



Modern Finance

Martin Štefík

CFO, Poland, Czech & Slovakia, Hungary

Microsoft Overview

\$110B

FY18 Revenue



450K
Partners

124K
Employees

\$850B
Market
Cap

190
countries
4 Regional
Operating
Centers



Top 5 market capitalization

1997



Coca-Cola



Exxon

Microsoft

2007

Exxon



Microsoft



PetroChina

2018



amazon



Alphabet

facebook.



“By adopting innovative technologies, finance will strengthen its business leadership thru **compliance, accuracy, and efficiency.**”

— Amy Hood, CFO Microsoft

Technology shortens time to action



Microsoft Finance digital transformation areas



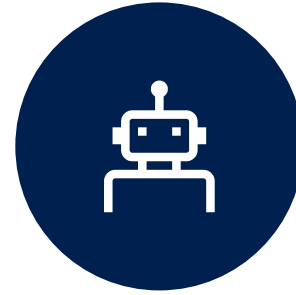
Financial Analysis & Reporting

Modern Business Meeting Portal
Tax Analytics Platform
Interactive Financial Statements
External Financial Reporting
Global Reviews on KPI Lake



Strategy & Forecasting

Machine Learning
Revenue Forecasting
Machine Learning
Accounts Receivable
Forecasting
Predicting Xbox
Game Volume



Business Process Automation

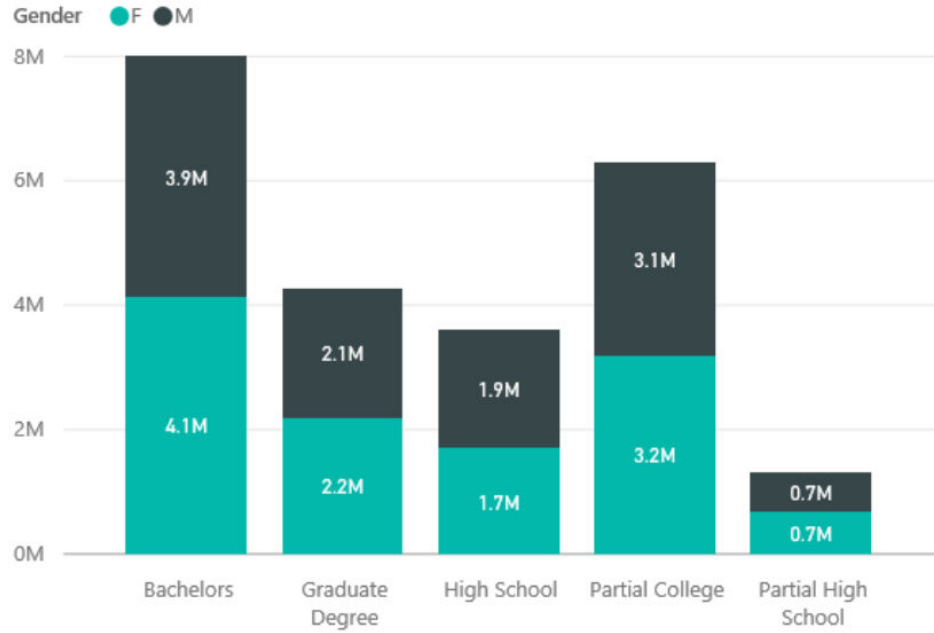
Finance
Operations Chatbot
Credit & Collections
Chatbot
Financial Management
Reporting Automation
Tax Report Automation



