

TRIFORK.
...think software

TECH UPDATE

Empowering your people with enterprise mobility

October 6, 2020



INVOKERS

Martin Holm Nielsen

Partner and moderator



ROYAL GREENLAND

**Lars Bo
Hassinggaard**

CIO



APPLE

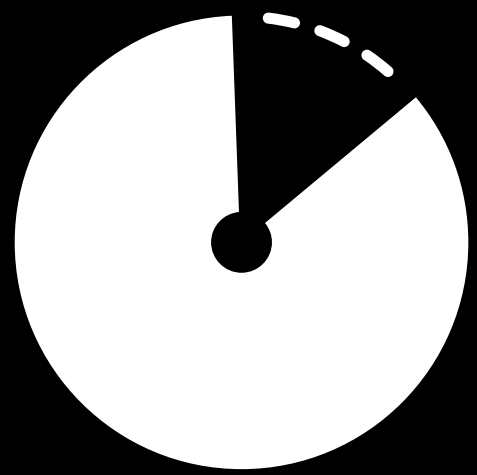
Nima Zandi

Enterprise Lead

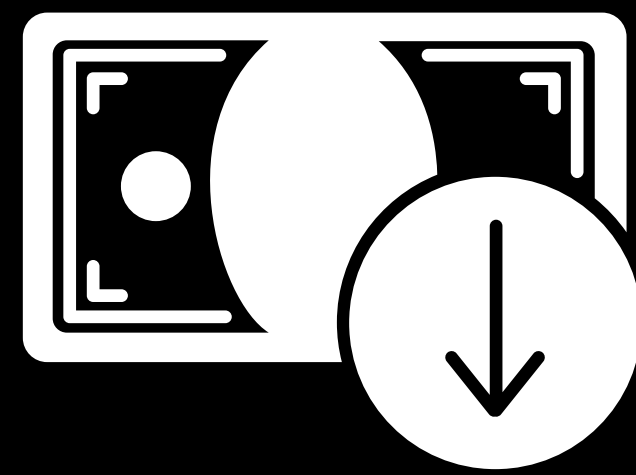
Employees do their best work when they have access to the best tools.

Unlock potential in every employee.

