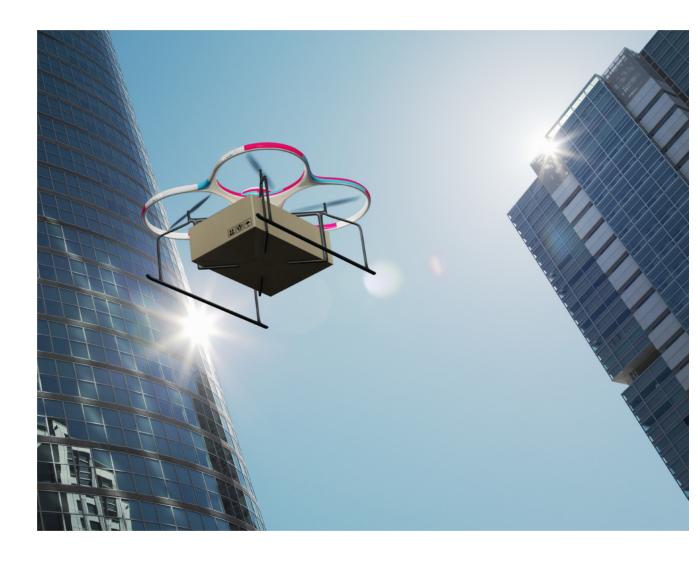
# **Tech breakthroughs megatrend:** how to prepare for its impact



How to prepare for the technological breakthroughs megatrend, and the eight technologies to start with



The technological breakthroughs megatrend is manifesting itself in a proliferation of technologies. To remain relevant and to succeed, emerging technology strategy needs to be a part of every company's corporate strategy. The most pertinent technologies—and the corresponding strategy—will of course vary from company to company; but our analysis of more than 150 emerging technologies pinpoints the eight that most C-suites should start with. Here's a look at what sets those technologies apart—and what business leaders now need to do about them, and emerging technologies in general.

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- 2 What makes technological breakthroughs a megatrend?
- 5 The Essential Eight technologies that matter
- 9 A three-part guideline to help business leaders respond productively to emerging technologies

# How can c-suites even begin to make sense of the swirl of technological breakthroughs affecting business today?

"Jim, how do all these AI breakthroughs impact our IoT strategy?"

That's the kind of question that CEOs are much more likely to get these days from some board members. It's rarely a comfortable question—whether it's actually about artificial intelligence or any of dozens of fast-developing technologies, and whether it is asked conversationally or out of serious strategic concern.

Given the sheer pace and acceleration of technological advances in recent years, business leaders can be forgiven for feeling dazed and perhaps a little frustrated. When we talked to CEOs as part of our annual Global CEO Survey, 61% of them told us they were concerned about the speed of technological change in their industries. Sure, more and more C-suite executives are genuinely tech-savvy—increasingly effective champions for their companies IT vision—and more and more of them know that digital disruption can be friend as well as enemy. But it's fair to say that most struggle to find the time and energy necessary to keep up with the technologies driving transformation across every industry and in every part of the world.

To help CEOs on their technology journeys, we've been evaluating more than 150 technologies globally and developing a methodology to help identify the ones most pertinent to a given company or industry. Additionally, we've been filtering for those that will have the greatest impact on the widest range of industries over the coming years. This article shines the spotlight on those eight technologies that we contend will be the most influential on businesses worldwide in the very near future—the ones we call the "Essential Eight." The article also sketches out a three-part guideline to help business leaders respond productively to emerging technologies by incorporating them into their overall strategy with the Essential Eight as a good starting point.

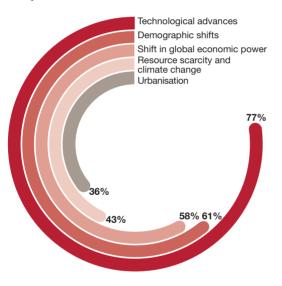


<sup>1</sup> PwC, 19th Annual Global CEO survey, January 2016

# What makes technological breakthroughs a megatrend?

Figure 1: CEOs are certain about what will affect their businesses most<sup>1</sup>

Q: Please rank the top three global trends which you believe will be most likely to transform wider stakeholder expectations of business within your sector over the next five years.