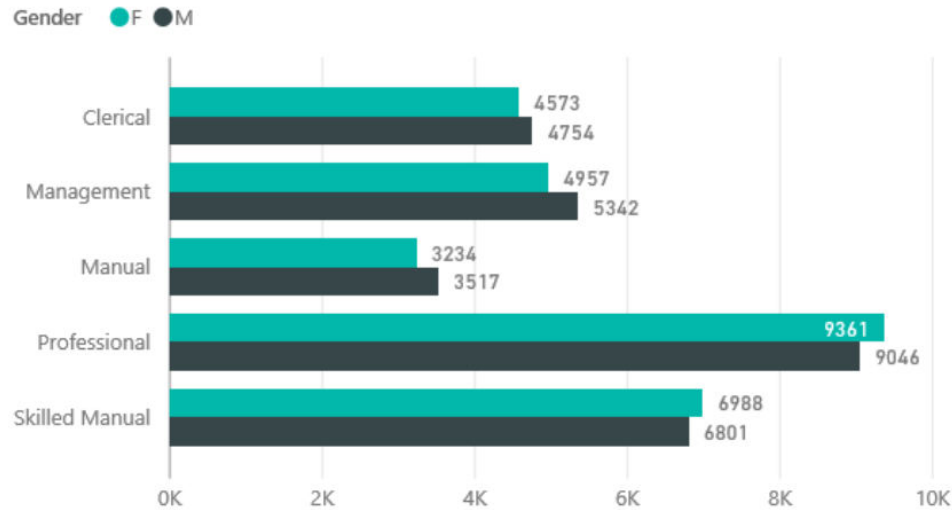
Risk Management

Global Policy Tool
Compliance
Predictive Analytics
Blockchain
SmartLink

Sales Amount by Education and Gender



Count of Sales Amount by Occupation and Gender



Date

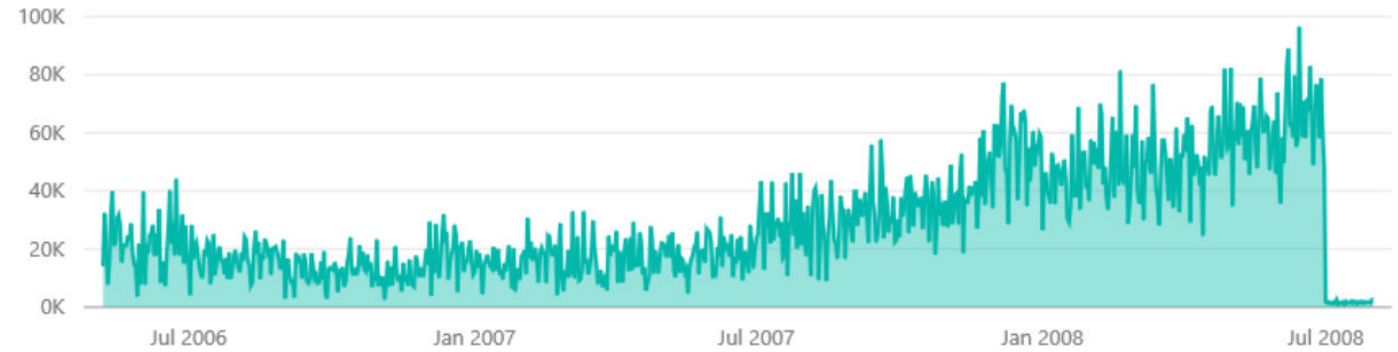


23.50M
Sales Amount

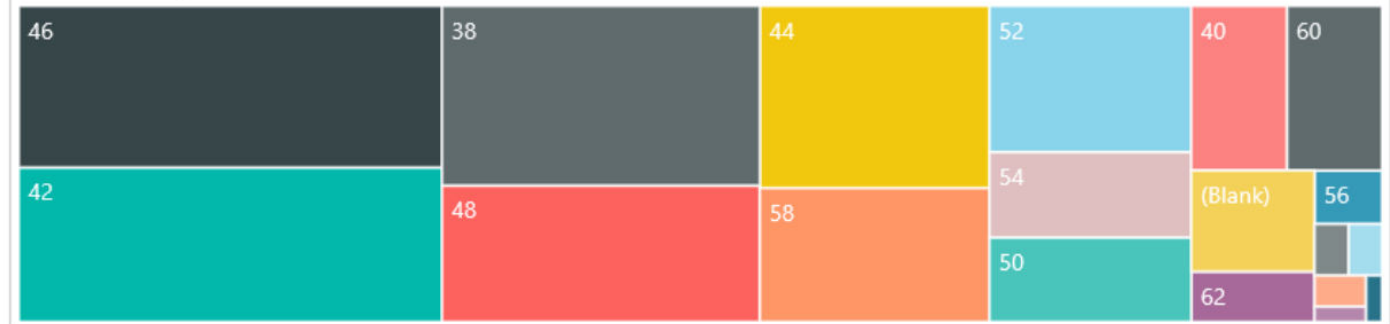
Sales Amount by State Province Name



Sales Amount by Date



Sales Amount by Size

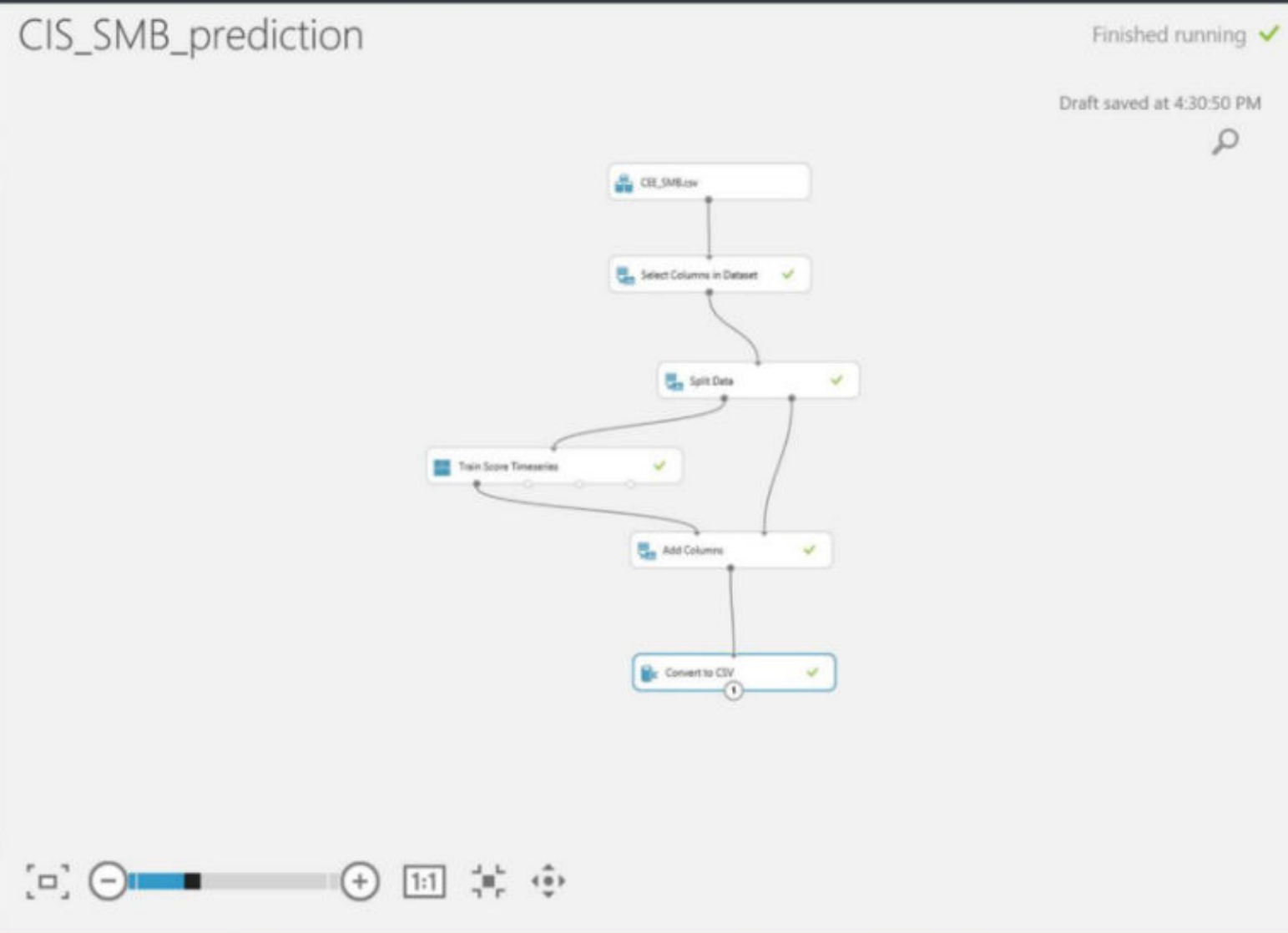




AI

Smarter than most humans

- Search experiment items
- Saved Datasets
- Trained Models
- Custom
- Data Format Conversions
- Data Input and Output
- Data Transformation
- Feature Selection
- Machine Learning
- OpenCV Library Modules
- Python Language Modules
- R Language Modules
- Statistical Functions
- Text Analytics
- Time Series
- Web Service



Properties Project

Convert to CSV

START TIME	2/23/2017...
END TIME	2/23/2017...
ELAPSED TIME	0:00:02.016
STATUS CODE	Finished
STATUS DETAILS	None

[View output log](#)

