

# The journey from systems integration to digital integration

Dr. Ioannis Mertzanis  
CEO



Classification ISO 27001: Public

MK-23082018-1



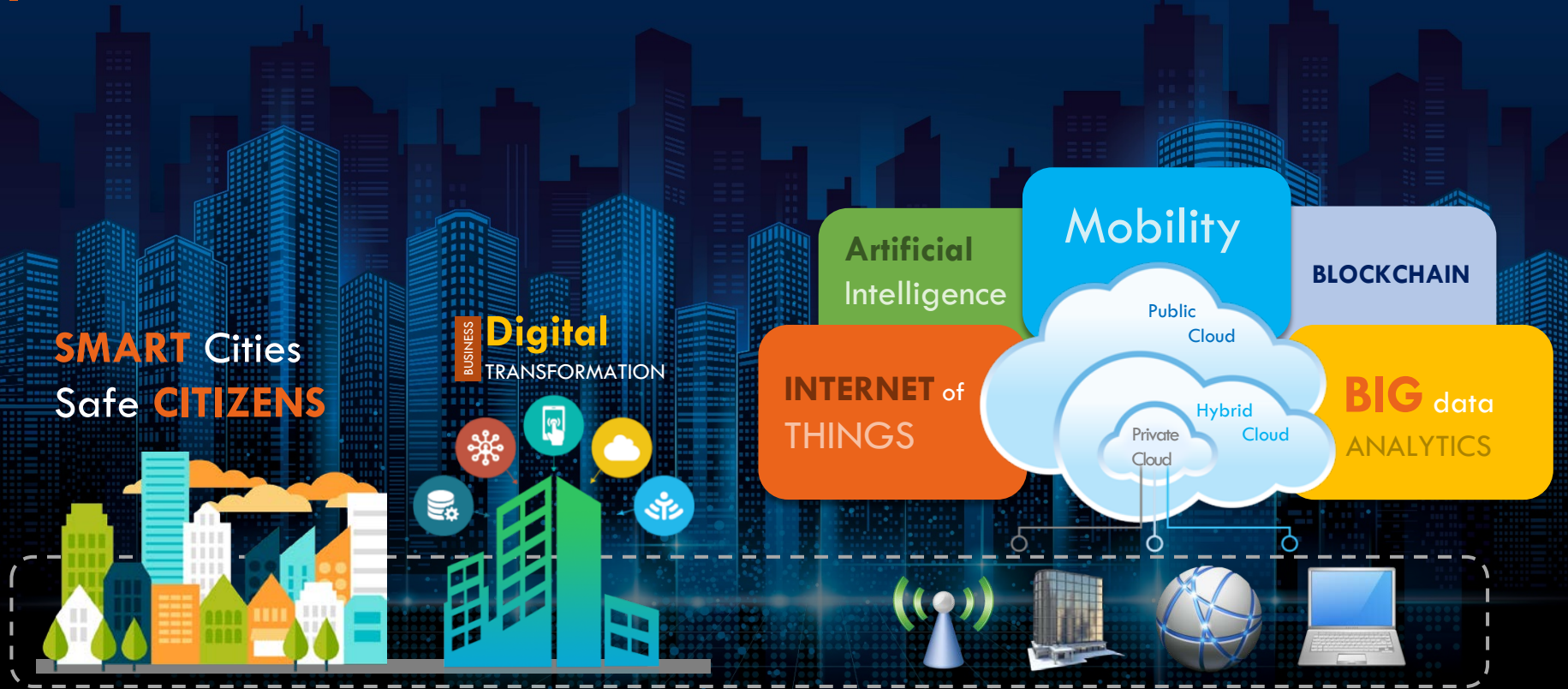
[www.space.gr](http://www.space.gr)

A group of five business professionals, three women and two men, are sitting on a white wooden bench. They are all dressed in formal business attire. The woman on the far left is wearing a black blazer and skirt with black heels. The man next to her is in a dark suit and black shoes. The woman in the center is wearing a black blazer and skirt with black heels. The man next to her is in a grey suit and black shoes. The woman on the far right is wearing a black blazer and skirt with red heels. They are all looking down at their hands, which are resting on their laps. A white rectangular box with a thin black border is overlaid on the image, containing the text "Systems Integrators watch out! You're out of job soon".