Source: PwC, 19th Annual Global CEO survey, January 2016

History is littered with companies that have waited out the *Next New Thing* in the belief that it's a technology trend that won't amount to much, or that won't affect their industries for decades. Yet disruption happens. It's safe to say that the history of humankind is a history of disruption—a stream of innovations that have tipped the balance in favor of the innovators. In that sense, technological breakthroughs are the original megatrend. What's unique in the 21st century, though, is the ubiquity of technology, together with its accessibility, reach, depth, and impact.

The technological breakthroughs megatrend directly impacts every other megatrend. Every industry feels its influence now, and so does every company, of every size—everywhere. There is still a significant digital divide, but for the first time, the developed and developing worlds are using similar platforms, including the Internet, social media, and mobile technologies. Farmers in India track crop prices on their mobile phones; Kenyan and South African entrepreneurs crowdfund their new ventures. <sup>2,3</sup> There's new competition: Google and Uber are delving into driverless automobiles; Silicon Valley startups are competing with long-established defense contractors; and the health insurance industry is being overrun by companies that started out as SaaS (software-as-a-service) providers. <sup>4</sup>

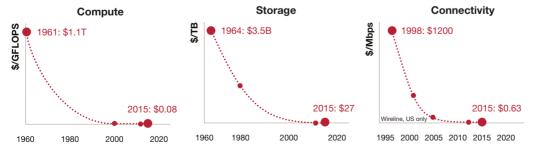
Business leaders worldwide acknowledge these changes, and have a clear sense of their significance. We asked CEOs what they believe will most shape stakeholders' expectations about businesses in their industries over the next five years. Our respondents were unequivocal in pointing to technological advances as the most influential by far (see Figure 1).

- 2 Vikas Vasudeva, "Agriculture Ministry launches two mobile apps for farmers," *The Hindu*, December 24, 2015
- 3 Gabriella Mulligan, "Africa discovers the power of crowdfunding," *BBC*, June 19, 2015
- 4 Strategy&, 2016 Technology Industry Trends, January 2016

CEOs don't single out any particular catalyst that leads them to that conclusion. But we maintain that technological advancements are appearing, rapidly and simultaneously, in fields as disparate as healthcare and industrial manufacturing, because of the following concurrent factors:

- Cheaper access to technology. The three fundamental technologies of computation, storage, and connectivity are exponentially cheaper and more capable today than just a few decades ago (see Figure 2). The rapid growth of the Internet, mobility, and cloud computing, combined with the open-source movement and increased access to capital, has lowered the barriers to entry for startups and nontraditional competitors, enabling them to scale swiftly and to upend the playing field in industry after industry.
- *Globalization of technology*. For the first time, the developed and developing worlds are creating, collaborating, communicating, and consuming on similar technology platforms, spurring global innovation. Of the 146 "tech unicorns" tracked by the *Wall Street Journal*, 27% come from the Asia-Pacific region, up from 20% two years ago. These highly valued, fastgrowth newcomers have global ambitions and are developing innovative platforms for use in sectors as diverse as finance, online-to-offline services, and the sharing economy.
- *Increased comfort with technology*. The more we all use the Internet, laptops, mobile devices, collaboration tools, and other technologies in our personal and professional lives, the more society is comfortable with all things technology. Business users now expect the same ease of use in their workplace technologies that they experience with their personal devices, revealing consumer technology's huge influence.<sup>6</sup>
- *The competitive advantage of technology*. Our Digital IQ survey found that companies that are technology leaders in their industries are twice as likely to achieve rapid revenue and profit growth as the laggards. <sup>7</sup> Originally seen largely as a tool for improving efficiency—doing the same things better and more cheaply—technological innovations are now the fastest means of opening up new revenue streams and transforming traditional industries.
- *Multiplier effect of technology*. Individual technologies build on each other and amplify each other's effects, setting the stage for what some are calling a "fourth industrial revolution." <sup>8</sup> As participants noted at a recent technology panel hosted by PwC, artificial intelligence—an emerging technology—is the motive force behind robots (another evolving technology) transitioning beyond the factory floor and into hotels and office suites.

