LeanIX

EA 19

EA CONNECT DAYS 2019

Europe's Leading Enterprise Architecture Conference

#EAConnectDays

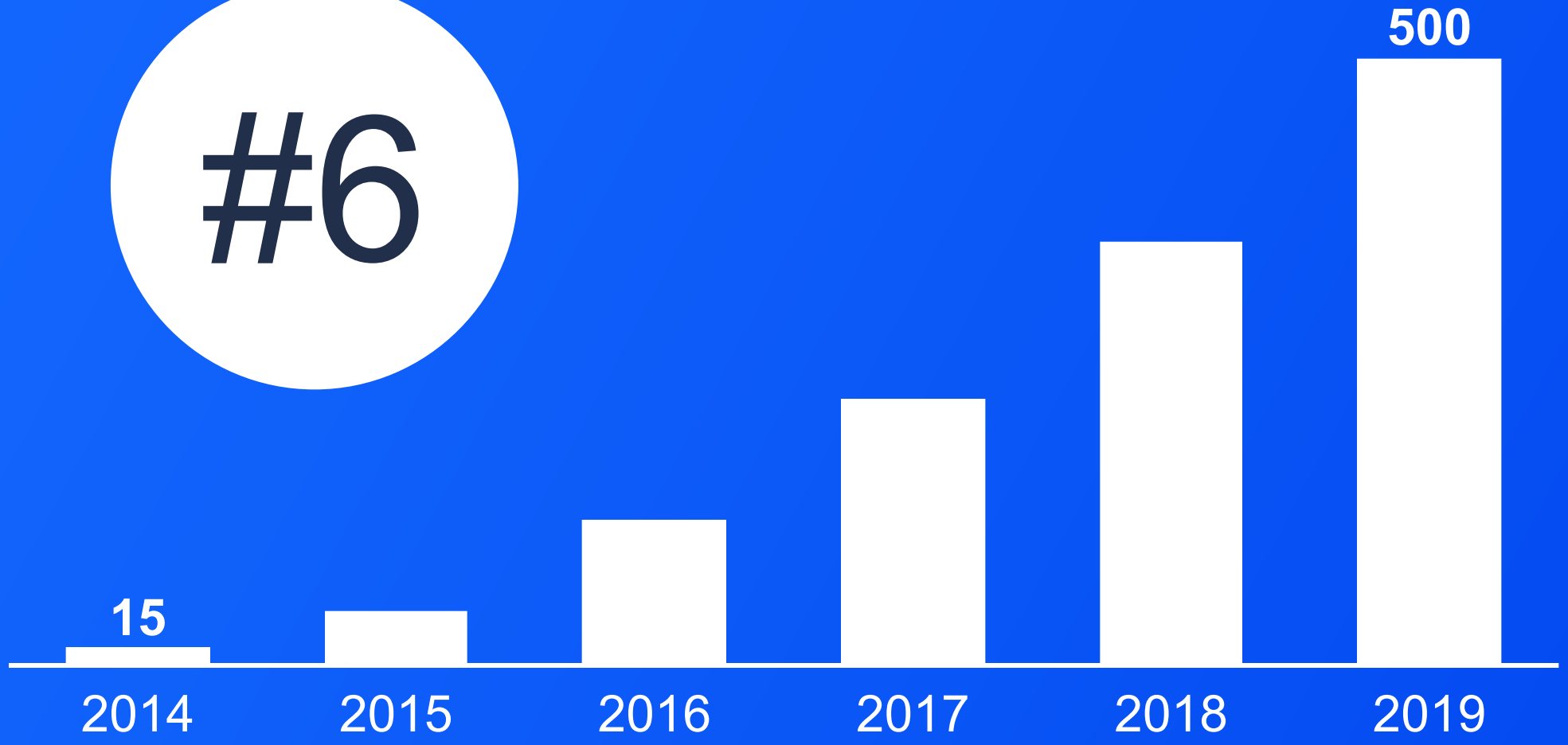
Welcome to EA Connect Days!

André Christ

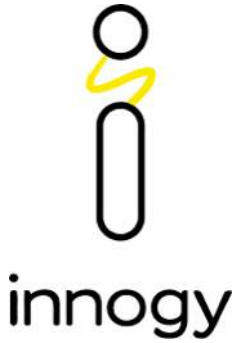
CEO & Co-Founder

The journey of EA Connect Days continues!

#6



Companies with five or more attendees



Thanks to all our Sponsors

LeanIX EA 19

Premium Sponsor

Exhibitor Sponsor

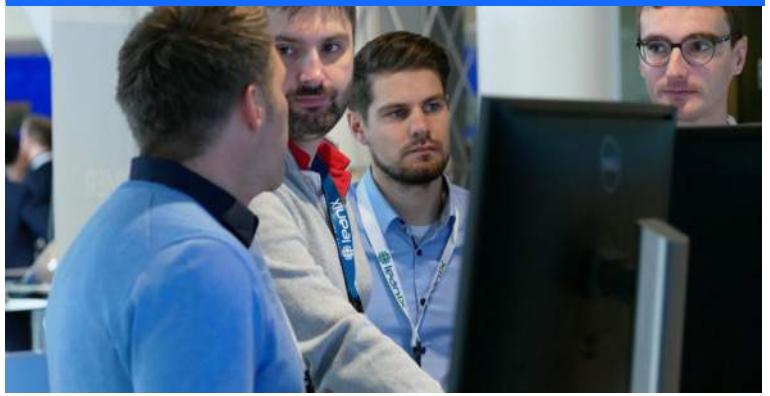
More value-add for the community in 2 days

