

# Management presentation Induct AS

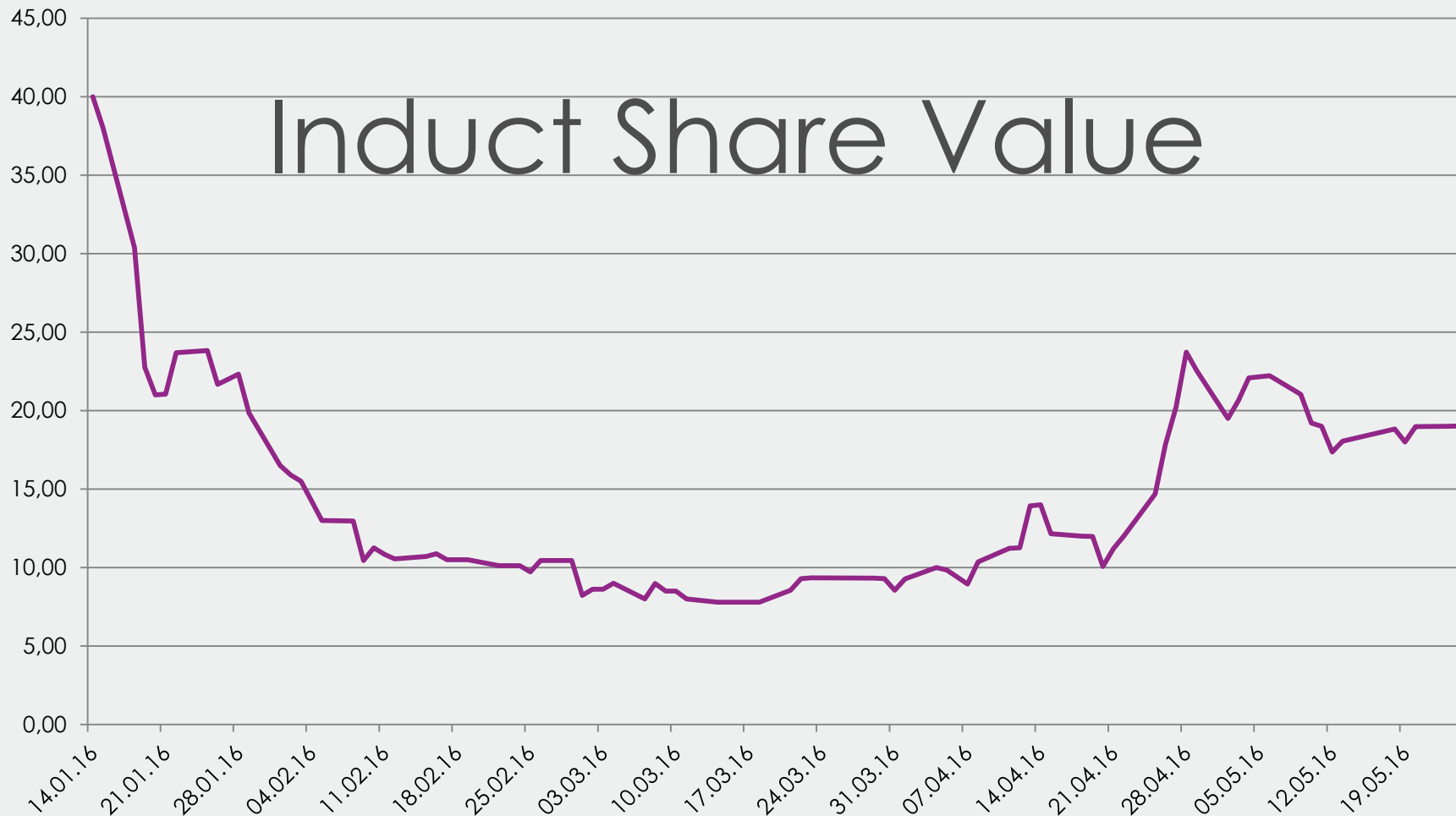
- The future is in our hand

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# Induct Share Value





Induct  
Connecting Innovation Communities

# Induct is an online social network for organizations



OSLO  
(HQ)