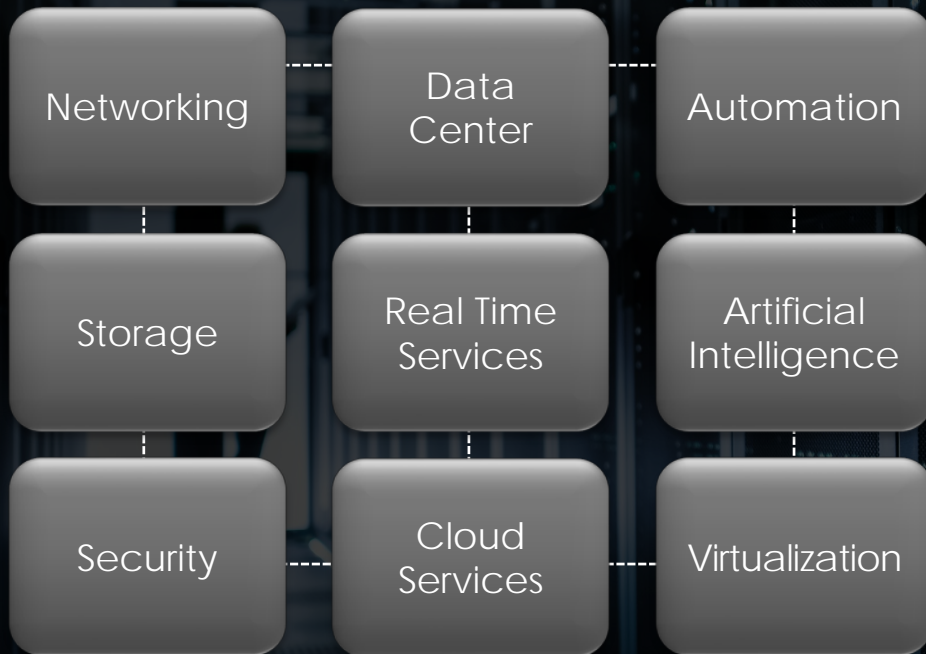
Systems Integrators watch out!  
**You're out of job soon**



# Technology Trends – “A very smart ecosystem”, what is missing ?



# Software Drives the Next Gen



**Software  
Defined  
Everything  
SDx/SDE**

# Technology Ingredients Driving Business

//

No matter what your business is dealing with, technology can change one-or-more to new-or-better way to do it.