LeanIX EA 19

1:1 Sessions

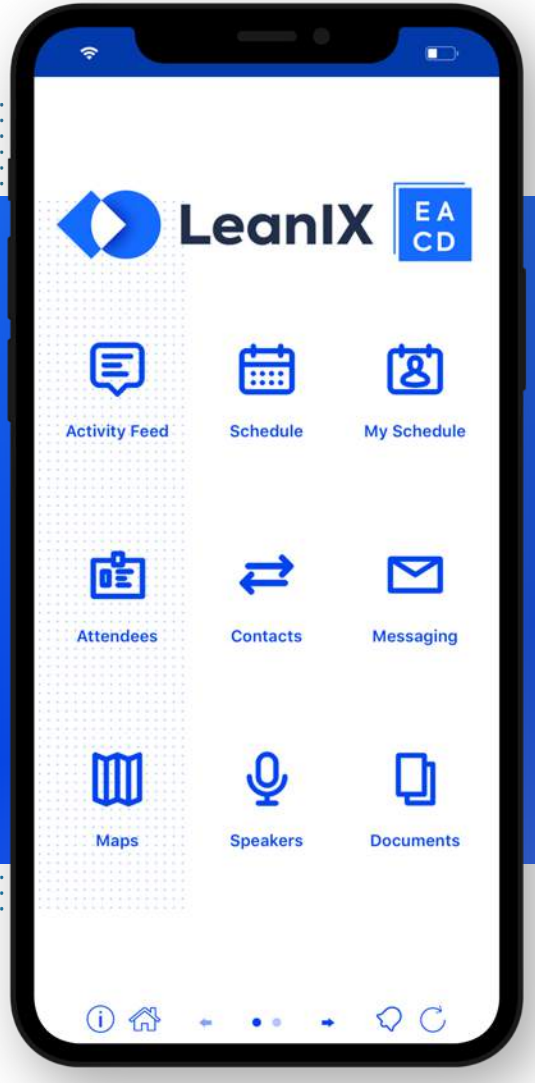
Ask the Expert

UX Sessions



Demo

Your personalized experience at the event



Download on the App Store

GET IT ON Google Play

Search for “EA Connect Days”

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Ingredients for a fantastic year for LeanIX

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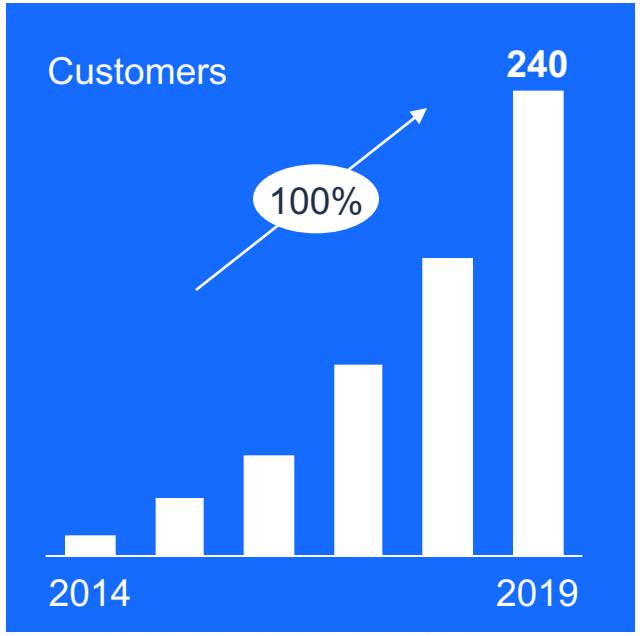
Trust



Readiness

Dedication

Power User Meeting

Welcome New EMEA Partners in 2019!

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New in 2019

LeanIX Partner Network

Congrats to our Partner Award Winners 2019!

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Delivery Partner of the Year

Lean42

New Partner of the Year

Cognizant

Regional Partner of the Year

LOQUTUS
architect. assist. assure.

Technology Partner of the Year

SIGNAVIO

International Trade Fair and Exhibition Center

Significant cost savings by achieving an optimized reusage of IT architecture assets. Tool-supported analysis of information security GAPs

British Airport

Empowering of Client's decision making for system disposition, aligning SLAs to business criticality and security classification of systems, workload identification for cloud migration and understanding 'end-2-end' information flows

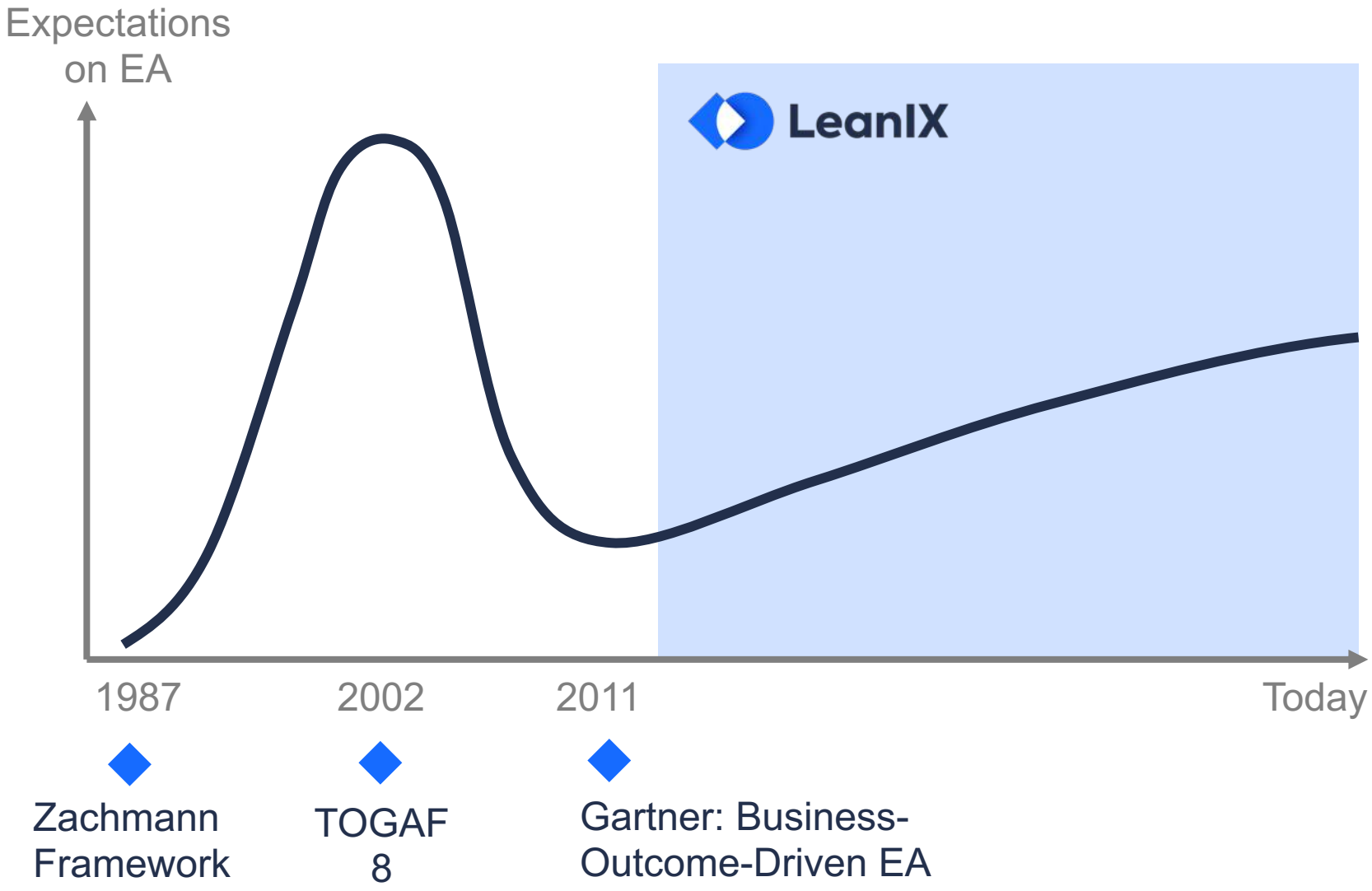
Market Leader for Food Processing Technology

