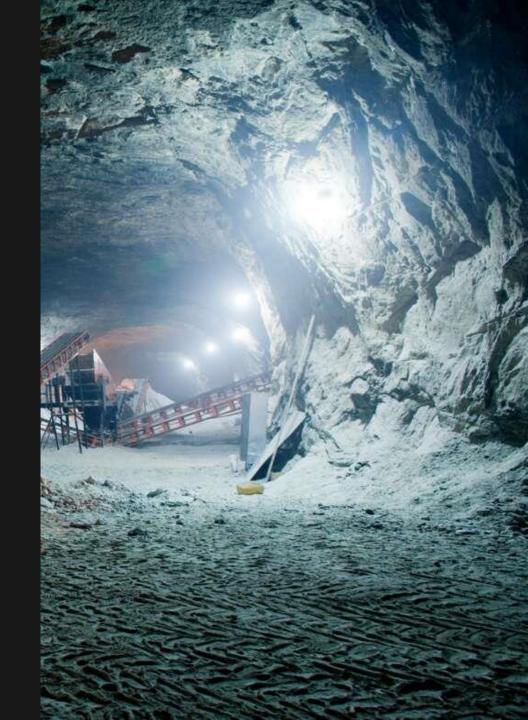


AGENDA

- 1. Ericsson
- 2. Ericsson Process Mining Journey
- 3. Thoughts and experiences
- 4. Discussion







We're on a mission to drive improvements based on facts...



"We need to have robust **fact**-based discussions and decisions. Let's make sure this happens from now on."

"We need to lay out all issues ... Then we can analyze the situation in well-grounded facts"

"...It is critical we get into depth and have real, honest, **fact**-based discussions"

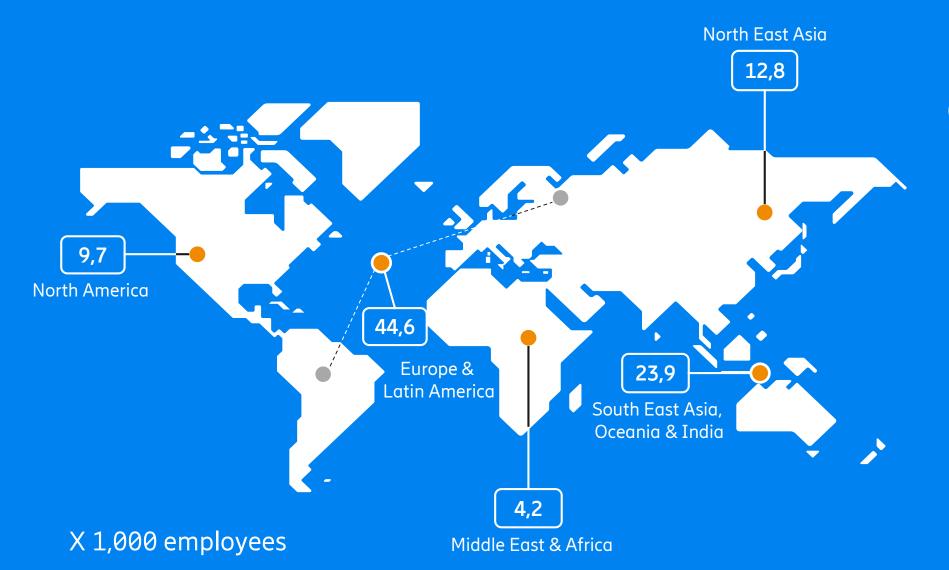
Börje Ekholm President & CEO, Ericsson





Global presence





95,359 employees worldwide

55,000 of our employees are active within Services

23,600 of our employees are dedicated to R&D

From copper wire to artificial intelligence 95% 140 18 Years of Of world population Worldwide Billion connected covered by mobile devices in enabling data traffic from broadband (3GPP) communication 2017 2017 to 2023

