



**BUSINESS
PERFORMANCE
INNOVATION**



BPI NETWORK

REPORT CATALOGUE

TABLE OF CONTENTS

- 3** Introduction
- 4** Business Model Innovation
- 9** Process Innovation
- 10** Technology Innovation
- 13** Financial Innovation
- 16** Operational Innovation
- 19** Organizational/Functional Innovation
- 22** Product/Service Innovation

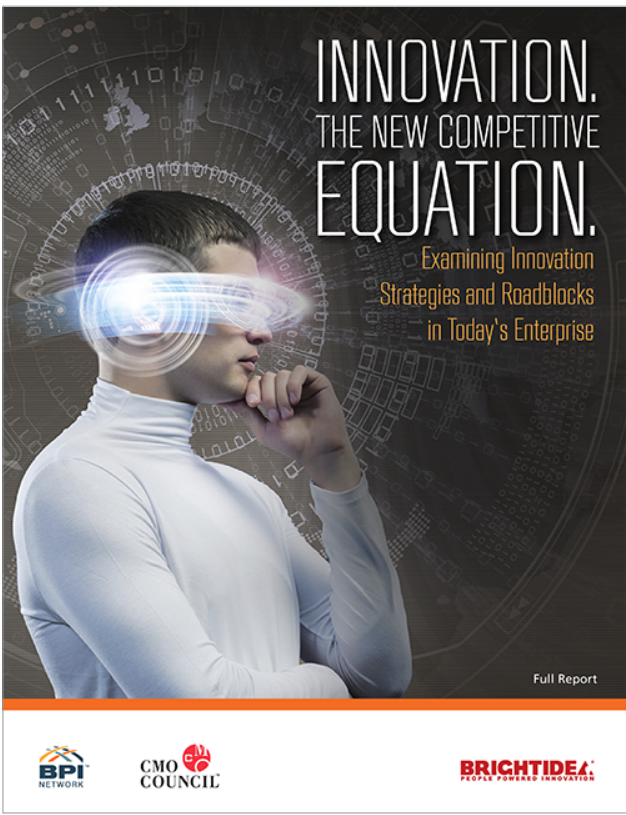
INTRODUCTION

The BPI Network Content Catalogue presents a decade of primary research into the issues, problems, priorities and needs of innovation and transformation leaders worldwide. This deep, practitioner-based knowledge spans many strategic innovation imperatives and digital transformational challenges facing B2B and B2C companies in all major industry sectors. The evergreen content is a valuable resource for corporate teams, channel partners, technology vendors, as well as business school students, educators and academics.



Business Model Innovation

FEATURED REPORT



**Innovation:
The New Competitive Equation**

In today's innovation economy, institutions of all types and sizes are challenged to rethink and redesign the future. To do so, they must embrace innovation-driven business cultures, processes and platforms, break down barriers to change, and empower innovation leaders and thinkers across and beyond corporate boundaries.

This report looks at what leading executives around the world are saying and doing about innovation within their organizations and the roadblocks, accelerants, challenges and opportunities they see. The findings are based on a survey of more than 200 top executives across the globe, coupled with qualitative interviews from innovation leaders at BASF, Coca-Cola, Dell, Intel and Johnsonville.

Startup Innovation Inspiring Business Transformation



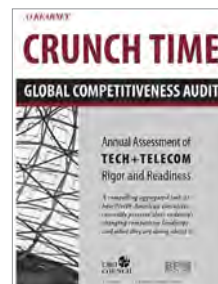
A look into how disruptive entrepreneurship is driving corporate renovation and reinvention

Grow From the Right Intro



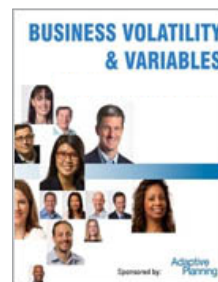
A benchmark for the ever-increasing challenges of global competition

**Crunch Time:
Global Competitiveness**



Taking the pulse of financial professionals on the impact economic conditions have on corporate performance

Business Volatility & Variables



Taking the pulse of financial professionals on the impact economic conditions have on corporate performance

Collaborate to Innovate



Exploring the impact of business collaboration on innovation and performance



Process Innovation

FEATURED REPORT



Getting Serious About Omni-Channel Experience

Today’s omni-channel consumer expects a seamless journey across both physical and digital channels. Personalization and real-time, always on experiences are a core demand for consumers who expect that each and every experience delivers value to their unique journey.