Superior alignment and synergies between Signavio and LeanIX empowers sustainable transparency in digital transformation and the enablement of new initiatives

170
Bonn
Boston
Hyderabad

Growth = Opportunity

EA on track to productivity – LeanIX as enabler



Our beliefs since 2012

- High Usability
- Open Ecosystem
- Scalable Service

Forrester confirms 189% ROI for LeanIX

189%
ROI

$715k
NPV

3 months
Payback

Total Economic Impact™

How to further improve?

LeanIX
Rainer Bartsch | ALDI South

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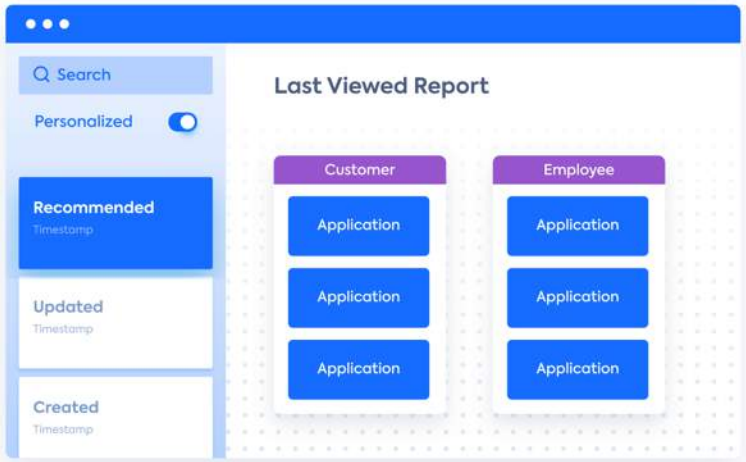
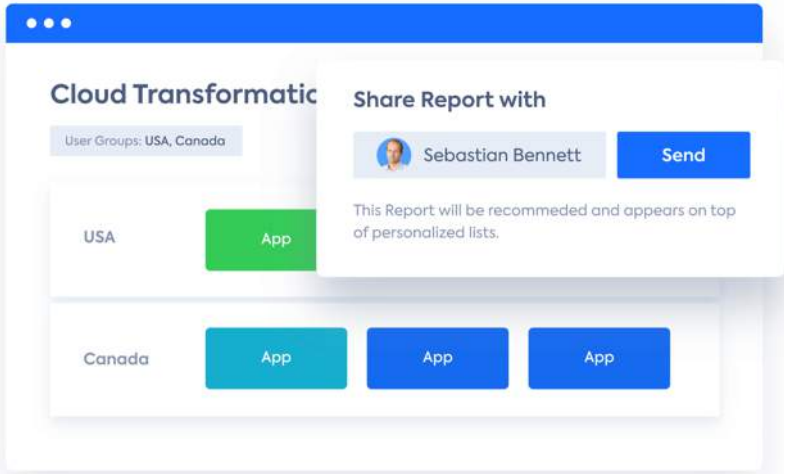
LeanIX Smart Xplore™