LONDON



BARCELONA



BOSTON

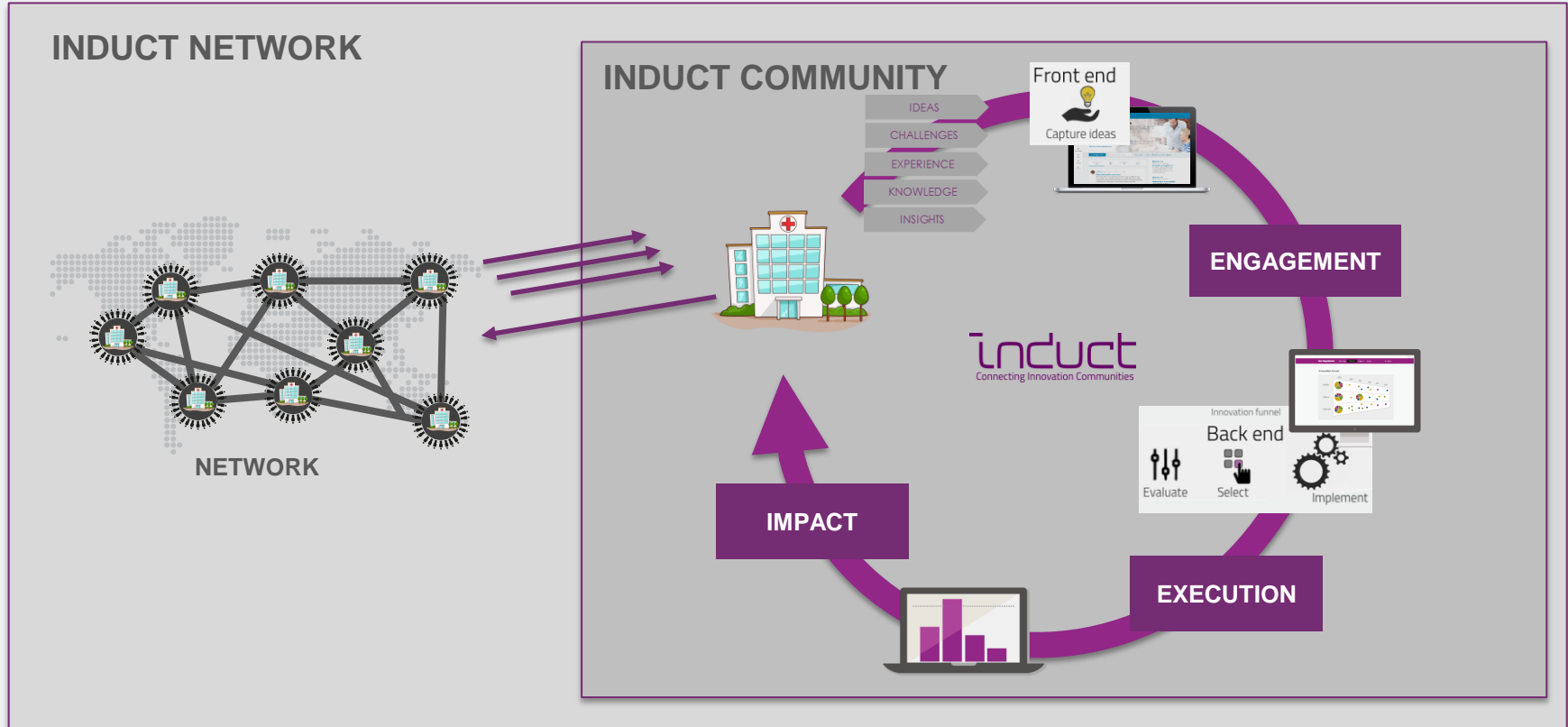


SAO PAULO



BANGALORE

# The Induct innovation and knowledge eco-system



# The Induct innovation process

## ENGAGEMENT

IDEAS

CHALLENGES

EXPERIENCE

KNOWLEDGE

INSIGHTS



Crowd sourcing wisdom

Experience- and knowledge sharing

Involvement and Diffusion

## EXECUTION

Task-, process-, project-, portfolio- and measurement (ROI)