But this expectation has shone a harsh spotlight onto two critical players in the omni-channel experience: the brands creating these connected engagements and the communication service providers upon whose networks these experiences rely.

The increasing imperative for omni-channel engagements has created an imperative for new partnerships between telecommunications providers and brands, establishing new opportunities for telcos to emerge as the “secret ingredient” to dynamic brand engagements.

Become an Agile Organization



Assessing new tools and platforms helping companies improve speed, predictability and accuracy to create more agile businesses

Accelerate How You Innovate



Exploring how big data has changed the very nature of business and how new organizations are responding to that challenge

Business Gain From How You Retain



Driving customer equity and lifetime value by turning customer insight and intimacy into a hallmark of the organization

The Power of Personalization



Actionable insights on establishing strategies to better engage the audience of one



Accelerate How You Differentiate

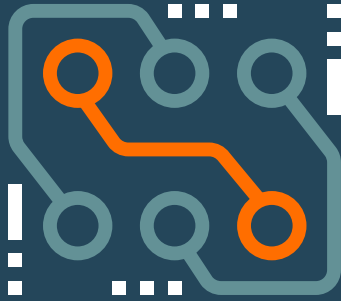


Establishing an alert enterprise demands internal structures, cultures and capabilities focused on rapid identification and action

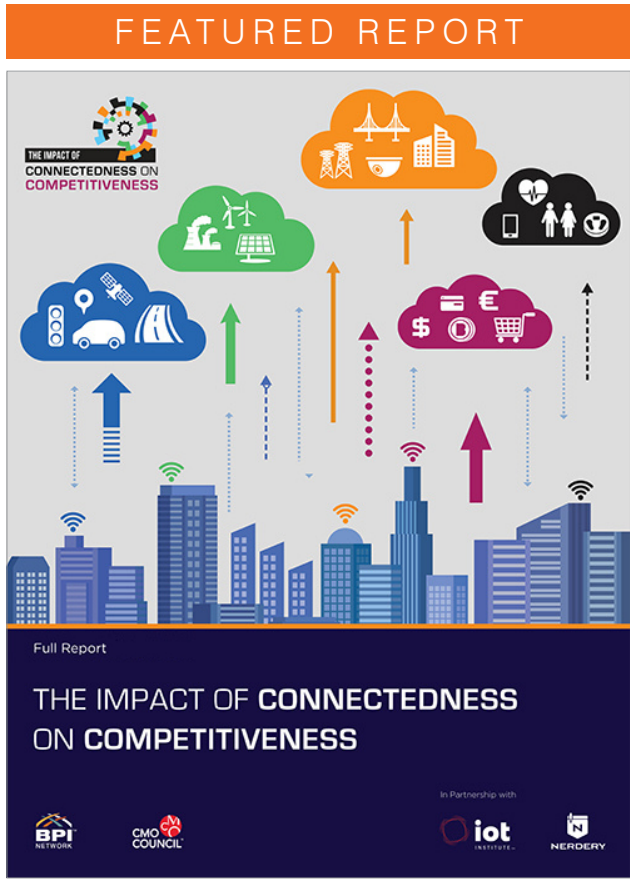
Business Traction From Better Decision Action



In an age of accelerated business cycles, effective executive decision-making processes are critical to success



Technology Innovation



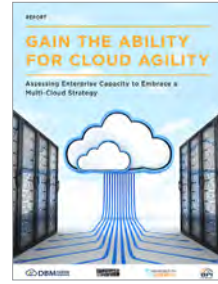
The Impact of Connectedness on Competitiveness

The Industrial Internet of Things will transform business and industrial performance, delivering significant improvements in operational efficiency and uptime, as well as growth from new business models, products, services and customer experiences.

Still, despite keen interest and growing expectations, most companies are unprepared to take advantage of IIoT technology and have no clear strategic roadmap or implementation plan.

This report reveals that industries are combatting a plethora of challenges on the road to IIoT, ranging from a lack of technical and analytical skills, to the need to rethink business models, to increased complexity around platform and industry standards and partner collaboration.