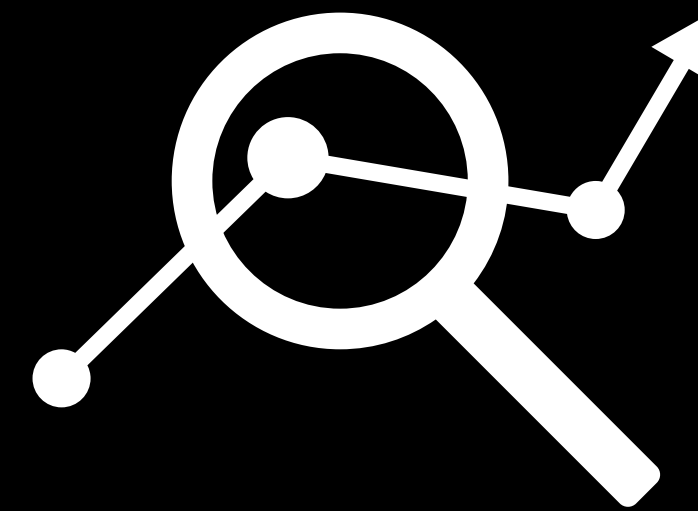
Business Value



**Improved response
time** through
real-time access



Reduced costs
through process
efficiencies

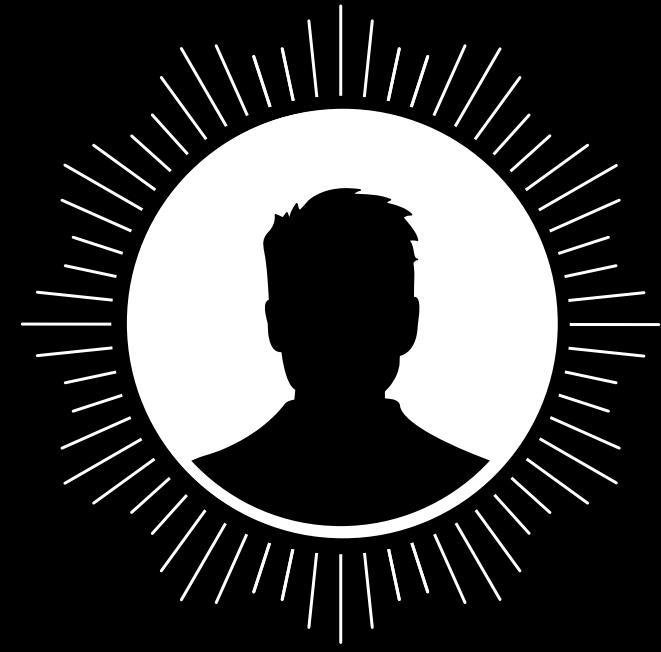


Greater insight
through business
analytics



Better collaboration
and customer
engagement

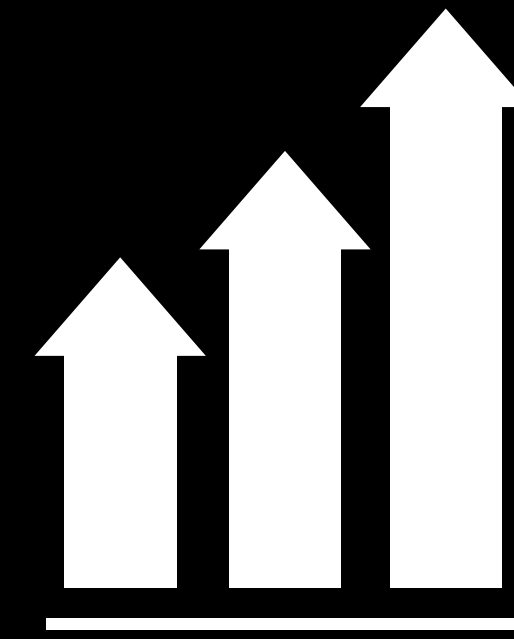
User Experience Is the Key to User Adoption