LeanIX Smart Xplore™ – Massive UX progress

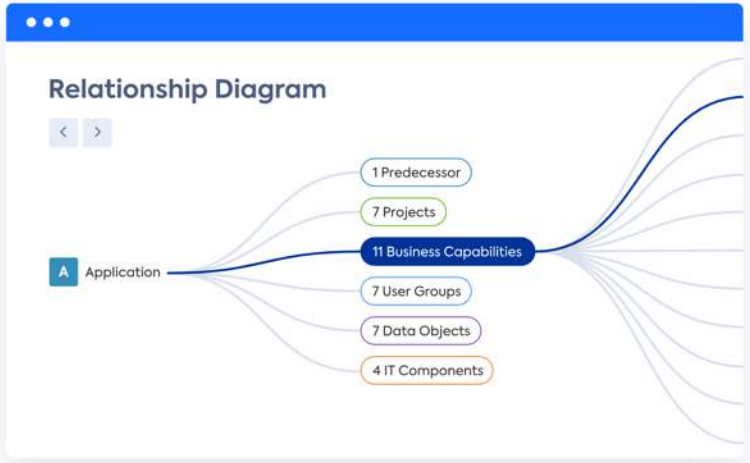
Rapid Navigation



Intelligent Personalization



Seamless Exploration



Launch Dec 10th

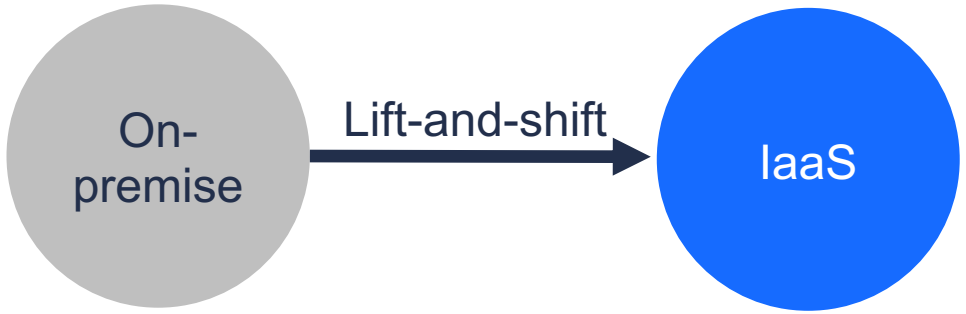
All editions, No more limits (“bookmarks”)

Free, only Sub-Types & Dependent Fields paid

What’s next?

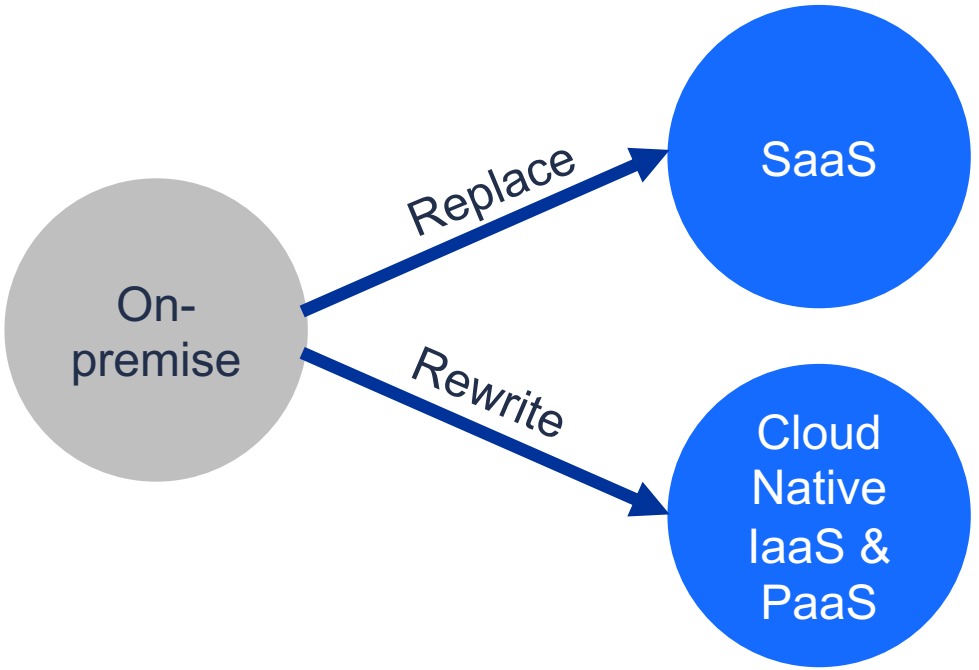
EA of next century to deal with Cloud Native

Until now: Lift-and-Shift



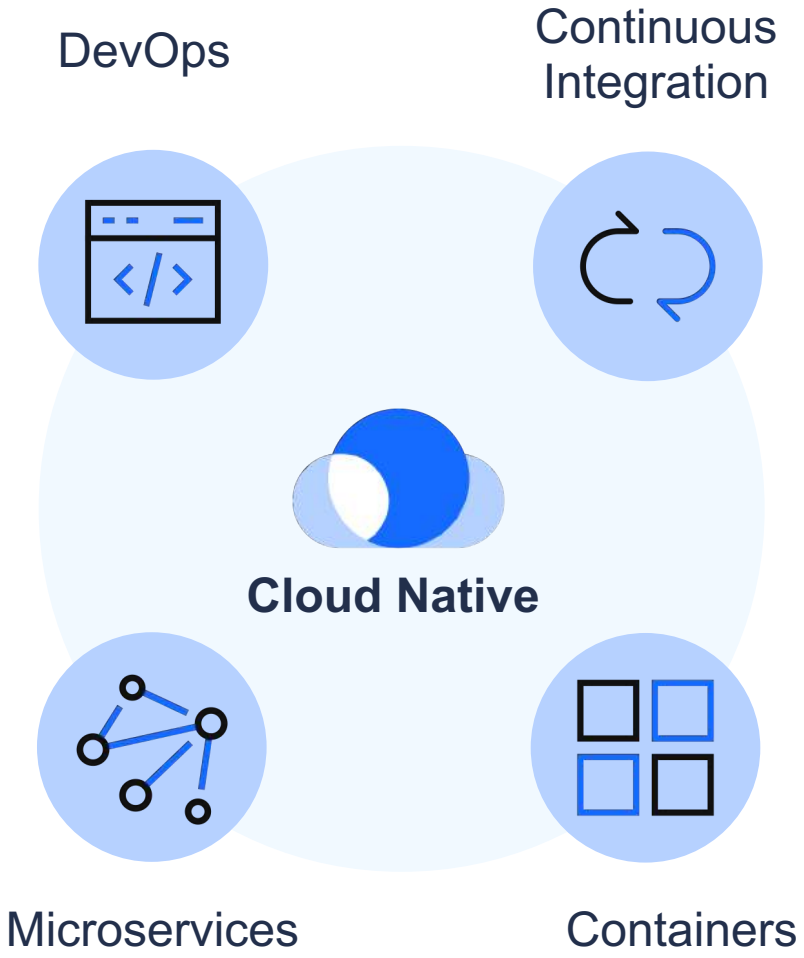
“< 30% run containerized applications”
(Gartner)