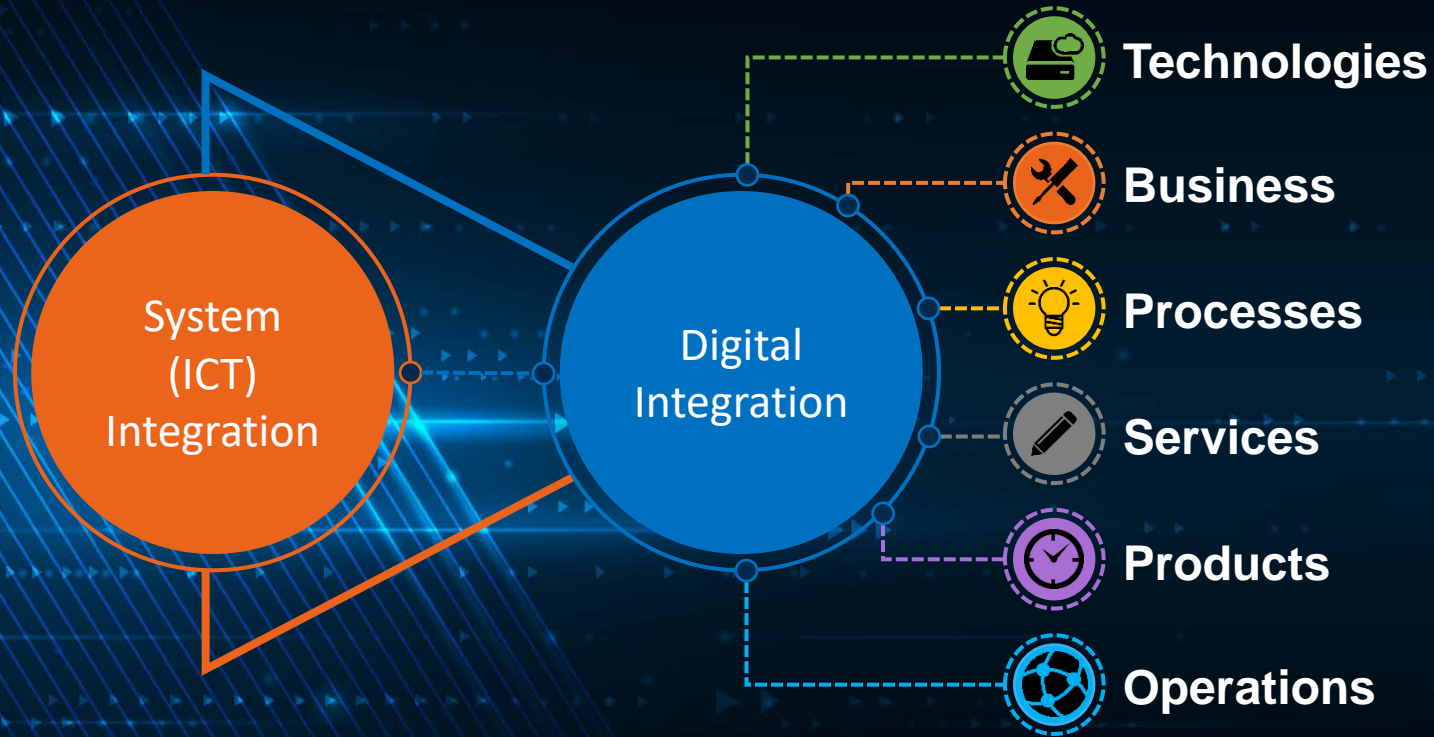
//

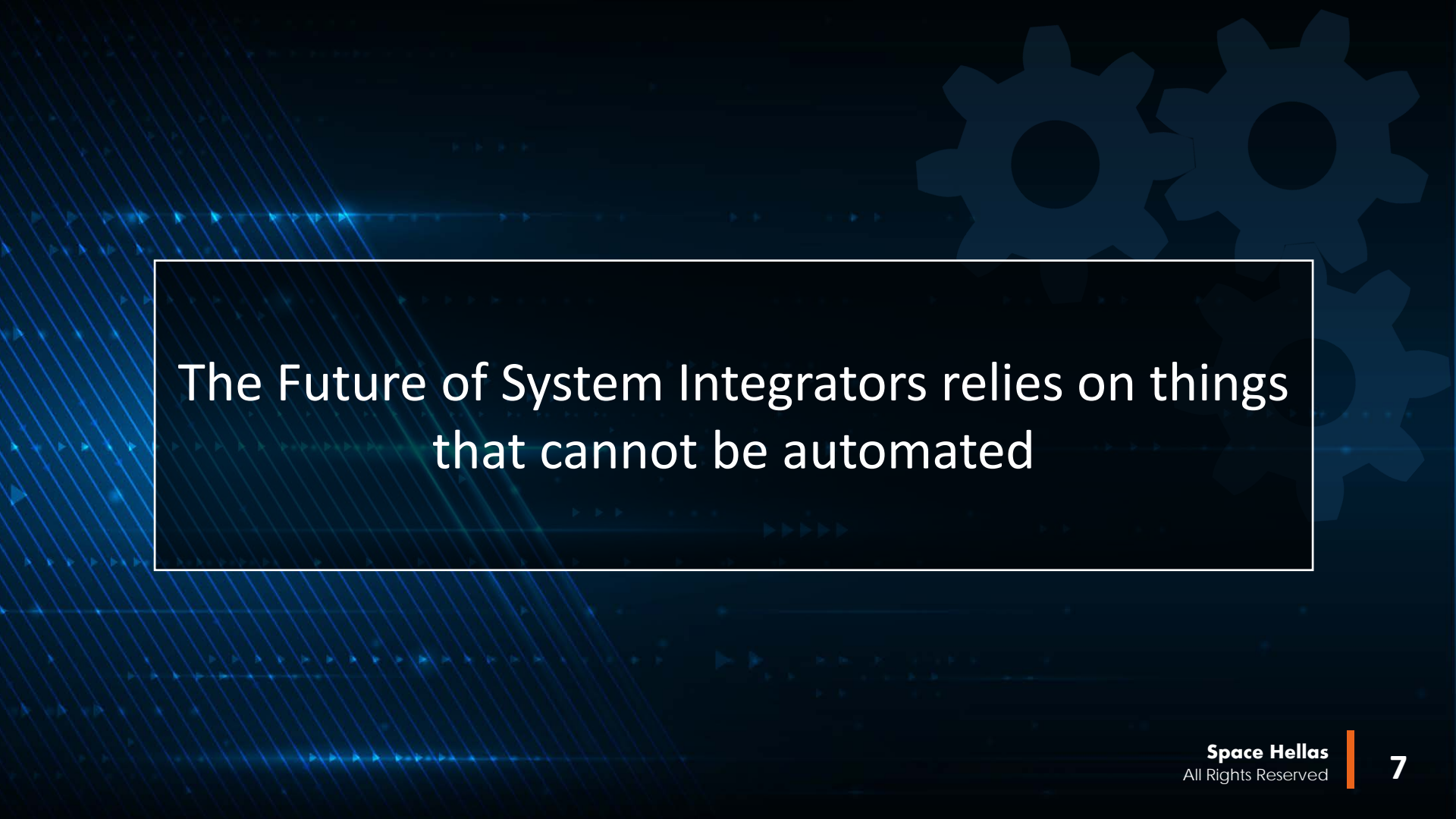
New Business  
New Channels  
New way  
New customers  
New products  
New .....