User experience

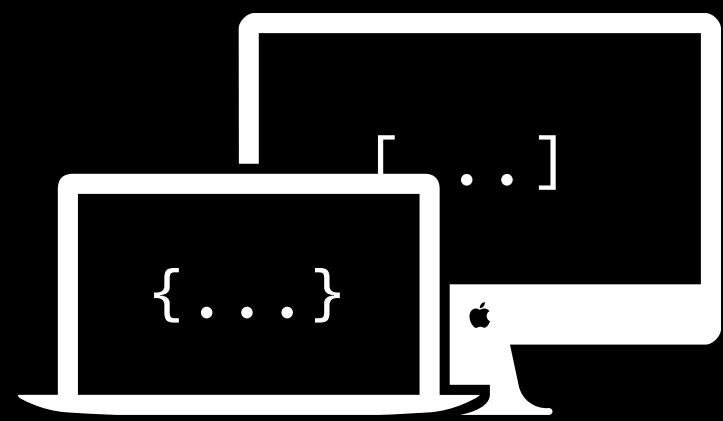


User adoption

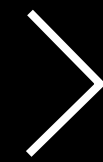


Business value

Development Approach Impacts User Experience



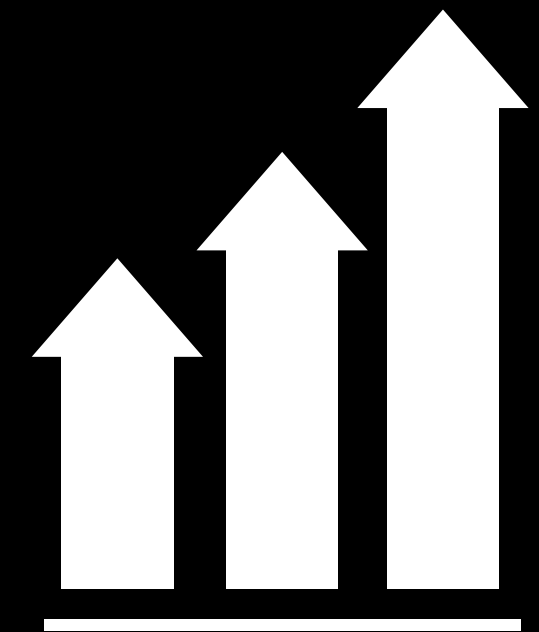
Development approach



User experience



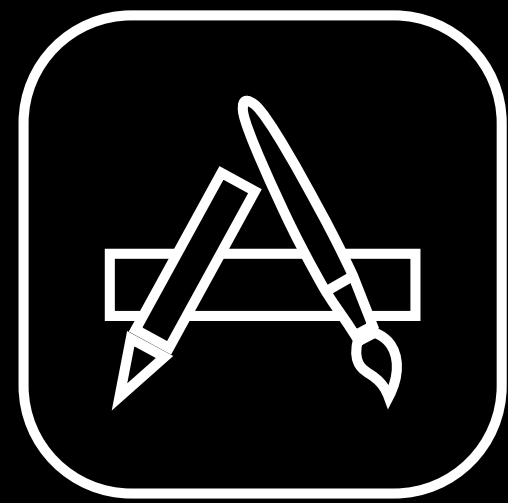
User adoption



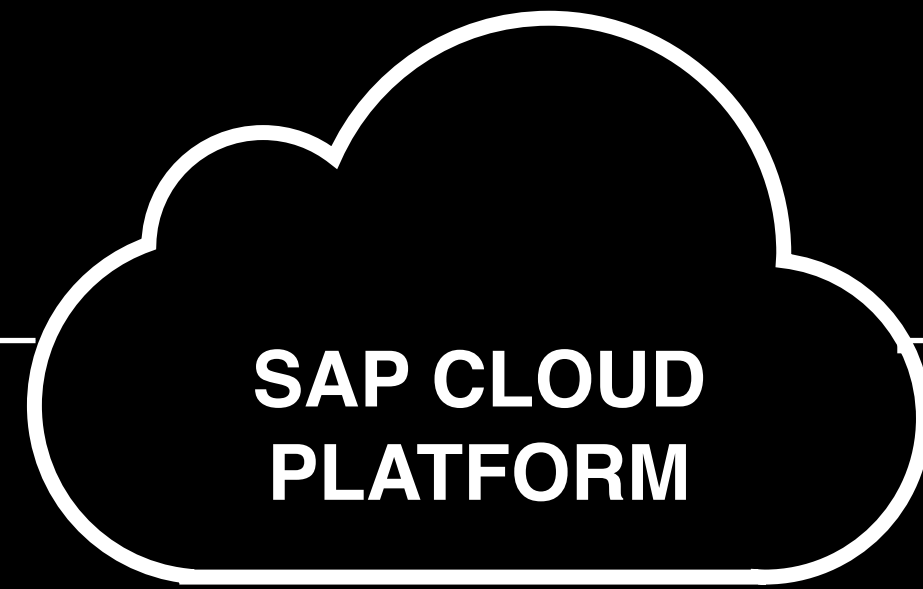
Business value







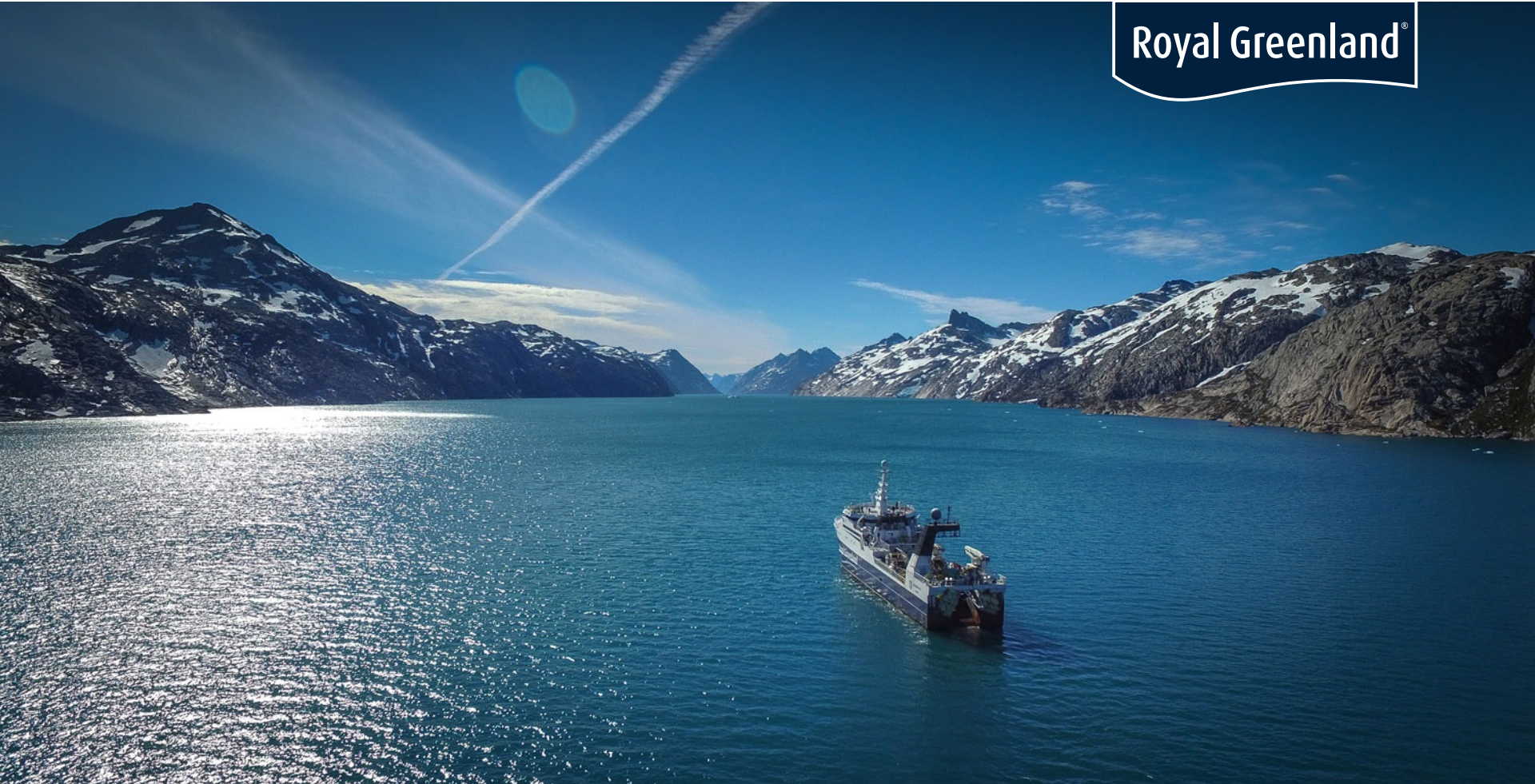
iOS App





BY APPOINTMENT TO THE ROYAL DANISH COURT

Royal Greenland®



Royal Greenland
- Digitalization of the fishermen.

Royal Greenland - Company

- * Fishing industry, own fleet, landbased factories, global, focus on Northern cold waters
- * Greenlandic ownership