Organization reflecting our business



CEO

Börje Ekholm

Group Functions

Finance & Common Functions Technology

Human Resources Legal Affairs & Compliance

Marketing & Corporate Relations

Business Area

Networks

Business Area

Digital Services

Business Area

Managed Services

Business Area

Technologies & New Businesses

Market Areas

North America

Europe and Latin America

Middle East and Africa

North East Asia

South East Asia, Oceania and India

Customer Units

Media

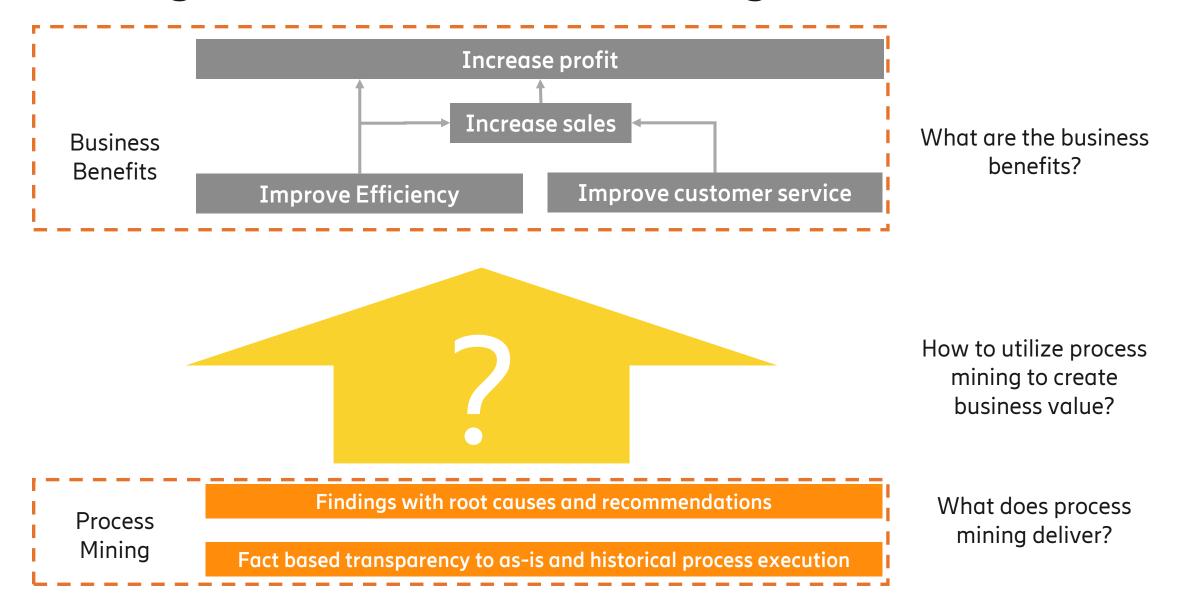
Media Solutions

Red Bee Media



Realizing the Value of Process Mining









Explore As Is Process

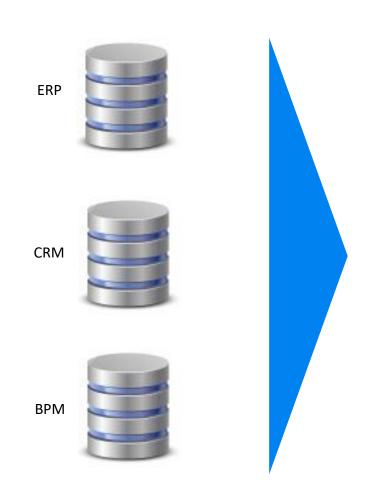
- Verify Improvement Investments
- Identify Performance Problems
- Identify how much Variation across the organization

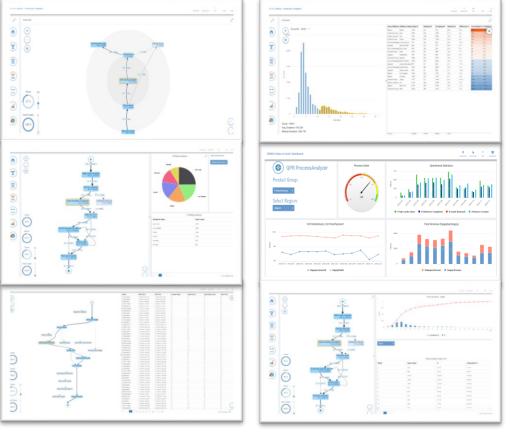
Identify Process Execution Performance

- Visualize how process is executed in our IT systems
- Cross IT system end-to-end performance

The idea: Turn transactional data into visual process intelligence with QPR ProcessAnalyzer







Flowcharts, Influence Analysis, Profiling, Process KPIs, Case Attributes, Flow Duration analysis

Build the Process Mining Capability



Opportunity

Improve operational efficiency by discovery and removal of process inefficiencies. (e.g. Reduction of manual work, increased automation, reduction of rework and changes, reduction of compliance and fraud issues)

Save costs through improved process performance and by continuous performance monitoring.