Figure 2. Technology costs are plummeting (and the reach is increasing)

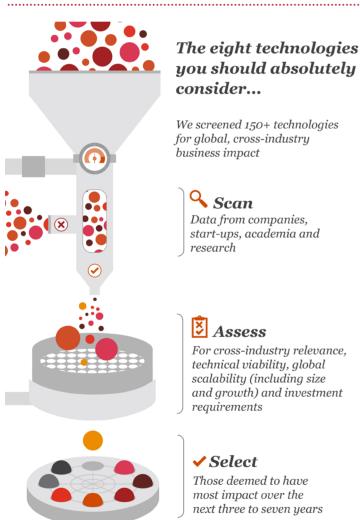


Source: PwC/Strategy& analysis; Michael Driscoll/Metamarkets

- 5 Scott Austin, Chris Canipe, and Sarah Slobin, "The Billion Dollar Startup Club," WSJ, June 2016
- 6 PwC Cyber security updates (blog), "Still worried about BYOD? Are you sure? Things have moved on. A lot." February 12, 2015
- 7 PwC, 2015 Global Digital IQ Survey: Lessons from digital leaders – 10 attributes driving stronger performance, September 2015
- 8 Klaus Schwab, "The Fourth Industrial Revolution: what it means, how to respond," World Economic Forum, January 14, 2016

# The eight emerging technologies you should absolutely consider

Figure 3. The Essential Eight emerging technologies



Collectively, those driving factors are forcing big questions to the surface—questions that C-suite executives themselves are asking. Explains Chris Curran, PwC US's Chief Technologist: "Where should we start exploring emerging technologies? What technologies should we invest in? How do we stay current? How do we reduce the associated risks of failure? These are the types of questions we're getting from CEOs."

To help provide answers, we track more than 150 discrete technologies, and have developed a methodology to identify the most pertinent of those technologies; the aperture being flexible enough to scale from a business unit to a company, an industry, or even the global enterprise landscape as a whole. The multifactor criteria screens for business impact and commercial viability of these technological breakthroughs over the next five to seven years (and as little as three to five years in developed economies). Examples of these criteria include: the technologies' relevance to the company, the industry, or across multiple industries, ranging from banking and insurance to hospitality services and industrial process manufacturing; their global reach; their technical viability, including the potential to become mainstream; their market size and growth potential; and the pace of public and private investment in them (see Figure 3).