Product Development



Service Design



Process Improvement

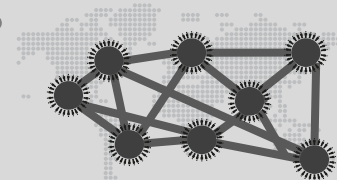


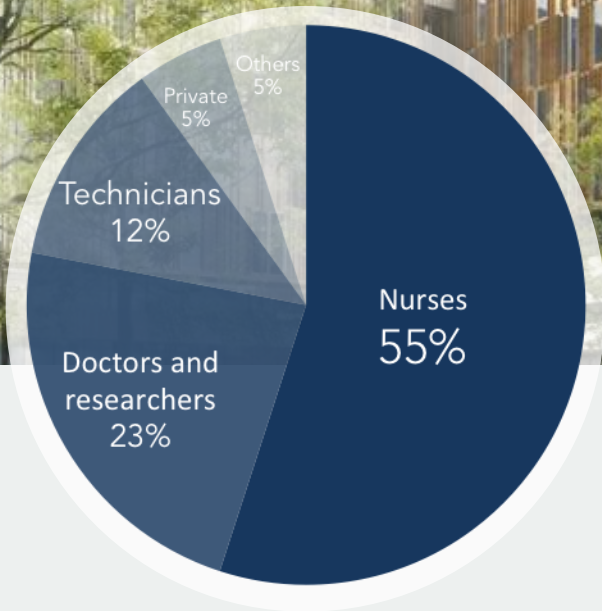
## IMPACT

Measuring Outcomes



Sharing Innovations





*“We have seen a dramatic change to a one hundred year old culture. Typically, only doctors would submit ideas, but with Induct, we now receive ideas from every type of employee”*

## AALBORG UNIVERSITY HOSPITAL

After launching the innovation community, Aalborg experienced that they had an **60% increase of number of ideas** coming in, and they all came from completely new sources. The distribution of ideas was closer to representing the hospitals workforce than what it had previously did.

### Cost Savings

By receiving so much input from non-scientists, the hospital accumulated an operational cost savings over the span of **three years to \$8,4 mill.**