Speed-up decision making. Reduce time to issue discovery and resolution.

Integrated in Process
Improvement WoW

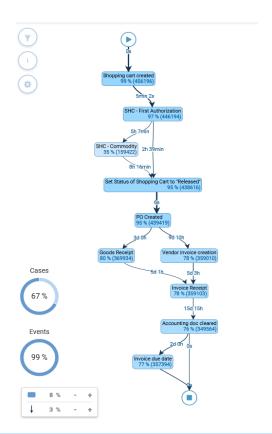
Establish Capability

Source and Verify Business Benefits

Ericsson Process Mining in Numbers



-as per September 2019



- Data from 10+ source systems (majority consumed from HANA or MapR)
- Process Mining Models:
 - Around 20 models available with automated data uploads
 - 44 million cases & 200 million events
- Up to 150 case attributes in a model
- Up to 220 event types in a model
- 9 event attributes across the models
- 3 dash boards
- 100+ trained QPR ProcessAnalyzer users
- 27000 logins to QPR ProcessAnalyzer
- 6 continents and 100+ countries covered
- 1000+ process mining related meetings
- 10000+ cups of coffee consumed

We are ready enough with models and competence to ramp up analysis and create tangible results through process mining.

Actionable results already available.

How we use Process Mining?



- Overview

Digital Transformation

Purchase to Pay

Finance

Supply

Automation

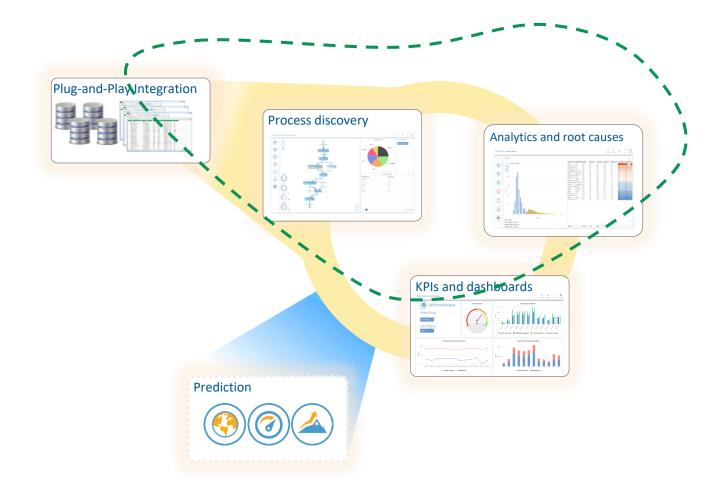
Market Areas

VALUE CREATION

- Create baseline, control and drive lead-time Improvements cross units and process
- Visualize and eliminate lead-time drivers and in-efficiencies in executed processes
- Speed, quality and risk elimination in deployment of new WoW & IT solutions
- Adherence to new WoW
- Speeding up ticketing process
- Improve efficient and Automation through insight analysis
- Automation opportunity discoveries
- ASIS process maps and volume
- Automation rate measurements

... Our Journey just started









What we potentially want to acheive with process mining in supply:

- End-to-end time visibility based on real time data, analytics and full transparency
- Identify Supply chain bottle necks and optimization of supply operations
- Identify long lead-times with root cause analysis
- Identify manual and repetitive processes
- Measure automation and identify automation opportunities
- Measure process adherence
- Bonus: identify incorrect and missing data

Supply Process Mining Community



Supply Process Mining Network

- A team with a lead in each Market Area
- Around 20 selected process experts
- Follow-up meetings

Responsibility

- Verify models developed
- Perform process discovery for the use cases to diagnose, verify & validate findings
- Find root causes or contributors
- Provide improvement ideas and recommendations to Global/Market Area process responsible, Line organizations and initiate process changes
- Monitor process performance after changes and report status
- Identify new process mining use cases in different Supply areas
- Develop KPI dashbords