Gain the Ability for Cloud Agility



How enterprises can leverage multi-cloud strategies to keep pace with dramatic growth in unstructured data and the need to cost efficiently manage it

Bringing Dexterity to IT Complexity



A look at what the IT frontline is experiencing on the ground and how they can successfully transform to meet business expectations

Accelerating Business Transformation Through IT Innovation



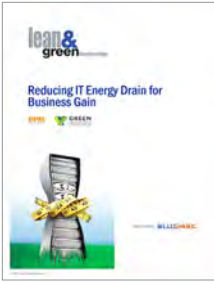
Analyzing the priorities of IT executives seeking to drive growth through the use of modern transformative technologies

Making Sense of Subscriber Complexity



Understanding the intersection of service, experience and opportunity for mobile service providers

Lean & Green Leadership



IT organizations address the accelerating energy demands and rampant waste of the data center to increase yield and data productivity

Think Eco-Logical

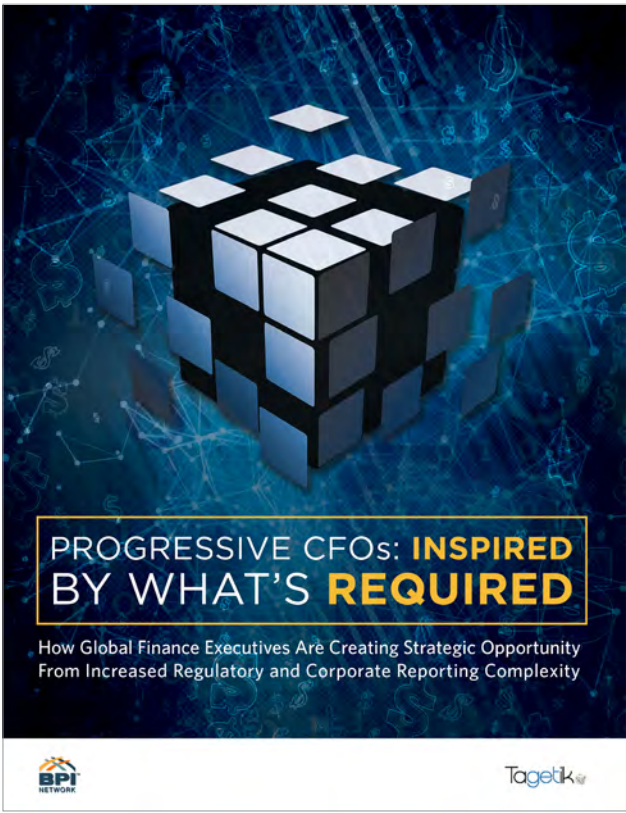


The progress and pitfalls IT organizations face on the road to sustainability in the era of GREEN



Financial Innovation

FEATURED REPORT



Progressive CFOs: Inspired by What's Required

Financial executives at large global organizations are living in interesting times. They are in the midst of transforming financial reporting and planning processes to address the growing demands of external and internal stakeholders for better, more varied and meaningful information and analysis.

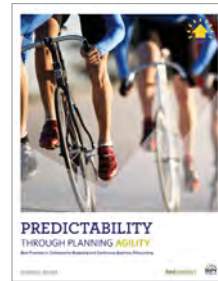
This study examine the growing challenges and requirements of finance executives as they seek to meet demands for improved accuracy and timeliness in delivering much-needed and greatly expanded information to external and internal audiences. It also looks at the new platforms and processes that financial organizations need to improve their capacity to deliver.

Purpose-Built Insurance



How enterprises can leverage multi-cloud strategies to keep pace with dramatic growth in unstructured data and the need to cost efficiently manage it

Predictability Through Planning Agility



A look at what the IT frontline is experiencing on the ground and how they can successfully transform to meet business expectations

The Core Way Forward



Analyzing the priorities of IT executives seeking to drive growth through the use of modern transformative technologies

Less Burn, More Return



Understanding the intersection of service, experience and opportunity for mobile service providers

No More Spreadsheets



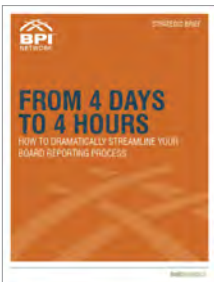
An examination of the connection between robust content marketing strategies and lead flow purpose-driven to attract opportunity and drive advocacy