# AALBORG UNIVERSITY HOSPITAL

Cost savings of **\$8,4 mill** in three years

## Selected examples, out of 500 initiatives:

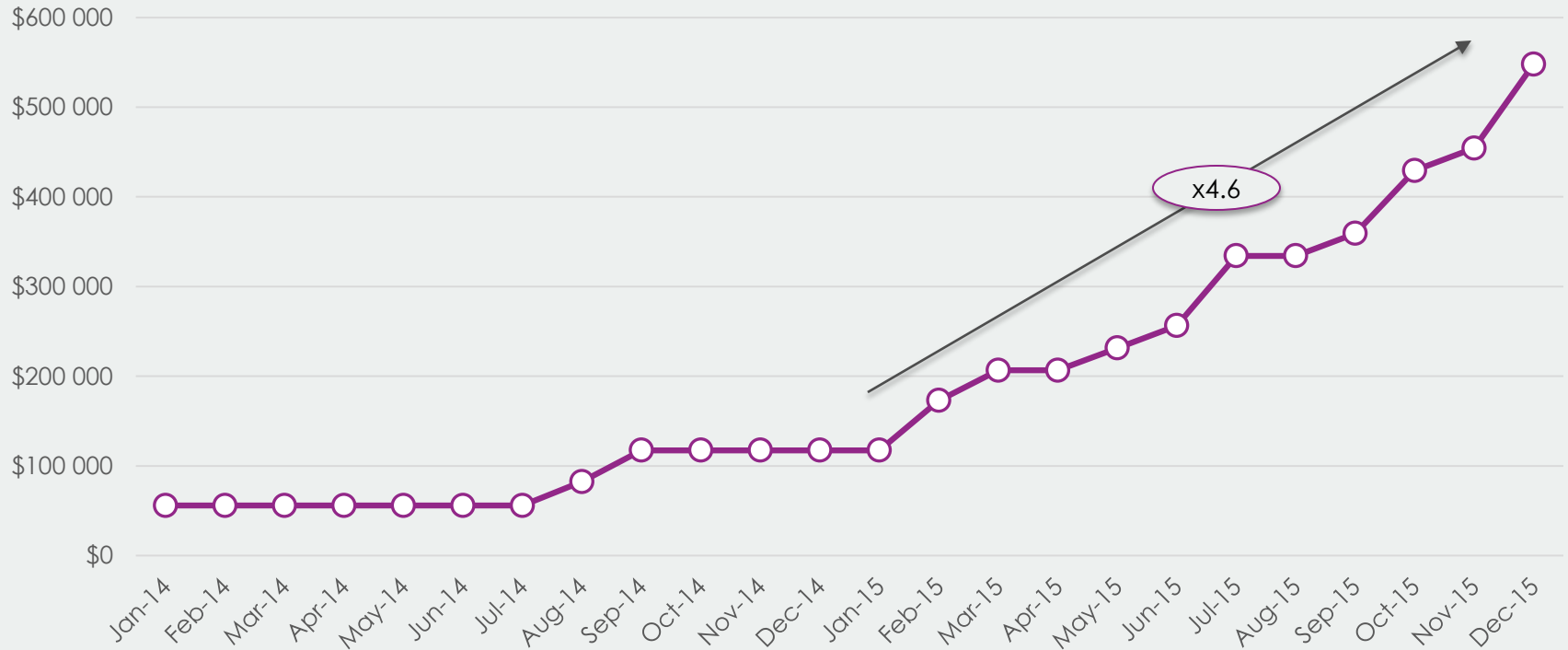
- At **home online** periodic blood monitoring with real time alerts
- Moved **wound treatments** from hospital to home treatment
- **Cut time in half** getting stroke victims from home to hospital
- Oxygen tubes **clipped to pacifier** so baby won't pull off
- **New routine** to eliminate wrong blood types to operating room
- Optimised department **trash pick-up routines**; saved \$ 216k/year
- RFID all wheelchairs for **faster access and fewer** needed
- Cut **elevator waiting time** in half by storing used bed sheets locally