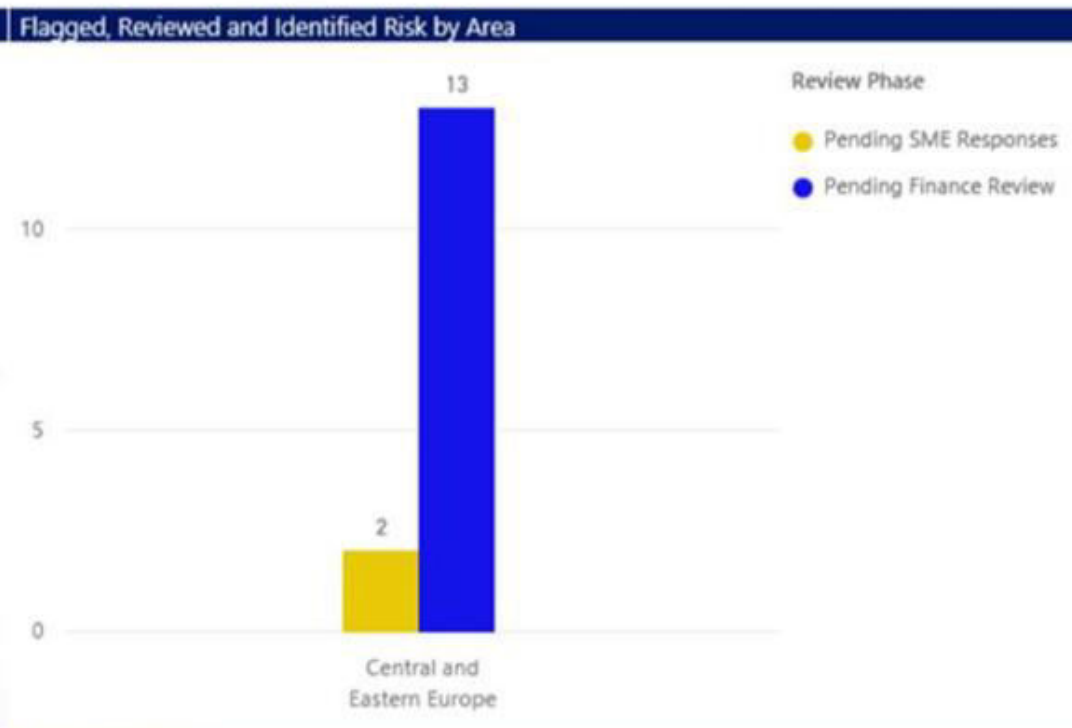
Quick Help

Converts data input to a comma-separated values format
[\(more help...\)](#)



15 | 0 | 2 | 13 | 0 | 0 | 0.00

- Area**
- United States
 - Canada
 - Latam
 - UK
 - Germany
 - France
 - Western Europe
 - Central and Eastern Europ
 - CEE Cluster 2
 - Greece
 - Hungary
 - Poland
 - Romania
 - Slovakia and Czech R
 - CEE Multi Country Reai



Deals in Review

0	0
With Issues	Completed
15	0
Pending Review	Overdue
Escalated Transactions	
0	0
Pending WW Validation	Escalated For Additional R...
0	0
Referred to LCC	Referred to OLC
0	0
Completed No Issue	

- Aging Bucket**
- Reviewed
 - <5
 - 5-15
 - 15-30
 - 30-60
 - 60-90
 - >90



- Review Quarter**
- FY16-Q4
 - FY17-Q1
 - FY17-Q2
 - FY17-Q3
 - FY17-Q4
- Manually Flagged For Review**
- No
 - Yes
- Over Due**
- No

Deals for Review

Total Risk	Customer Name	Sales Location	Full Contract Value	Account Manager	Geography	SOE	Partner	Large Discount	Trend	Geography Contributed Risk Score	SOE Contributed
68			\$1,133,387.52		100	100	92	0	50	20.0	
68			\$2,564,396.56		100	100	92	0	50	20.0	
58			\$1,557,230.40		100	0	100	100	77	20.0	
70			\$727,918.10		100	100	100	0	50	20.0	
53			\$900,081.00		100	0	100	83	56	20.0	
69			\$260,787.82		100	100	92	0	51	20.0	
67			\$171,580.47		100	100	100	0	35	20.0	
78			\$1,124,268.45		100	100	100	86	58	20.0	
73			\$1,526,664.74		100	100	92	46	54	20.0	
70			\$219,130.68		100	100	100	0	50	20.0	
68			\$142,672.43		100	100	100	0	42	20.0	
51			\$1,091,321.42		100	0	100	0	50	20.0	
60			\$1,275,437.04		100	0	100	0	50	20.0	
67			\$14,265,303.95		100	73	97	21	51	20.0	

Bank of America ML and Microsoft Treasury collaborate to transform trade finance with Azure “Blockchain as a Service”