2020: A Cloud Native World



”> 75% will run containerized applications”
(Gartner)

Successful companies embrace Cloud Native



Successful cloud-born companies[1)]

FACEBOOK
NETFLIX
salesforce
zalando

Successful cloud pioneers[1)]

adidas
mastercard
SAP
T

1) Cloud Native Foundation case studies: https://www.cncf.io/newsroom/case-studies/

LeanIX
Nicolas Braun | Zalando

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LeanIX Cloud Native Suite

Decrease manual effort, cloud cost & risk

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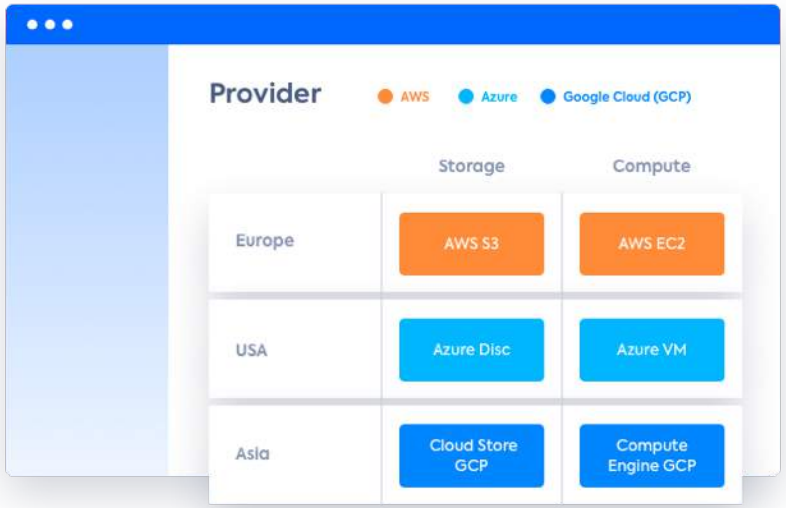
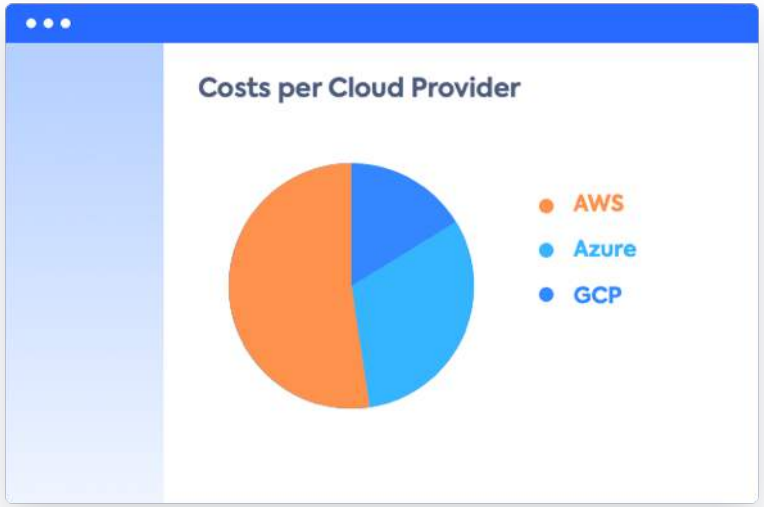
Multi-Cloud Discovery