Venture Vitality Index Report



What is a lead? Marketing and sales leaders come together in New York to brainstorm paths to alignment and partnership to boost performance

From 4 Days to 4 Hours



Examines the state of partnering in today's fast-changing, global marketplace

Comply on the Fly



Best practices from around the world in bringing sales and marketing to a unified table to boost effectiveness

What's Critical in the Vertical: Retail Banking In Australia



A case study of how the auto industry leverages social engagement as a valuable source of business opportunity across a complex distributed sales model

Perfect How You Project



Addresses the challenges facing companies developing world-class go-to-market capabilities as marketing and sales leaders struggle to improve



Operational Innovation

FEATURED REPORT



Competitive Gain in the Ocean Supply Chain

The global maritime shipping industry is in the midst of a significant transformation to increase efficiency, visibility and customer service. Transformative technologies have the potential to significantly improve performance and transparency across a supply chain that has historically been riddled with inefficiencies and lack of collaboration.

This report dives into an industry-wide discussion about the economic, business and supply chain process and technology challenges facing the ocean shipping supply chain. The study delves into the need to upgrade legacy infrastructure, and explores which technologies can both improve efficiency and grow demand.

The Navis Business Bellwether



A benchmark survey of the shipping industry to monitor sentiment and priorities across a variety of economic, business and operational issues

Competitive Gain in the Demand Chain



Marketers are struggling to give strategic priority to streamlining the marketing operational mix

Define Where to Streamline



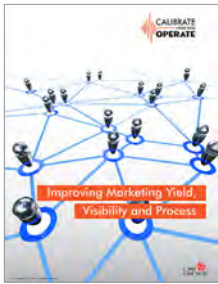
Addresses the impact of obsolescence and brand waste across the marketing supply chain

Acceleration of Eco-Operation



Enhancing trading partner visibility, flexibility and new levels of sustainability across the entire demand and supply ecosystem

Calibrate How You Operate



Establishing an operational model that accounts for teams, platforms and the critical data that must flow from customer to brand

Garbage is a Terrible Thing to Waste



A comprehensive report on the management of biodegradable waste at American organizations

Performance and Talent Management Trend Survey

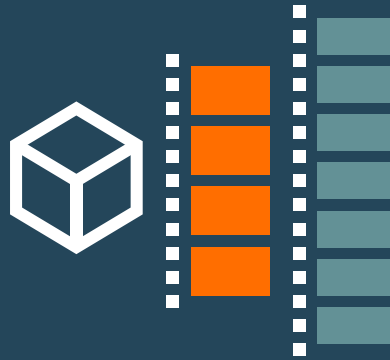


Organizations struggle to find, retain, motivate, and develop their people adequately as they face an increasingly competitive talent landscape

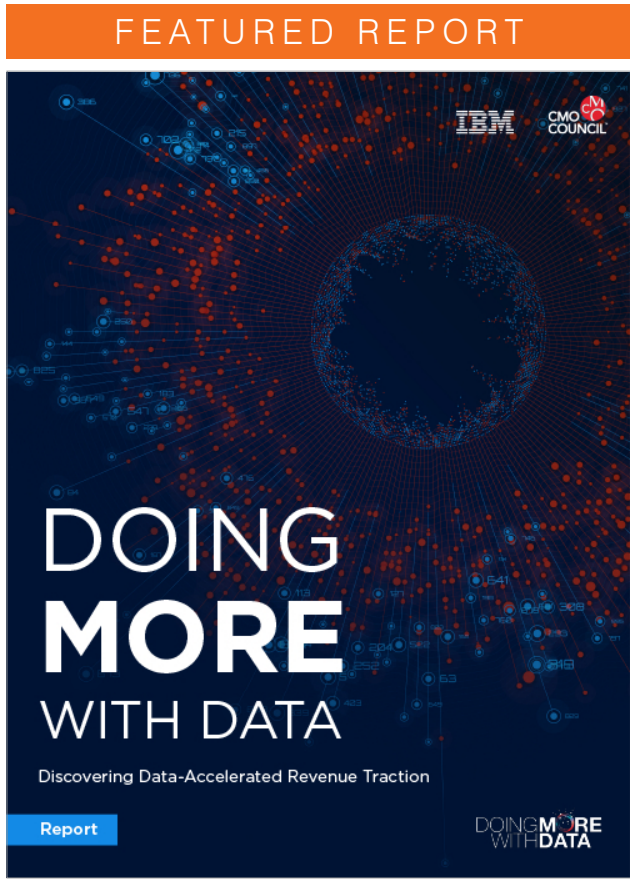
Uptime at Crunchtime



Assesses the issues, obstacles, and imperatives around maintaining operational uptime in the face of exploding data demands