Microsoft Azure
Blockchain as a Service

Bank of America
Merrill Lynch

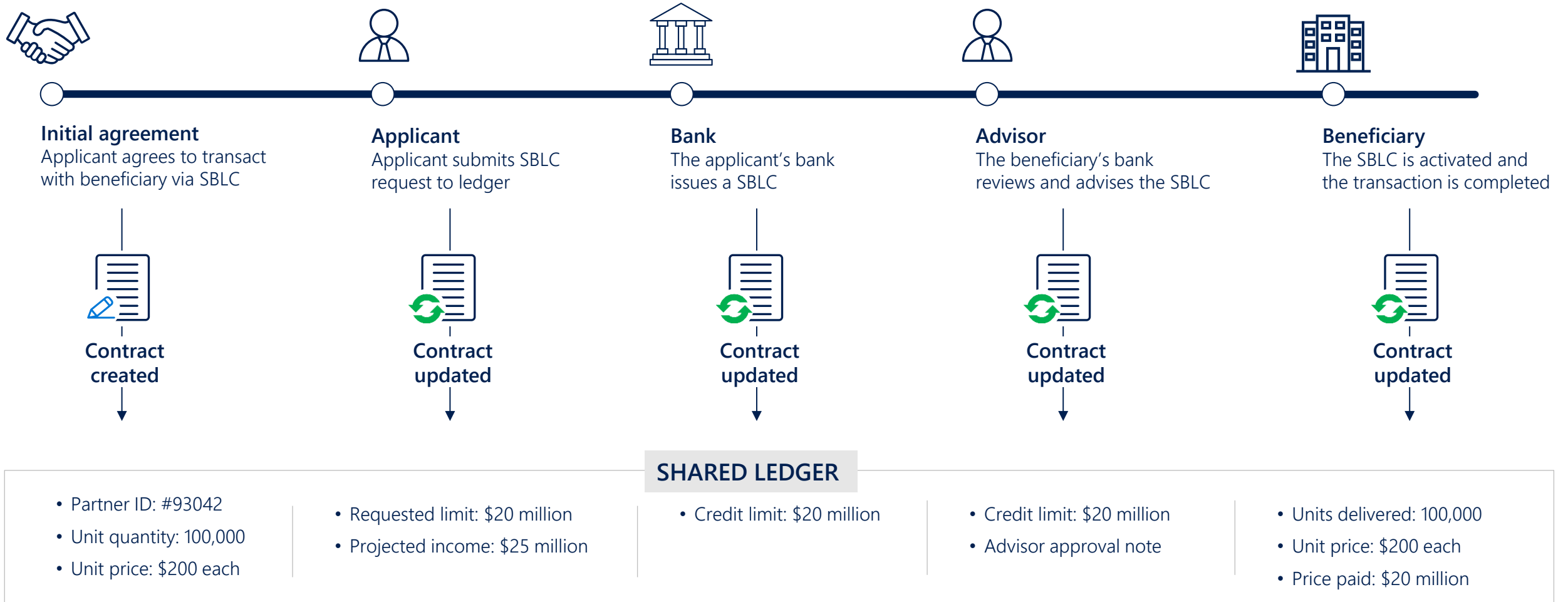
 **Microsoft**
Group Treasury



“By working with Bank of America Merrill Lynch on cloud-based blockchain technology, we aim to increase efficiency and reduce risk in our own treasury operations”

— Amy Hood, Chief Financial Officer at Microsoft

Blockchain in Action | Standby letter of credit issuance



The shared ledger is updated remotely which cuts issuance time from weeks to days and increases transparency and confidence across all parties

Summary



RISK
MANAGEMENT



BETTER
DECISIONS



EFFICIENCY

Styly Foil

LEARN



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martinstefik |



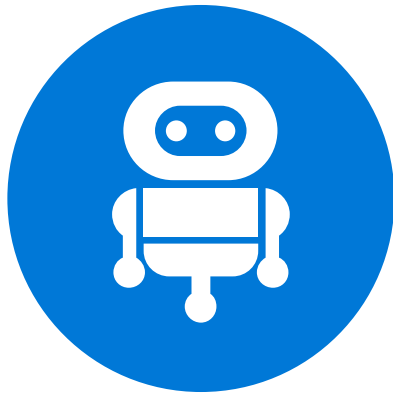
Implementace

Jakub Lenemayer

Data & AI



CO INOVATIVNÍ PROJEKTY OBNAŠÍ



Kulturní změna

Scénáře

Očekávání

Zapojení celé firmy

Zapojení lidí mimo IT

Neděláme projekt pro projekt

Začít s málem a uspět

Use Case a reálný harmonogram

Spolupráce napříč odděleními

CO INOVATIVNÍ PROJEKTY ZPOMALUJE

Sám zákazník je **nejsílnějším** časovým faktorem v délce implementace

Úspěšné firmy mají plně **utilizovaný** personál, který nemá čas na ani součinnost.

Projekty v rozsahu desítek MD se natáhnou na **2-3 měsíce**

Security

GDRP
Networking

Legal

Online smlouvy
Licenční model

Strategie

Cloud ANO/NE
Úroveň adopce

Compliance

Vše předchozí
Procurement



Děkujeme!