Competence

- Knows supply processes (on customer level if possible) as well as standard process
- Knows master, transactional and analytical data in the supply chain
- Knows supply chain events
- Able to do as-is process discovery
- Able to identify process deviations and violations in actual process execution
- Able to find process in-efficiencies/bottlenecks (waste) and understand root causes and create improvement proposals
- Able to identify automation opportunities

Supply Process Mining Set-up

3

- Dedicated Process Mining Driver for Supply Area
- Improvement focus areas defined (e.g. speed, customer experience, automation, etc.)
- All Analyzers were asked to start with some defined Use cases
- Methodology provided
- Sprints defined around focused improvement areas
- Plans continuously developed



Challenges includes...

=

- Build Competence
- Geography
- Local processes and IT Systems
- Disconnected data and IT systems
- Diverse Business
- Focus on insights for improvement

Build competence around QPR system roles



DASHBOARD CONSUMPTION (VIEWER)

 Consume pre-defined Dashboards (process flow models and KPIs)



PROCESS ANALYSIS (ANALYZER)

• Process Flow Discovery and Insights



DATA MODELING (DESIGNER)

- Create and maintain data models
- Define and Extract Data



DATA ENGINEERING(DESIGNER / ADMINISTRATOR)

Realizing the Value of Process Mining

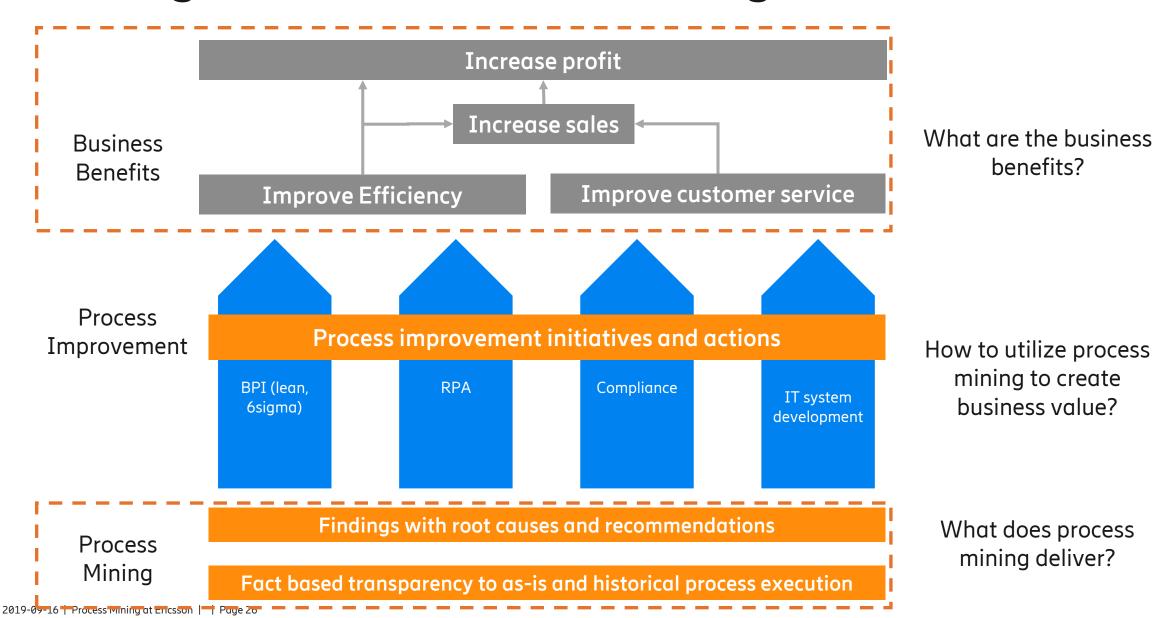




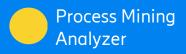
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Realizing the Value of Process Mining