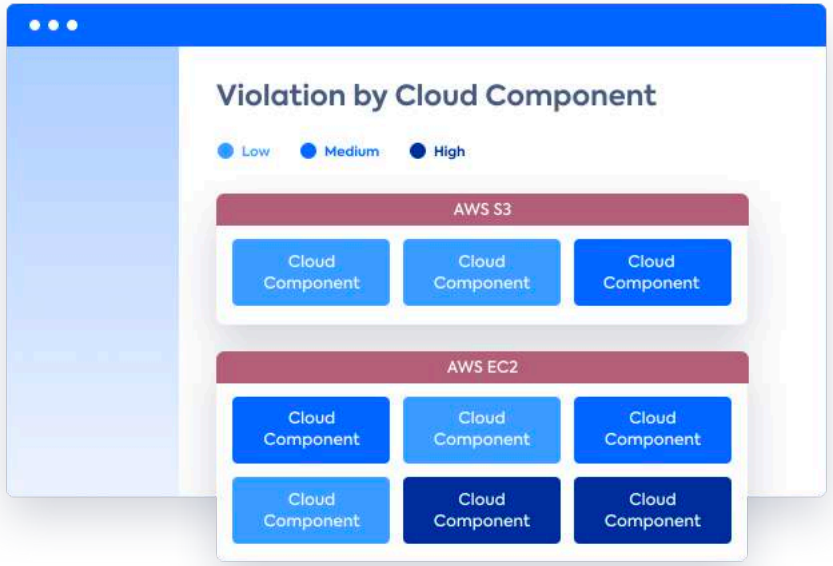


aws Azure

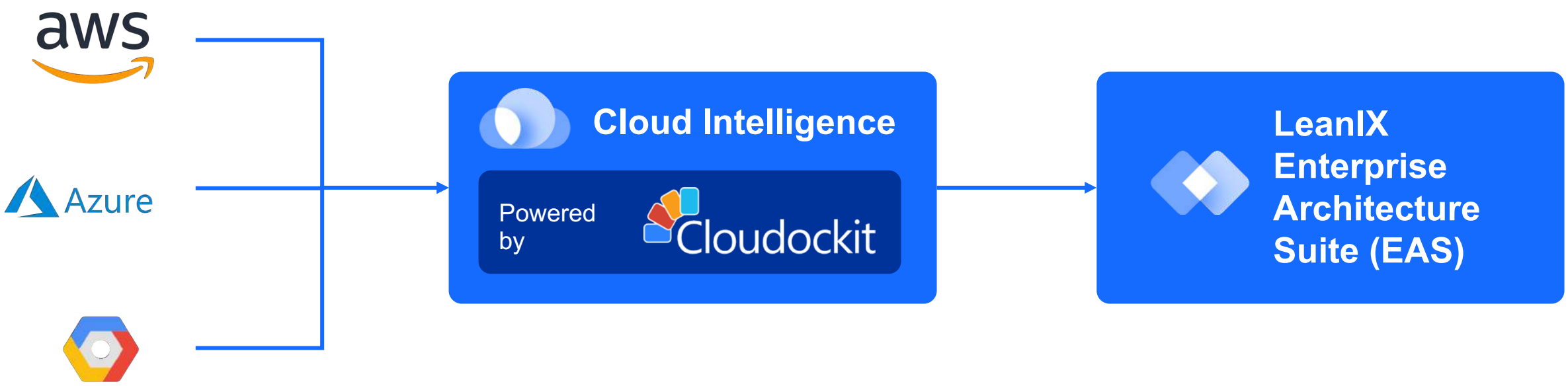
Cloud Service & Spend Visibility



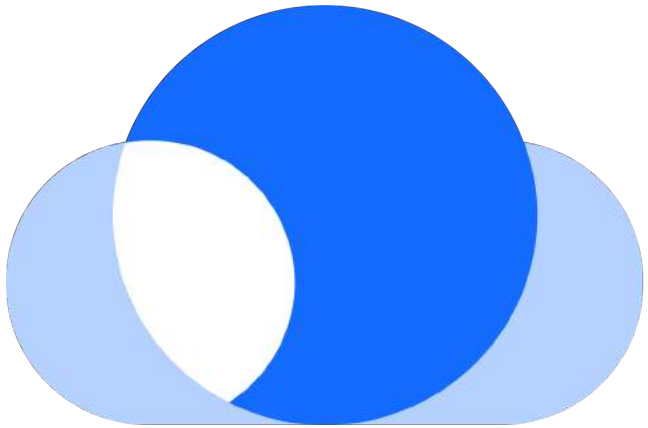
Violation Control



Strategic OEM Partnership with Cloudockit



Become Early Adopter of Cloud Intelligence



LeanIX Cloud Intelligence
Early Adopter Program

Benefits

- Additional setup and acceleration support
- Shaping of product development
- LeanIX Cloud Native Community

Mode

- Kick-Off workshop
- Milestone workshops
- Community workshop

Timing

- Start: **now**
- Minimal sign-up period: 12 months
- Open until: **March 31st 2020**

Commercials

- **20% discount** on yearly subscription fee
- Extra discounts apply for LeanIX Cloud Beta Program customers

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LeanIX Ecosystem

DR. GERO DECKER
CO-FOUNDER & CEO OF SIGNAVIO

Better Signavio Connector & new API

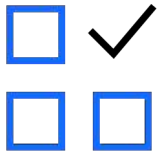
Signavio Connector 3.0

- Extended synchronization with Signavio Glossary
- Read Properties of Signavio Processes
- Set Tags & Subscriptions on Process Fact Sheets
- Synchronize Relations to LeanIX

Integration API / LDIF

- Generic JSON abstracts from LeanIX data model (LDIF: LeanIX Data Interchange Format)
- Single REST API Call abstracts CRUD
- Processing rules configured once, executed behind the API
- Decouple connector to faster integrate with LeanIX

Available today



All editions

No additional cost

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LeanIX Platform & Pricing

Unified platform supporting the transformation

LeanIX

EA 19

New Launches at EA Connect Days 2019

On-Prem / Monolith → *Transformation Journey* → *Cloud-Native / Microservices*

PRODUCTS

LeanIX Enterprise Architecture Suite (EAS)

- **APM** Application Portfolio Management
- **TRM** Technology Risk Management
- … Roadmap

LeanIX Cloud Native Suite (CNS)

- New **Cloud Intelligence**
- **Microservices Intelligence** Roadmap
- **SaaS Intelligence** Roadmap

X-functional Collaboration • OOTB Data Model & Reports • User-defined Dashboards • OOTB Integrations • Workflows

PLATFORM CAPABILITIES

- Multi-Modal Database
- New GraphQL & REST API & LDIF
- Configurable Data Model
- Diagrams & Reports
- Extensions & LeanIX Store
- New LeanIX Smart Xplore™
- Workflow Engine Roadmap

INTEGRATIONS

servicenow · SIGNAVIO · Confluence · APPTIO Roadmap · Jira Roadmap

New

aws · Google Cloud Platform · Azure · kubernetes Roadmap

Built-In Security: *ISO 27001 certified* · *Data-Protection certified* · *Single Sign On* · *Azure Data Centers*

LeanIX Enterprise Architecture Suite (EAS)

Enterprise Architecture Suite (EAS)

APM
(Base Module)

- All reports, features and integrations for Application Portfolio Management
- Incl. Self-Service Configuration, Survey Power Features, Metrics Full, Virtual Workspaces, SSO, IP Address Restriction

Confluence · SIGNAVIO · LeanIX Cloud Native Suite

TRM

+ All reports, features and integrations for Technology Risk Management
+ Incl. ServiceNow & Technopedia Lifecycle Database

servicenow · Flexera

Support Package

★★★ Platinum | ★★ Premium | ★ Comfort

Price Metric: **# Applications**

Old vs. new pricing for EA Suite (EAS)

	Old	New – 1st Jan 2020
Base product	• **3 Editions**	• **APM base module and TRM as additional module**
Configu-ration	• **No Self-Configuration** • **3 Configuration packages**	• **Self-Configuration:** create, update and delete custom fields (incl. color and translations) • **Further Configurations** available **upon request** (per effort)
Modules/ Add-ons	• **Long list of items** (e.g. SSO) and **Integrations**	• **Use case centric:** Modules provides all integrations/reports needed to enable your use case
Support	• **Same customer** support for all customers	• **3 different Customer Support Packages** (including Options for Phone Support and On-Site Visits)
Metric	• **Fact sheets** (consumption based pricing)	• **Applications** (consumption based pricing)**:** Easier to understand and to predict