Induct



The oxygen soother

# Healthcare subscription revenues are accelerating (ARR\*)



\*ARR: Annual Recurring Revenue

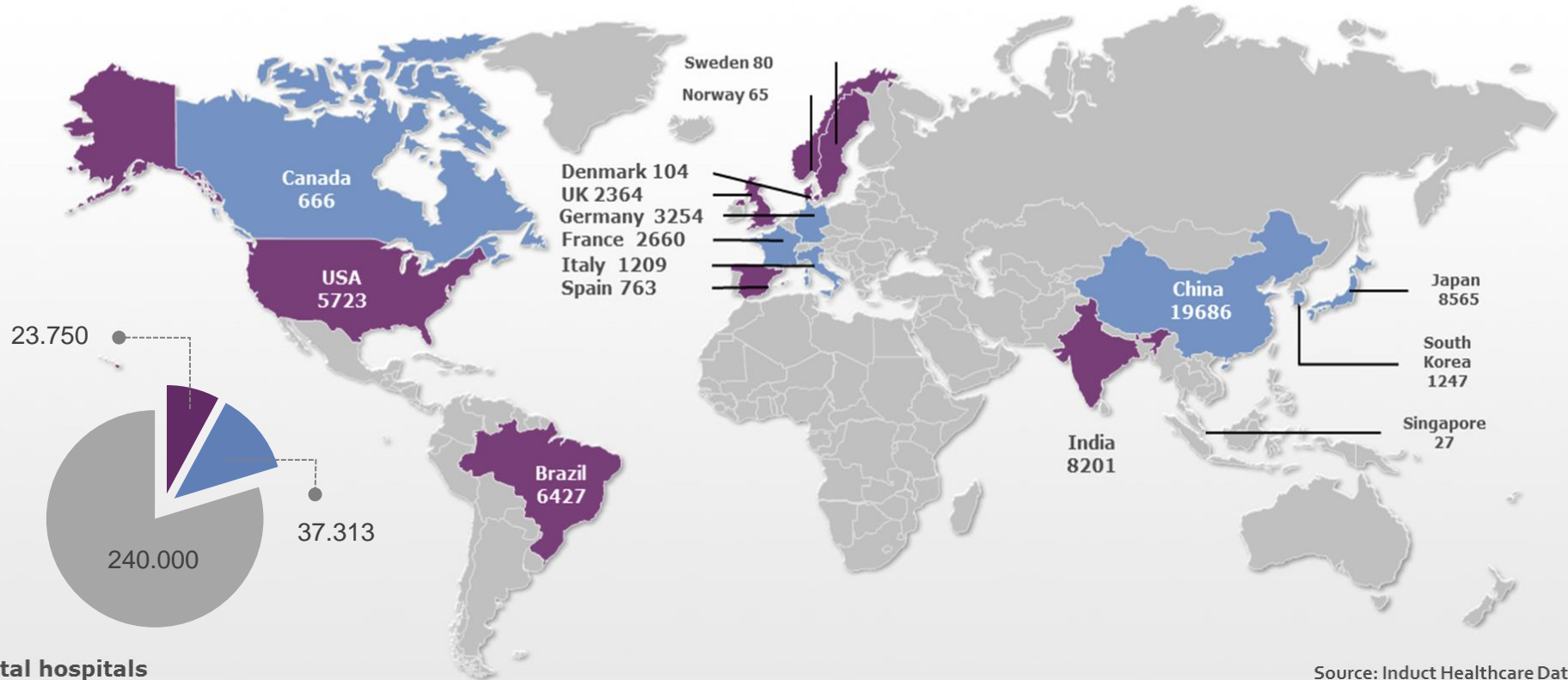


# Addressing hospital systems worldwide = huge potential

CURRENTLY PRESENT