Geografic Spread







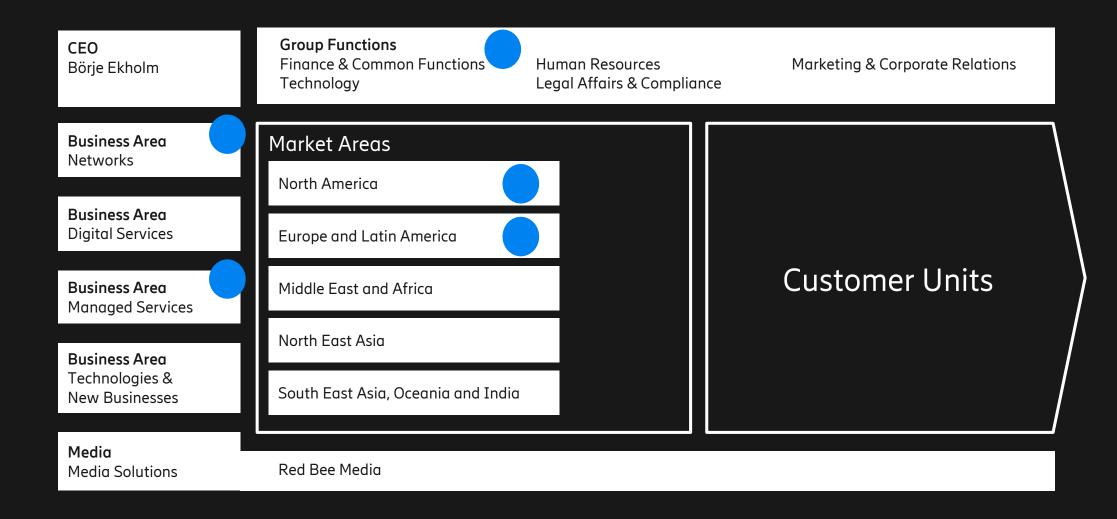






Current Organizational Spread

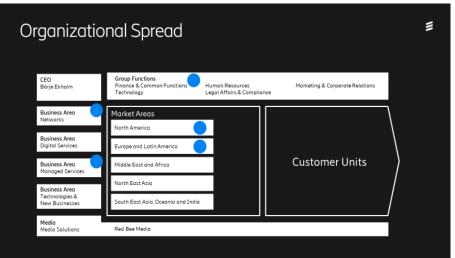




Cross Functional and Global Community







Mining Areas set up

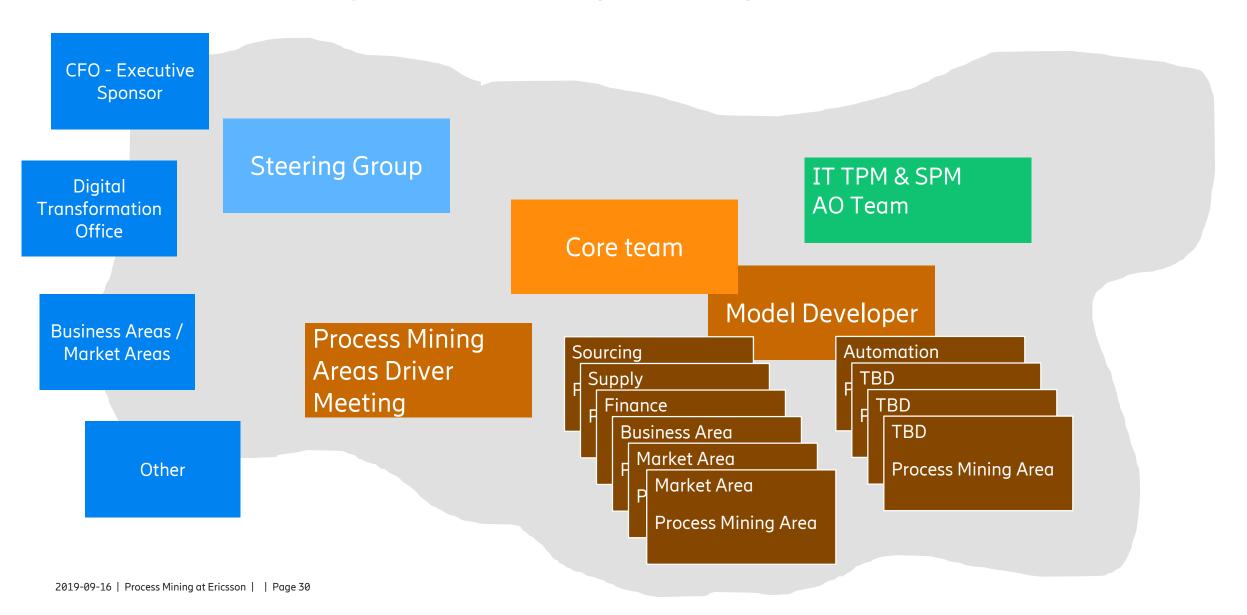
- Virtual organizations
- Functional and Market perspectives
- Process, data, modeling and analyzer competences