- * Greenland:, 39'ish factories, 7 – 8 factory trawlers, smaller vessels
- * Canada: Quebec (1), Newfoundland (6 – 12), Nova Scotia (1)
- * Germany: Cuxhaven (1)
- * Chile: Patagonia (1)
- * Norway
- * China etc.

Sales subsidiaries: Europe, Japan, CA, USA.

Retail, foodservice, Industry sales.

Main IT challenge: Infrastructure and connectivity. Many sites → Robust, simple and bundled solutions.

Near the fish means at the out squirt of the world.

Royal Greenland

- Setting the scene

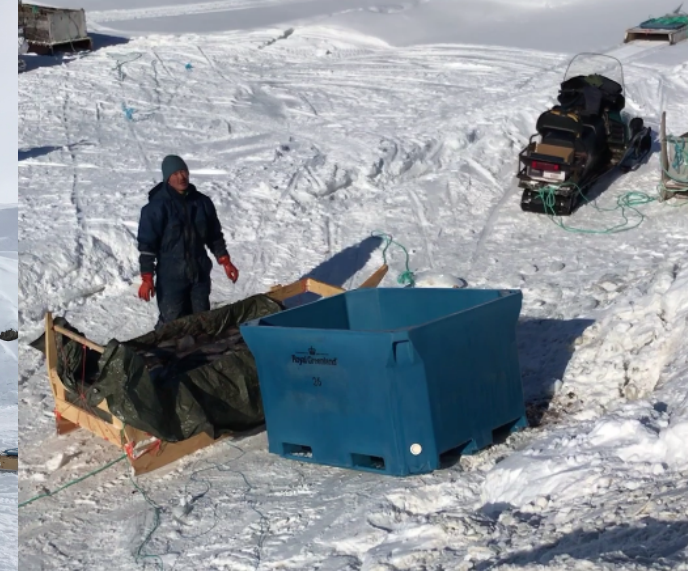
- * Innovation forum 2018 – hackathon.
- * Maturing the idea internally.
 - Legal constraints
 - Policy
 - Business impact
 - Time
 - Practicalities, END-OF-THE-WORLD, Mobil services, Satellite links etc.