LeanIX Cloud Native Suite (CNS)

LeanIX EA 19

Cloud Native Suite (CNS)

Cloud Intelligence

- Automated multi-cloud transparency and risk detection
- All necessary reports, features and integrations included

Powered by Cloudockit

aws | Azure | Google Cloud Platform

Support Package

★★★ Platinum | ★★ Premium | ★ Comfort

Price Metric: **Cloud Spend under Management**

No changes for existing customers

Until End of 2021

- **No changes for existing customers, unless opt-in on renewal**
- For all **contract renewals** and **upsells old pricing logic** is applicable
- Customers on **all Editions will profit from updates on platform capabilities** (e.g. LeanIX Smart Xplore™)
- **New Modules (combination of Data Model extensions, Reports and Integrations)** available with new pricing

---

Self - Configuration

- **All Customers** with a **Configuration Package** will automatically get the **Self-Configuration** once available (est. Q1/2020)

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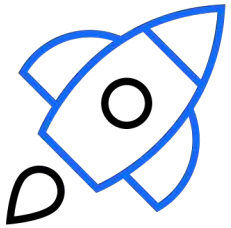
LeanIX Professional Services

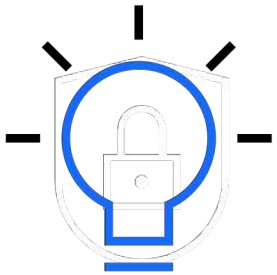
More enablement for customers & partners

LeanIX Professional Services



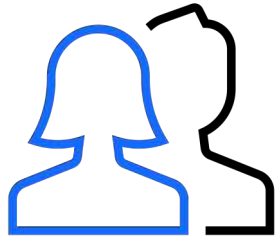
Outcome Focus

Prove EA value and drive Cloud Native adoption



Product Mindset

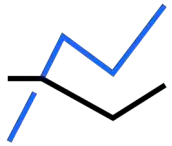
Leverage deep LeanIX product suite knowledge



Consulting Expertise

Provide consulting skills, EA experience, and Cloud Native Know-How

LeanIX Professional Services – Offerings

	Discovery	Implementation	Optimization
			
	Demonstrate business value	**Use best practices and accelerate time-2-value**	**Bring EA and Cloud Native to the next level**
EAM	Business Capability Definition	Data Import	Data Integration & Automation
	App Rationalization (TIME)	Tool Migration	EA KPIs & OKRs
Cloud Native	Cloud Readiness	Compliance & Governance	Cloud Native KPIs & OKRs

Any Organization

LeanIX Customers

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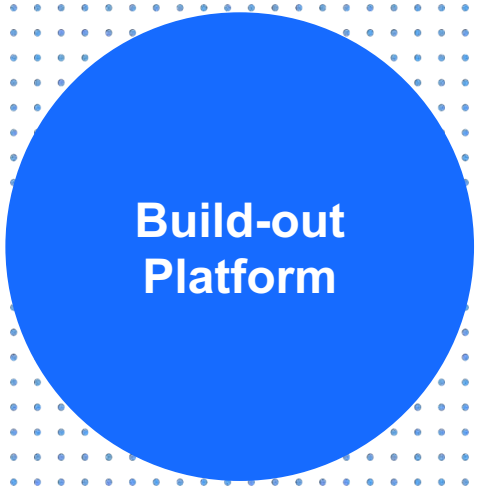
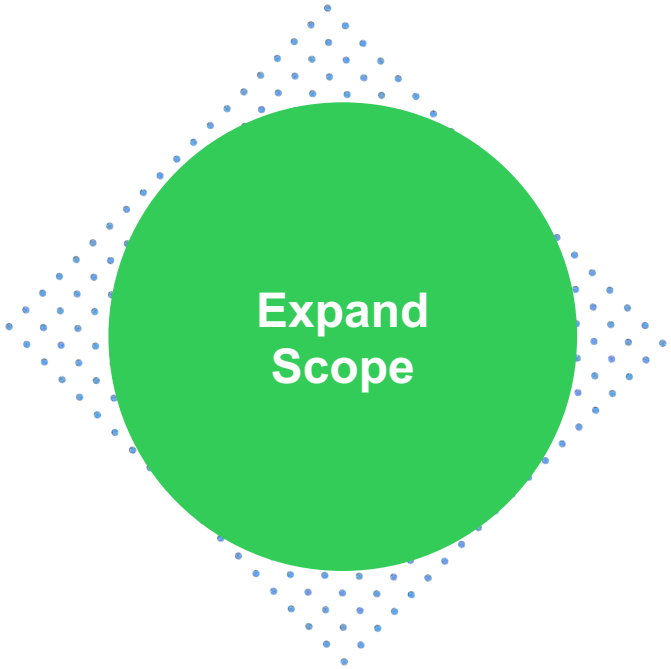
LeanIX Product Roadmap

Product Roadmap Themes 2020

- Mind the Gap
- Enterprise Readiness
- Self-Service
- Usability



- Eco-System connectivity
- Workflow support
- Computed fields for BI
- Performance, Stability & Reliability



- Cloud-native suite
- Strategy & Roadmaps
- APM, TRM & Standards Management
- Integrate 3rd party modelling