NEW POTENTIAL MARKETS

OTHER MARKETS



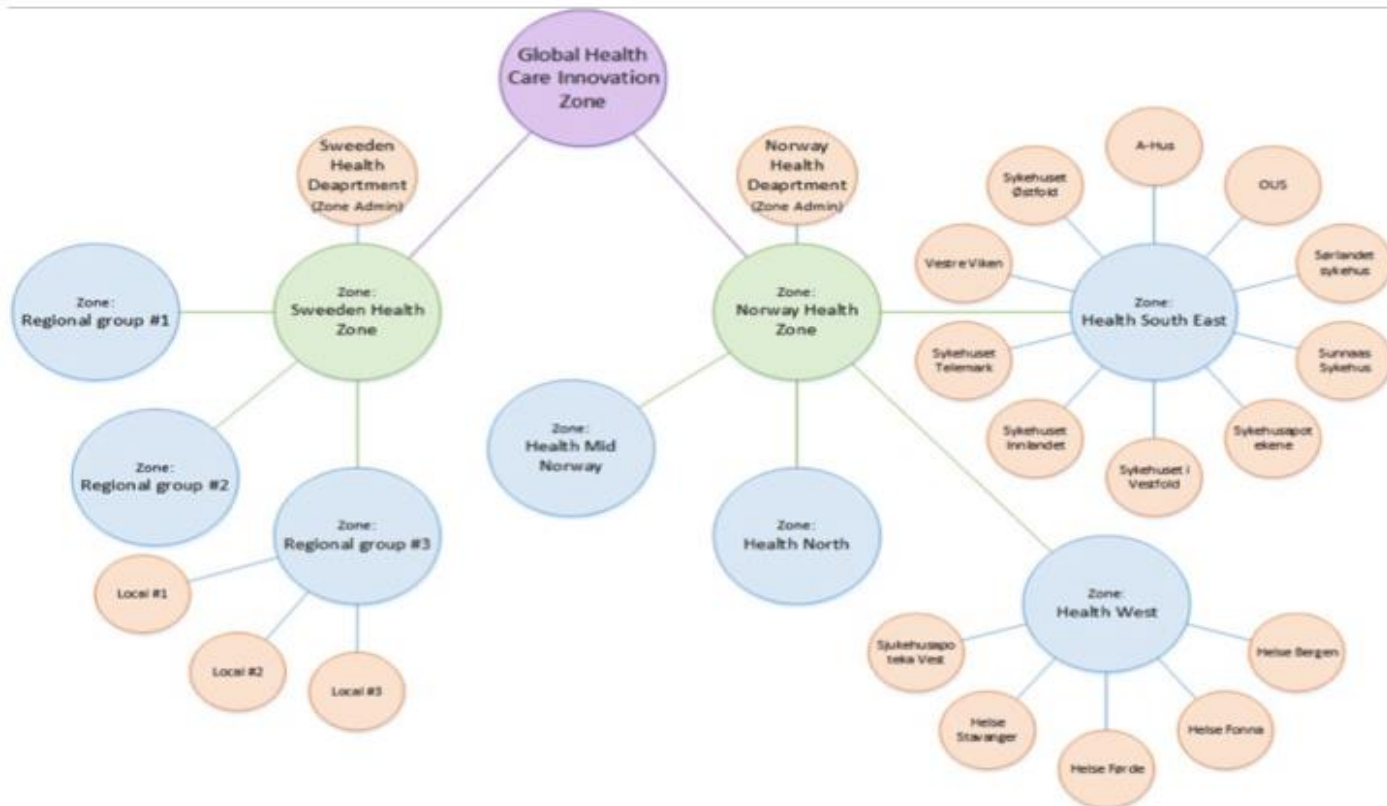
# The network effect in the health sector



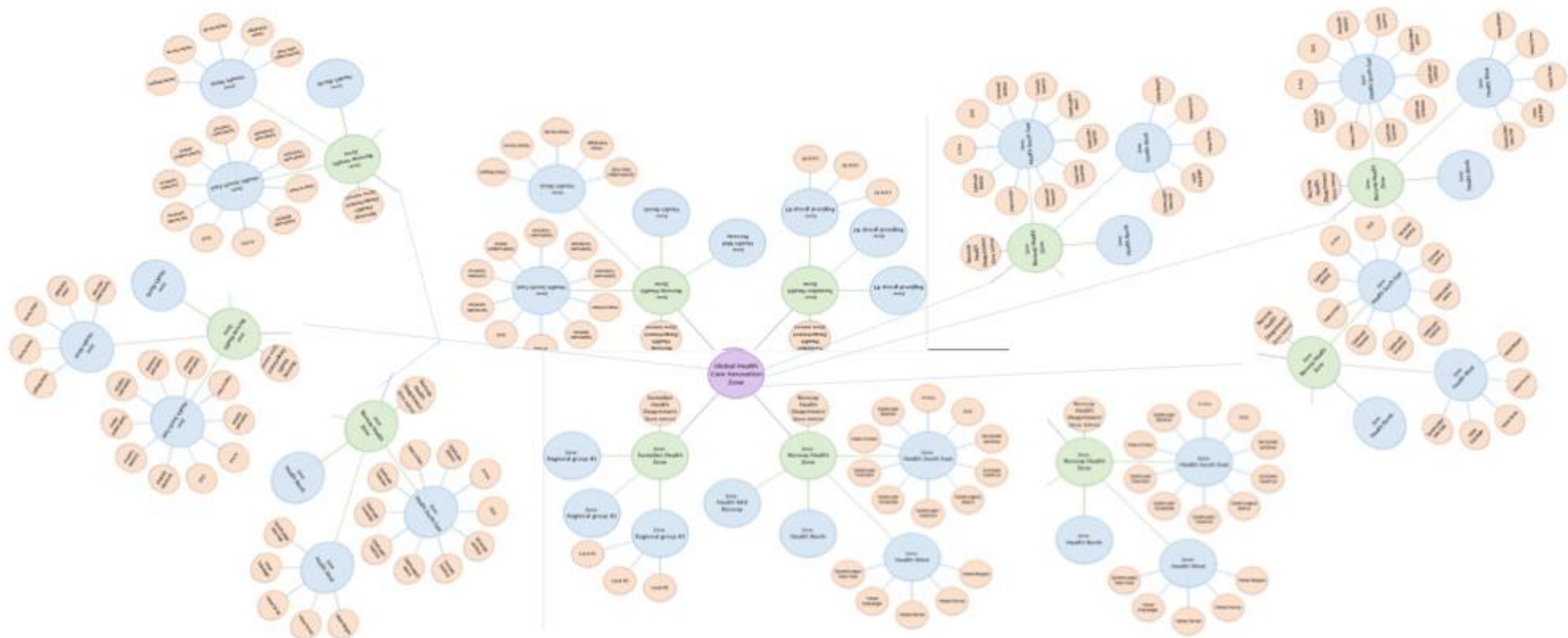
# Communities get more value as others join the network