Organizational/Functional Innovation



Doing More With Data

The three critical functions as it relates to customer engagement: marketing, commerce and supply chain, must work together to elevate data strategies. This report highlights the challenges facing each of these functions when it comes to how data strategies are being challenged and transformed. It also highlights how each individual function aligns, and sometimes clashes, in their perceptions of where and how each function must collaborate around the customer.

The research stems from a survey of 165 marketing, commerce and supply chain executives, as well as 12 deep-dive interviews with executives who reveal the ways they are rethinking their engagement strategies through smarter use of data insights. Those executives hail from brands like AT&T, The Body Shop, Samsonite, REI, Ryder, TD Bank, Cabela’s and Nordstrom.

Parental Burnout Crisis in Corporate America



In a world in which both parents typically work, employers need to do more to address and mitigate the challenges of worn-out parents

Know More to Grow More



Understanding how gaps in the customer intelligence process impacts how the front-line capitalizes on moments of opportunity

Big Data’s Biggest Role: Aligning the CMO & CIO



Greater partnership between the CMO and CIO drives enterprise-wide customer centricity

The CMO-CIO Alignment Imperative: Driving Revenue through Customer Relevance



Data, digital and the explosion of mobile can either drive the CMO and CIO together or tear operations apart



Closing the Gap



Outlines the key issues, challenges and points of disconnection that threaten sales and marketing alignment



Product/Service Innovation

FEATURED REPORT



When Technology Needs to be Tougher

The growing proliferation of mobile computing and wireless communications in every aspect of industrial life, including the advent of IoT-enabled connected machines and devices, is creating a growing need for ruggedized computing solutions that can stand up to the toughest and most harsh operating conditions.

Especially in industries like defense, aerospace and rail, the need is growing for computing and network-centric solutions capable of operating under extreme pressures, temperatures, vibrations, dust conditions and other factors.

This report looks at this growing market need through the eyes of a ruggedization innovator. It underscores the needs for ruggedized computing across aerospace, defense and rail.

Getting Control of Document Flow



Explores the incidence, prevention practices, and ramifications of document security breaches for organizations of all sizes

Dealing with Document Deluge and Danger



Exploring the value, challenges, disconnects and new requirements surrounding document creation, processing and sharing

Grow Smart From the Start



To fuel growth, the financial services industry must leverage the right technologies to evolve mobile banking, compliance and security

Planning for Growth



How Fortune's fastest growing company, Jazz Pharmaceuticals, harnessed the cloud for corporate agility

The Remote Revolution



The dawn of the remote workforce is compounding the need for flexible mobile engagement, messaging and data

Market Vigilance, Product Diligence



Real-time intelligence is imperative to inform decisions in critical areas such as competitive analysis, product forecasting and pricing

ABOUT BPI NETWORK



The Business Performance Innovation (BPI) Network is dedicated to high-level knowledge exchange, thought leadership and personal relationship building among innovation-minded senior executives in strategy, finance, operations, product development and boardroom roles across a wide-range of global industries. The BPI Network has a membership of nearly 2,000 executive innovation leaders. In addition, over 60,000 global executives covering multiple industries, segments and markets consume our content and thought leadership. Key corporate decision makers, business buyers and influencers within large and mid-sized organizations worldwide comprise our membership and audience.

To learn more about sponsorship opportunities, visit: <http://bpinetwork.org/about/sponsors/opportunities>

CONTACT

Donovan Neale-May, Executive Director: donovan@bpinetwork.org

Dave Murray, EVP of Thought Leadership: dmurray@bpinetwork.org

Bryan DeRose, SVP of Business Development: bderose@bpinetwork.org