# The Essential Eight technologies that matter now

- 1. Artificial intelligence (AI). Software algorithms that are capable of performing tasks that normally require human intelligence, such as visual perception, speech recognition, decision-making, and language translation. AI is an "umbrella" concept that is made up of numerous subfields such as machine learning, which focuses on the development of programs that can teach themselves to learn, understand, reason, plan, and act (i.e., become more "intelligent") when exposed to new data in the right quantities.
- 2. Augmented reality (AR). Addition of information or visuals to the physical world, via a graphics and/or audio overlay, to improve the user experience for a task or a product. This "augmentation" of the real world is achieved via supplemental devices that render and display said information. AR is distinct from Virtual Reality (VR); the latter being designed and used to re-create reality within a confined experience.
- 3. Blockchain. Distributed electronic ledger that uses software algorithms to record and confirm transactions with reliability and anonymity. The record of events is shared between many parties and information once entered cannot be altered, as the downstream chain reinforces upstream transactions.
- 4. Drones. Air- or water-based devices and vehicles, for example Unmanned Aerial Vehicles (UAV), that fly or move without an on-board human pilot. Drones can operate autonomously (via on-board computers) on a predefined flight plan or be controlled remotely. (Note: This category is distinct from autonomous land-based vehicles.)
- 5. Internet of Things (IoT). Network of objects devices, vehicles, etc. embedded with sensors, software, network connectivity, and compute capability, that can collect and exchange data over the Internet. IoT enables devices to be connected and remotely monitored or controlled. The term IoT has come to represent any device that is now "connected" and accessible via a network connection. The Industrial IoT (IIoT) is a subset of IoT and refers to its use in manufacturing and industrial sectors.
- 6. Robots. Electro-mechanical machines or virtual agents that automate, augment or assist human activities, autonomously or according to set instructions often a computer program. (Note: Drones are also robots, but we list them as a separate technology.)
- 7. Virtual reality (VR). Computer-generated simulation of a three-dimensional image or a complete environment, within a defined and contained space (unlike AR), that viewers can interact with in realistic ways. VR is intended to be an immersive experience and typically requires equipment, most commonly a helmet/headset.
- 8. 3D printing. Additive manufacturing techniques used to create three-dimensional objects based on digital models by layering or "printing" successive layers of materials. 3D printing relies on innovative "inks" including plastic, metal, and more recently, glass and wood.



The specific technologies most impactful to a company can—and likely will—vary, of course, but when we analyzed for technologies with the most cross-industry and global impact over the coming years, eight technologies emerged (see "The Essential Eight: Technologies That Matter Now"). They are at varying degrees of maturity; some have been around for years but are finally hitting their stride, while others are maturing rapidly. None will be surprising to CEOs; they are regular subjects of often breathless coverage in popular newspaper coverage.

So what exactly do we mean by "impact"? We believe that these technologies will shake things up across all five aspects of your business model—some in very beneficial ways, and some in quite challenging ways, as seen in the following snapshots 9:

• *Strategy*: If strategy is about defining "what business to pursue," then these technologies are opening up a slew of new opportunities and corresponding considerations. IoT (and Industrial Internet of Things, IIoT), for example, are giving manufacturers the ability to "sensorify" their existing products, creating "intelligent" new offerings with value-added analytics and software services to go with them. In some cases, these new offerings require a comprehensive rethink of innovation and portfolio strategies. In other cases, they may necessitate fresh go-to-market and even merger and acquisition strategies.

But the technologies can accelerate and amplify bigger shifts: manufacturers' moves into service sectors, for instance, or fluid joint ventures with other corporate entities to leverage broad technology platforms for mutual advantage. For instance, John Deere recently purchased portions of Monsanto's precision planting business unit, helping redefine Deere not just as a maker of big tractors but as a prime mover in the business of "digital agriculture." <sup>11</sup>

9 PwC, Al In Insurance: Hype or Reality, March 2016

PwC, Technology Forecast: The road ahead for augmented reality,

strategy+business, "A Strategists' Guide to Blockchain," January 11, 2016

PwC, The Industrial Internet of Things, 2016

- 10 PwC, The Internet of Things: What it means for US manufacturing, February 2015
- 11 Crain's Chicago Business, "Deere deal for Monsanto biz underscores push into 'digital agriculture'," November 3, 2015

# Customer engagement and robots



Nao is a customer service robot being piloted by Mitsubishi UFJ Financial Group, Japan's biggest bank. Nao's visual and auditory "senses," connected to advanced artificial intelligence, allow it to "see" customers, recognizing them and the tone of

their voices. Nao thus has rich interactions with customers, greeting them in their native language (it understands and speaks 19). It can support human staff during rush hours or special events that draw more foreigners to the bank. If Nao performs well, the bank is likely to employ more robotic staff in pursuit of better customer service.