Ways of Working

- Central Team coordination, facilitate and drive
- Training
- Developer community for model development
- Sharepoint, Yammer, Teams, User Surveys
- Steering Group for support and escalations

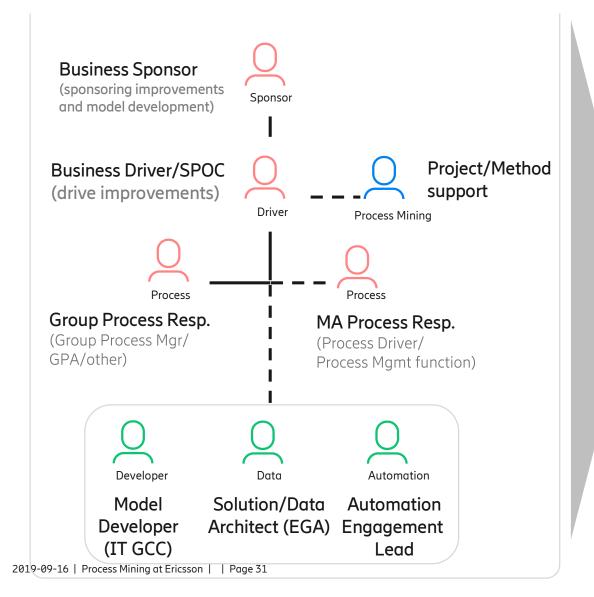
Process Mining Community (Ecosystem)

