Reliable, high-performing and scalable infrastructure
- Flexible cost structures
- High data security standards
- Flexibilization of workplace and employment
- Integration of communication and collaboration

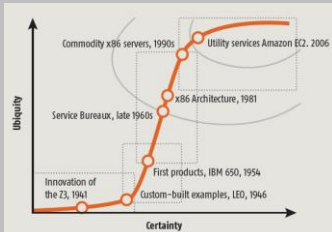
Historic in-house IT setup



General challenges...



Complex & specialized

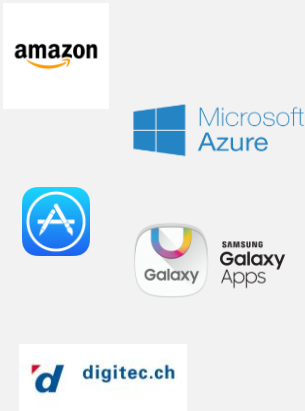


«As business categories evolve and mature, they tend to split into two business architectures: one specializing in complex systems, the other in volume operations.»

«In volume operations business models make the difference.»



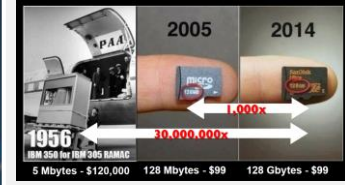
Consumerization



Future



Business Models



Exponential Timing



Future

Challenges *packimpex.*

tailoring relocation solutions



Complex & specialized



- *Fachkräftemangel*
- *Komplexer Betrieb*



Consumerization



- *IT as a Service*
- *24*7 Service*
- *Kosten Sensibilisierung*

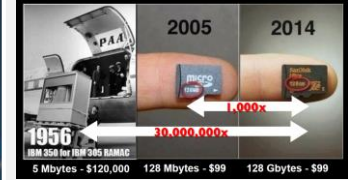
Future



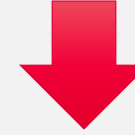
Business Models



- *Saisonale Personal Schwankungen*
- *Digitalisierung B2B*
- *Neue Arbeitsweise (Teams, UC)*



Exponential Timing



- *Schritthalten mit der technischen Entwicklung*
- *Quick «Go to Market»*

Future

The solution...



Complex & specialized



- *Make or Buy*
- *Standardization & Modularization*
- *Autonomous Operation*



Consumerization



- *Self-Service*
- *Amazon-like experience*
- *Transparency*

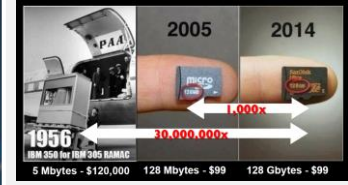
Future



Business Models



- *IT as a Service*
- *Plan-Build-Run vs. Source-Make-Deliver*
- *Digital integration of customers and partners*



Exponential Timing









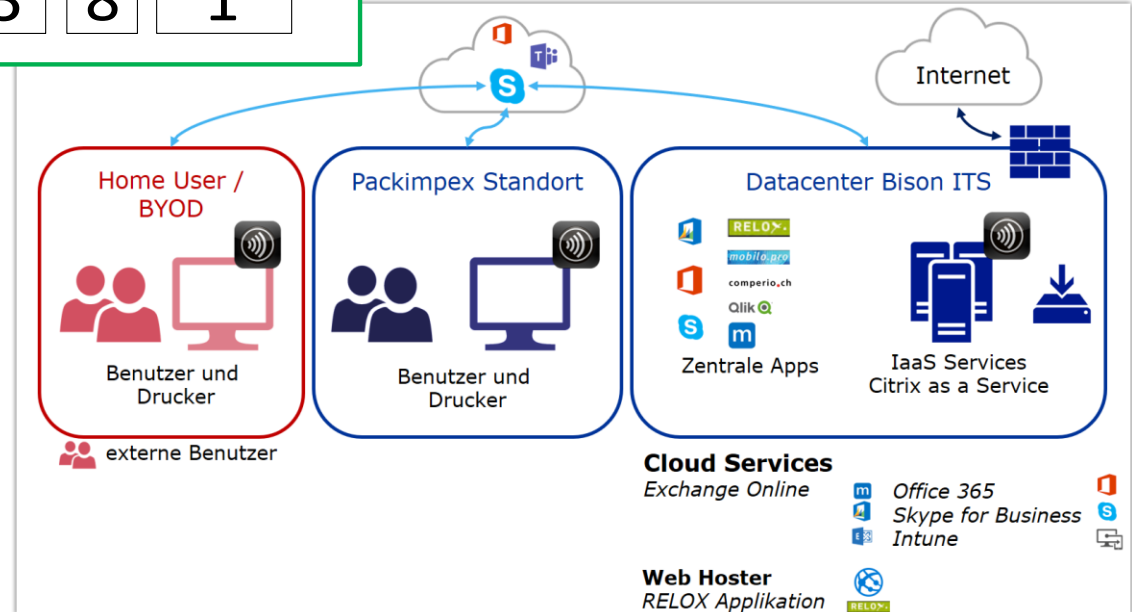
- *Trial/Error*
- *Agile platform*

Future

The new solution

SOLL - Mengengerüst

User named	User concurrent	User temporär	Daten in TB	Server	Cloud Service
 190	 160	 30	 3.3	 8	 1



A person is seen from the back, drawing on a wall that is completely covered in white doodles on a dark background. The doodles include various symbols like lightbulbs, gears, a film clapperboard, a clock, a cat, and mathematical symbols. Text is also scattered throughout the doodles. The word 'Questions?' is written in large red letters across the center of the image.

Questions?

AWESOME

PRESS

PLAY

WE REMEMBER

80%

OF WHAT
— WE —
SEE

BUT ONLY

10%

OF WHAT
— WE —

HEAR

BRAINSTORM

IDEAS

CONNECTION

EXPLORE

VISUALS

ARE MORE

CRETE

AND

EASIER

TO

REMEMBER

OH!

!!!

!!!

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!!!

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!!!

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tailoring relocation solutions
packimpex.

Thank you for your attention!