- *Customer Engagement:* The Essential Eight technologies are already reshaping almost every dimension of companies' interactions with their customers, from sales and marketing to billing and after-sales support. Just one example: artificial intelligence, applied as machine learning, for instance, can help process volumes of customer-behavior data to identify patterns that enterprises can use to improve customer engagement (see sidebar on "Nao" the robot <sup>12</sup>).
- *Operations:* Artificial intelligence, robots, drones, and 3D printing can all improve operational efficiency and provide significant competitive advantage. Consider the following data point: we've determined that in the hospitality industry, service robots can drive down the cost of deliveries by one or two orders of magnitude. <sup>13</sup> Is it any wonder therefore that we see continued adoption of robots across an array of business sectors? <sup>14</sup>

At the same time, 3D printing is set to shrink supply chains, cut product development times, and broaden offerings for customers that expect products tailored to their preferences and needs. <sup>15</sup> And early adopters of virtual reality and augmented reality are already reaping benefits (see Figure 4). <sup>16</sup> The accompanying box showcases how Boeing and DHL are using augmented reality to be both faster and more efficient. <sup>17</sup>

# Figure 4. Virtual reality and augmented reality get down to work

Q: How is your company using virtual and/or augmented reality technology? Please select all that apply

38.8% Product design and development

17.3% Virtual assembly/improved process design

27.6% Safety and manufacturing skills training

19.4% Maintenance, repair or operation of equipment

19.4% Data and information access

19.4% Remote collaboration

13.3% Costumer engagement and communications

**7.1%** Supply chain collaboration/communications

18.4% Other (please specify)

### Number of resoindents: 98

Source: PwC and Zpryme survey and analysis, "2015 Disruptive Manufacturing Innovations Survey," conducted in November 2015

# Operations and augmented reality



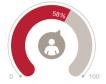
At Boeing, factory trainees assembling a mock airplane wing worked 30% faster and 90% more accurately using AR-animated instructions on tablets than trainees using

instructions in PDF documents. Meanwhile, DHL equipped its warehouse workers with AR-enabled smart glasses that guided them through item picking for order fulfillment, resulting in fewer errors and a 25% increase in efficiency.

- 12 PwC The data blog, "Artificial Intelligence and robotics: The end of the world (as we know it)?,"
  April 15, 2015
- 13 PwC, Technology Forecast: Service Robots: The next big productivity platform, 2015
- 14 PwC, CEO Agenda: Pulse on Robotics, 2016
- 15 PwC, 3D printing: Potential to shrink the supply chain, 2014
- 16 PwC, For US manufacturing, virtual reality is for real, January 2016
- 17 PwC, Technology Forecast: The road ahead for augmented reality, 2016

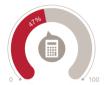
Figure 5. More robots, new roles, fewer jobs?

# **Bots replace humans**



CEOs who intend to reduce headcounts over the next five years as a result of robotics

#### Jobs lost to bots



Jobs in the US that could be replaced by robotics and other computerisation by 2034

# More humans hired



CEOs who intend to increase headcounts over the next five vears as a result of robotics

### New roles created



CEOs who agree that robotics will create new and exciting opportunities for their employees by automating repetitive tasks