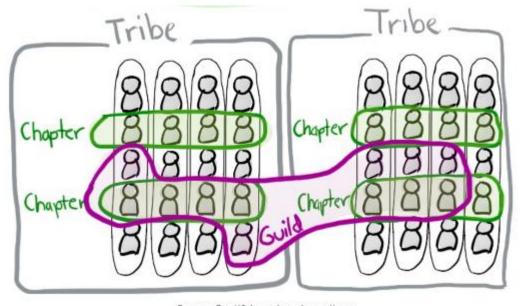




Establish Business Oriented Self Driven Teams



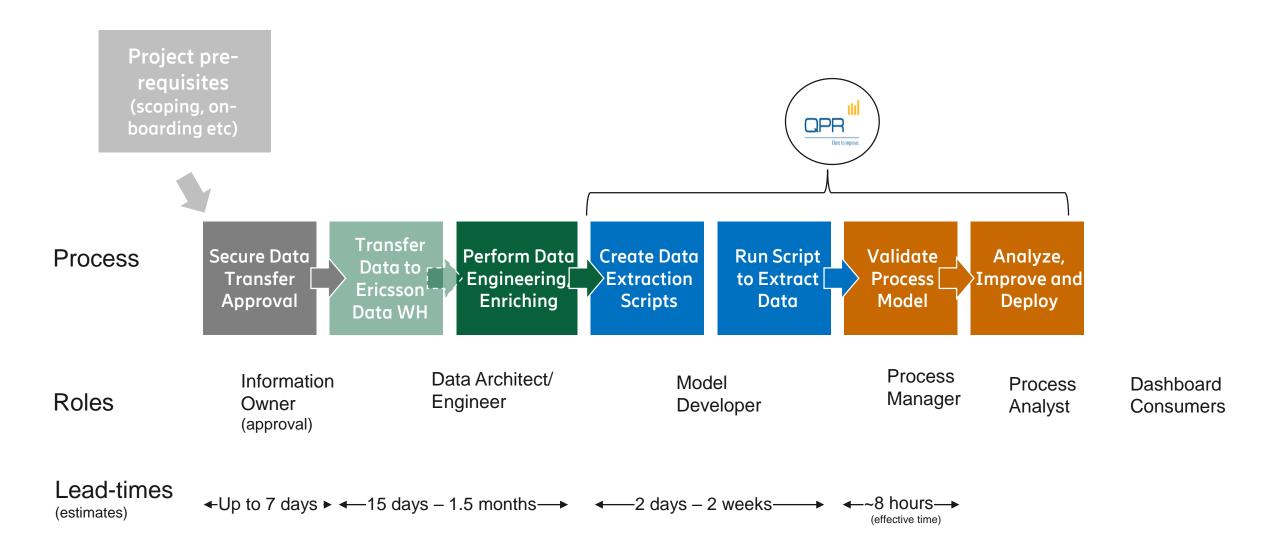


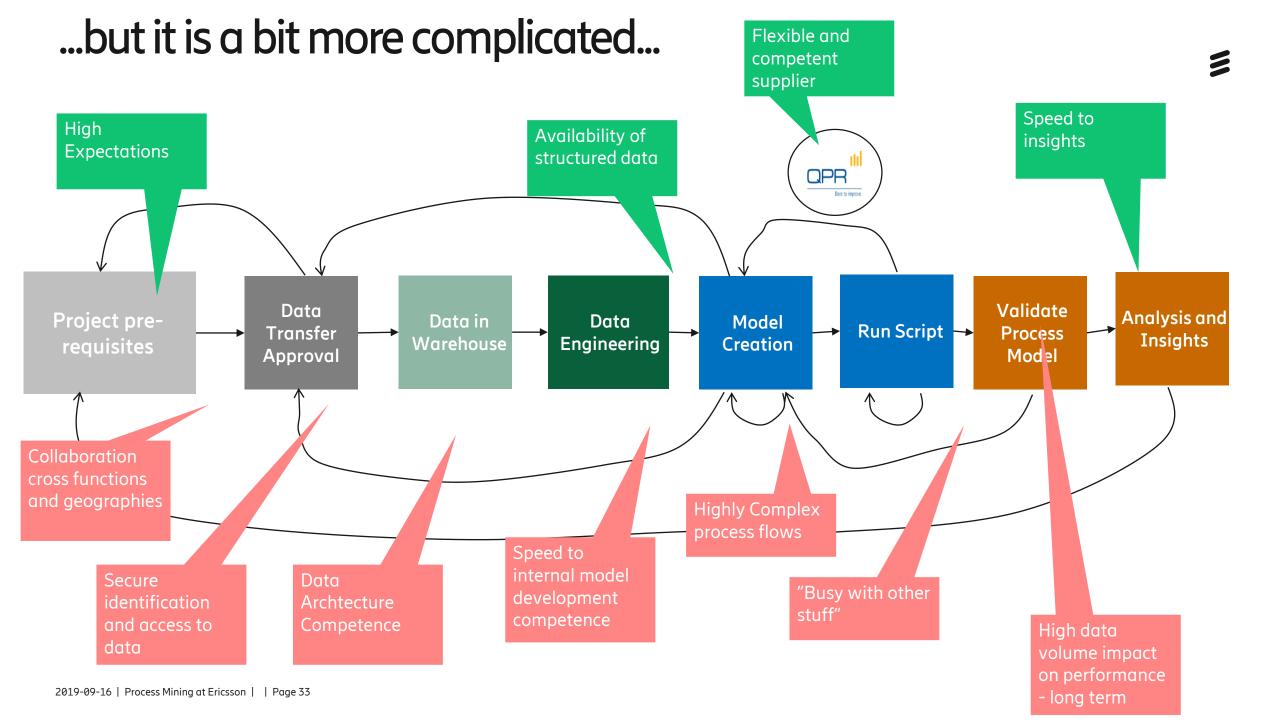


Source: Spotify's engineering culture

Data Engineering & Model Development









Challenges & Learnings



CHALLENGES

- Alter a KPI and measurement mindset towards a process mining discovery mindset
- Transfer initial entusiasm of "cool and fun" to "creation of business value"
- Keeping up the momentum
- Competence & Teambuilding in a large global company
- There is always a new hurdle to jump when trying to work in a more agile and flexible way in a traditional and hierarchical organization

LEARNINGS

- Do not give up it takes time
- Secure tight collaboration between process, data and tools experts
- Secure engagement with business and process experts
- Start small and work close with the organization