- We decided, based on a pure cost assessment and possible business impact, to go.

Seasonality and ever changing conditions



Fishery, winter





Tunisineq HFI

Royal Greenland

Dokument nr SK F 06 GRL
Udgave: 1
Godkendt af: NARC
Gyldig dato: 15.07.2014

G: Indhandling skema/SK F 06 GRL HFI Tunisineq Aalisliakt-UUM

GPLK-mut paasisutisaat - tunisissup immersugassat lamassa immersusaavat

Vendor nr: 300456 Vendor Ataq: Tubka Malmassin HFI License: GHL-20260-47-JK

Ullug tunnbavik: 1/11 15 Tunnbavik: RG Ikerasak

Angallatip gr nr: _____ X-heruk: Umiaq Qimussaq

Pinivik X-heruk: GN Amerissaat: 1500 Tiser: 7 Pinivik: LT 26 Imal: Pos N: Pos W:

SAP Dokument nr: _____ Aalisliaktup Atsiornera: _____

Tunisineq HFI

Royal Greenland

Udgave: 1 af 06.06.2014
Godkendt af: NARC
Gyldig dato: 15.07.2014

G: Indhandling skema/SK F 06 GRL HFI Tunisineq Aalisliakt-UUM

GPLK-mut paasisutisaat - tunisissup immersugassat lamassa immersusaavat

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Indhandlingsformater:

Indhandlingsformater	Mængde	Indhandlingsdato	Indhandlingssted
121001001	10	15.07.2014	1
121001002	10	15.07.2014	1
121001003	10	15.07.2014	1
121001004	10	15.07.2014	1
121001005	10	15.07.2014	1
121001006	10	15.07.2014	1
121001007	10	15.07.2014	1
121001008	10	15.07.2014	1
121001009	10	15.07.2014	1
121001010	10	15.07.2014	1

Handwritten notes: M 1650+64.5, A 172, +1.60

Fisker ankommer med sin fangst

i kar i kasser Fyldes i "vores kar" påført is.

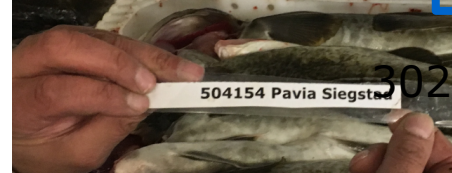
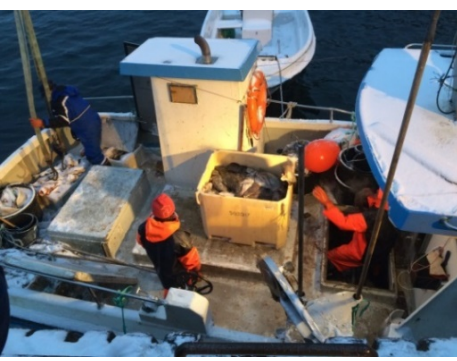
Fangsten bliver kørt til indhandlingsafdelingen (opmærket med vendor nummer)

Fiskeren udfylder indhandlings-skema

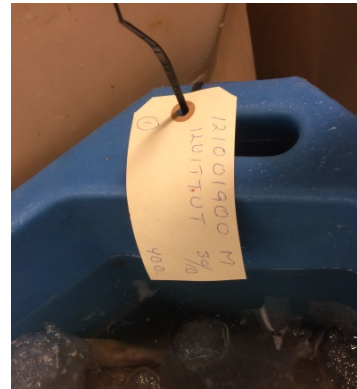
Der foretages 10 stk prøver Lugt/Temp vrag/underm.