# ..connected regions



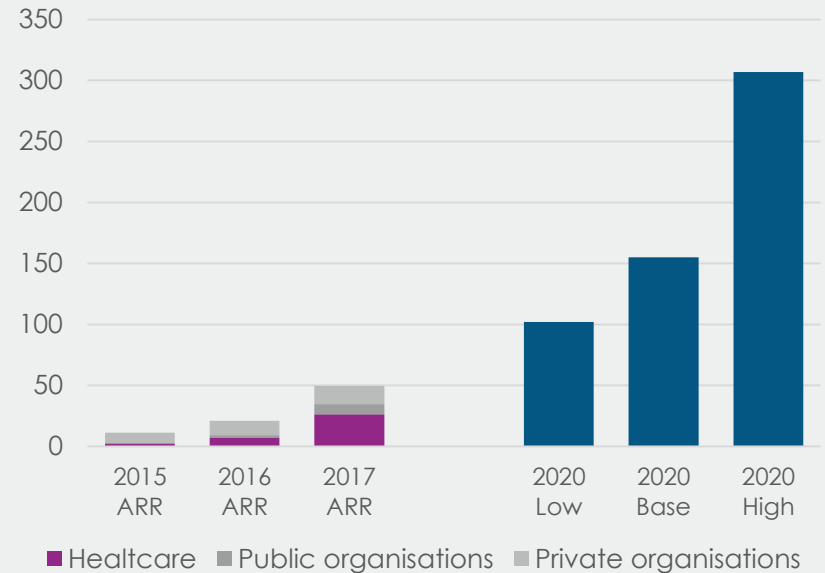
# .... »Connecting the worlds innovation Ecosystems«



# Market penetration scenarios towards 2019/20

- We illustrate three scenarios of different market penetration
  - High (2,250 healthcare customers), medium (825) and low (520)
- The timing of sales is of course uncertain by nature
- Induct has a positive FCF at 2016 revenue level

## Total revenue (NOK million)



AAR=Annualised Recurring Revenue

large  
corporations



investors

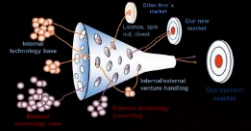
university

mentors

government

service  
providers

# The process



Open Innovation – Innovation Funnel



+ numbers that make us proud



20k

entrepreneurs  
in the network



50

large corporations  
connected



6,5k

projects  
evaluated



25

scout  
investors



600

specialists  
engaged in  
crowd  
evaluation



10

programs  
interconnected



70

supporting  
partners



10

meetups at  
innovation  
capitals

# Connected corporations





# Ford's Effects on modern America

- Ford's moving assembly line revolutionized the 20th century.
- The assembly line allowed for mass production, and was a key factor in shaping the world into what it is today.