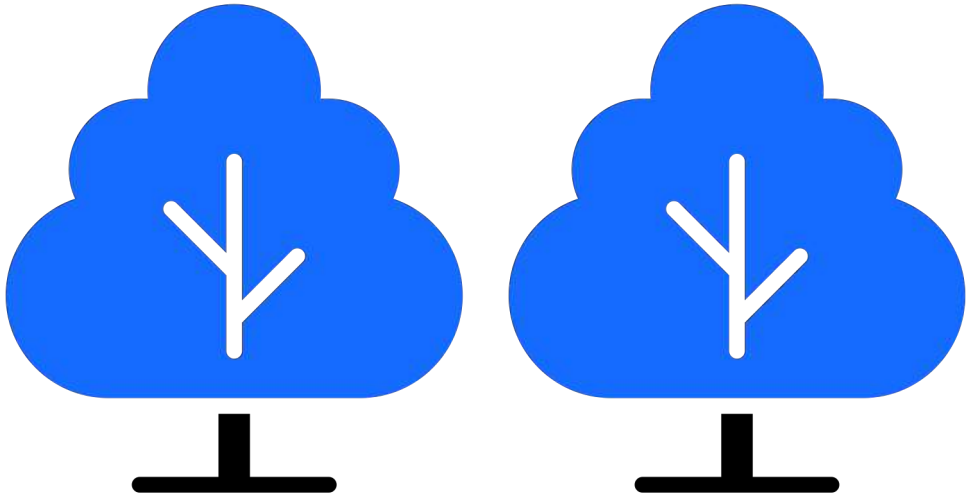
High Priority Topics & Q1 Plan

	Excellence in Detail	Build-out Platform	Expand Scope
Q1	• **Self-Service Configuration** • Visualizer: Archimate Shapes • Coloring for Diagrams in non-edit mode • Filter-based views for Diagrams • Technical user / API Token	• **Integration API v1.1** • **Apptio connector** • Metric performance improvements • Data import performance improvements • Scale-out Signavio & ServiceNow	• **Cloud Intelligence v1.1**
Later		• **Configurable Workflows**	• **LucidCharts integration** • **Strategy & Roadmap Support**

One more thing ...

No more conference bags at LeanIX …

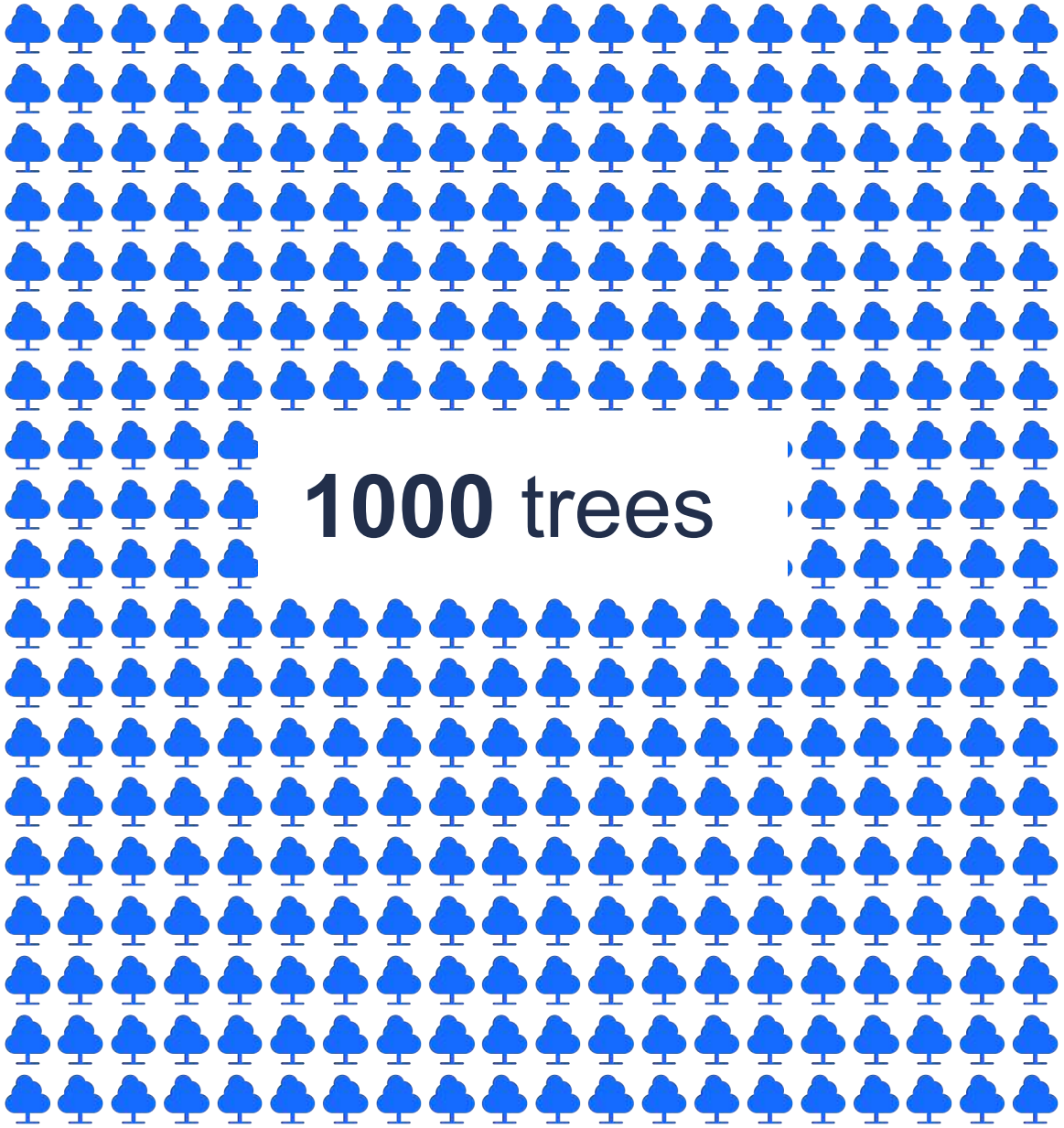
We offset your CO_2 – 2 trees for every visitor



PRIMA KLIMA

Planted in Nicaragua

Grow the forest today – 1 more per review!



Gartner peerinsights™

LeanIX 4.5

LeanIX

EA 19

LeanIX AWARDS

EA CONNECT DAYS 2019

Fastest Time-to-Value

Best Collaborator

Strongest Innovator

Thank you!

Enjoy #EAConnectDays!