Fiskene vejes

Indhandlings-seddler færdiggøres



30279095

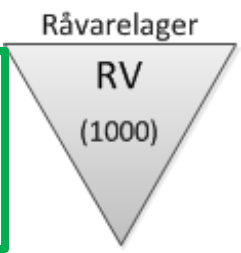


1. Fishermen input via APP
2. Internal QM and registration via APP.
3. Verification and settlement, SAP interface, Factory office.

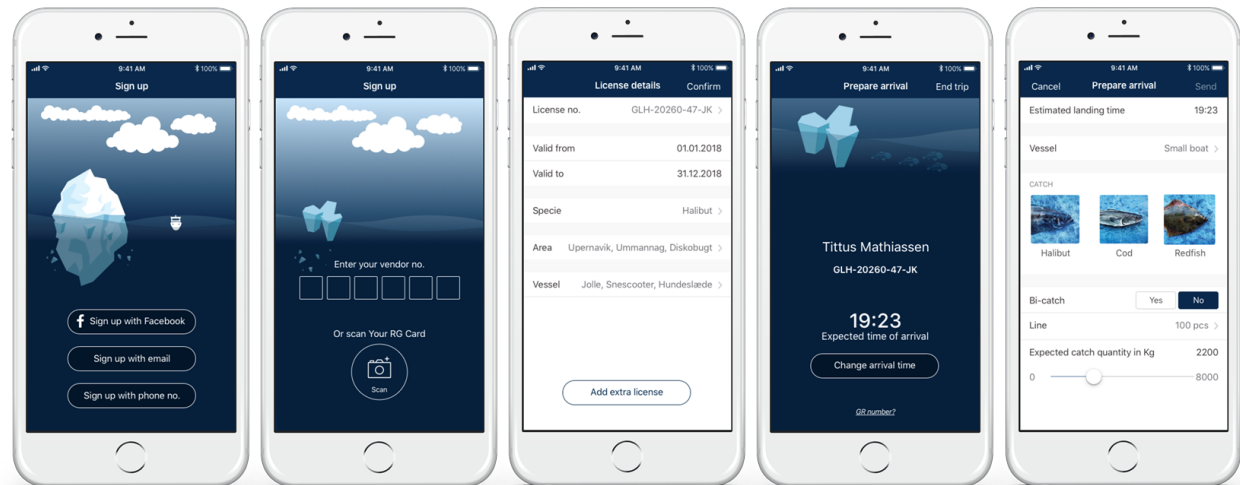
Fiskene sorteres efter størrelse i store kar

Kar markeres med str/ indhandlings-dato

Udfør indhandlingen i SAP



From - to



RG consideration

- Technical and project

- SAP wall to wall solutions
 - Other already running Mobil solutions – Movilizer
 - Decision ended up on SAP SCP, and the SAP ecosystem.
 - Internal very strong SAP competences
 - Founded business knowledge, all internal IT.
 - Partnering with someone who could challenge our project methods, technical at another level on mobility solutions.
- Design thinking WS and MVP approach.
 - Bending the ends of a MVP definition 😊 as implementing any solution in Greenland is a challenge.
 - High employee turnover.
 - Few key users.
 - Language.
 - Getting around is difficult and extremely costly.
 - Focus on the basic and most important features, backlog of good and properly bad ideas.
- Architecture and goal balancing.
 - Other solutions (Liquid UI, Movilizer) → Enterprise setup, offline, authentication, Business critical, Political focus.
 - Apple and IOS: TCO, and perception. Goal enabler.
 - Strategic platform.

RG takeaways

- Finding the architecture and project scope.
 - Not one size
 - Multiple solutions, different pacelayers, different business impact → Classical IT skills
 - Get started. All the “troubles” cannot be foreseen anyway, Agile methods, MVP.
 - Is it possible to restrict the hardware and controlling the operation system.
- Finding the right partner.

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TECH UPDATE

Top trends and challenges in Testing & Quality Assurance

November 12, 2020



TESTHUSET

Allan Tange

CEO



INVOKERS

Nursel Yildirim

Head of Digital Design & Moderator

Thank you and see you next time!

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