# | From System to Digital Integration





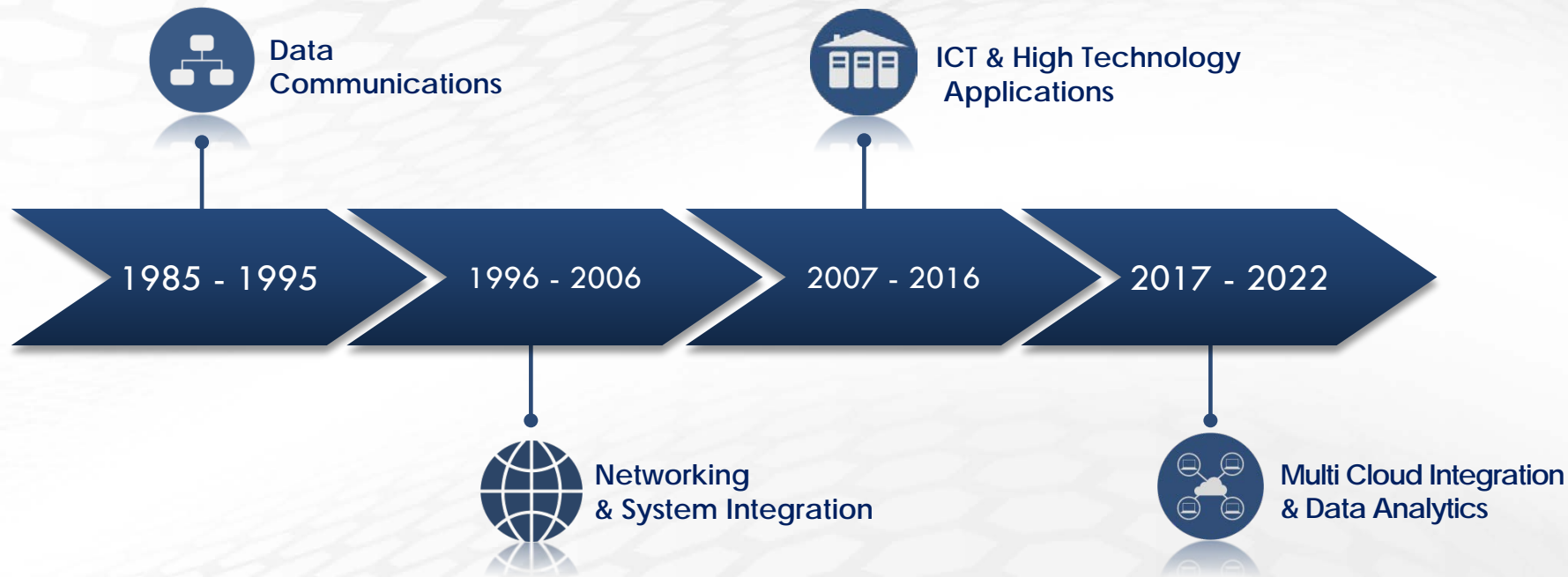
The Future of System Integrators relies on things  
that cannot be automated

# | Digital Integration

- SIs Need to invest in human capital, technology, service delivery, SW integration and partnerships
- SIs Need to
  - Understand customer needs
  - Go through a workforce skillset transformation
  - Understand the millennial “effect”



# | SPACE HELLAS from HW delivery to SD era



# | We are looking to bring together :

The benefits of a hybrid multi cloud offering and SD era

Performance  
and agility



Security



Scalability



Cost  
optimization



Managing the transition to SD

# Space Hellas digital footprint



## Space Hellas Innovation Lab

Space Hellas innovation lab aims at:

- Monitoring next Gen trends
- Identifying new opportunities
- Fostering customer-centric innovation
- Creating new revenue streams



### PLATFORMS

AWS  
Azure  
Oracle Cloud  
DevNet

### APPS/SERVICES

SH Guardian  
Bizz-IQ  
Web-IQ



### PARTNERS

Amazon  
BT  
Cisco  
DellEMC  
Equinix  
Google  
HP  
Microsoft  
Oracle  
vmware



### PRESENCE

Greece  
Cyprus  
Malta  
Serbia  
Romania  
Germany  
Netherlands  
Jordan



# Empowering

Your Digital Transformation Journey

Thank you for your attention



Classification ISO 27001: Public

MK-23082018-1



[www.space.gr](http://www.space.gr)