Source: PwC, CEO Agenda: Pulse on Robotics, 2016

- People and talent: The Essential Eight technologies are creating brandnew job categories, but a worrying consequence may be slower job growth. Our CEO Pulse survey showed that 56% of global CEOs expect the widening use of robots to reduce head count over the next five years (see Figure 5). <sup>18</sup> A recent Citibank report contended that the banking industry could lose up to 30% of its workforce over the next 10 years owing to technologies such as AI and blockchain. <sup>19</sup> Concurrently, new technologies beget new companies (Google, just 18 years old, has more than 61,000 employees) and new job categories (the job of a data scientist was all but unknown a decade ago). So employers will have to determine how to integrate machines into their talent pools and, at the same time, determine how to hire, retain, and develop the talent they need—talent that may need to embrace their machine-colleagues rather than fear them.
- *Compliance:* This is an often overlooked aspect of the business model. We believe the shortlisted technologies will see many companies scrambling to adapt to—and trying to influence—the resulting regulatory landscapes. The regulators themselves are likely to be in a catch-up mode for a while. How do we protect the data collected by billions of IoT devices? How is blockchain regulated (see sidebar)? How do we plan for liability and insurance considerations as drones and service robots proliferate? Questions like these are no longer hypothetical. There have already been quite a few high-profile incidents where drones have entered airspace reserved for commercial aircraft, and have injured humans.

# Compliance and blockchain



We anticipate that new blockchain technology will do much to transform the compliance practices of enterprises large and small. As we noted in our recent

article, blockchain enables a "central, immutable ledger of transactions" that "would allow auditors and regulators to rapidly monitor the flow of financial data, avoiding after-the-fact verification." However, there is still significant debate about how this technology gets monitored and regulated. <sup>20</sup>

- 18 PwC, CEO Agenda: Pulse on
- 19 Portia Crowe, "CITI: The 'Uber moment' for banks is coming and more than a million people could lose their jobs," *Business Insider*, March 30, 2016
- 20 strategy+business, "A Strategists' Guide to Blockchain," January 11, 2016

# Your job now

So what should CEOs and their leadership teams do with such brief glimpses of the business impact of these influential technologies? For starters, it is best not to treat the technologies as a kind of checklist to delegate to the CIO or the CTO. Instead, CEOs must take very seriously their own obligations to turn these technologies to strategic advantage—and to protect their organizations against others using the technologies for advantage. If that sounds something like an arms race, that's because it is: technology must be viewed as a competitive weapon, one that merits regular discussion and decision-making in the C-suite.

Technological breakthroughs megatrend is manifesting itself as a proliferation of technologies - the Essential Eight, and hundreds more. The tracking, evaluation, and action plan development for these emerging technologies, while a complex and involved undertaking, should now be an integral component of the overall corporate strategy. To do so, there are three questions that the C-suite must find effective answers to:

- 1) Do we have a sustainable innovation strategy and process?
- 2) Have we quantified the impact of new technologies? If not, how can we do that—and how soon?
- 3) Do we have an emerging-technologies road map? If so, are we keeping it up to date?

Answers to these fundamental questions will give you the meta-actions—moves that enable the executive team as a whole to properly and effectively harness the best new technologies.

Tracking, evaluating, and developing the action plan for emerging technologies should be an integral component of the overall corporate strategy.



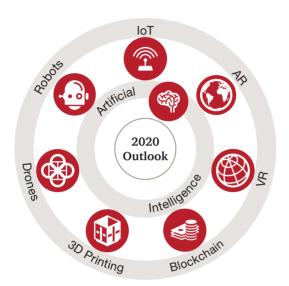
# Do we have a sustainable innovation strategy and process?

change they want to see. They do not respond to external changes as rapidly as possible—which allows you and your leadership team to engage in profitable pursuit of emerging technologies

- Funding: How will we fund the emerging-technology-driven innovation? Will there be a
- · Portfolio fit: How will the emerging-technology pursuit fit within the overall product and incubation factories within existing organizations? Running innovation through the standard
- trade-offs. Who is the senior executive on whose desk the buck finally stops? Should the CEO
- *Metrics and monitoring*: What does success look like? How do you make it "safe to fail" <sup>23</sup>? What are the milestones—public and private—you are shooting for? What is the time frame

- 21 Paul Leinwand and Cesare Mainardi, Strategy That Works: How Winning Companies Close the Strategy-to-Execution Gap, January 2016
- 22 Strategy&, Capabilities-Driven Strategy Toolkit
- 23 strategy+business, "10 Principles of Strategic Leadership", May 18,

Figure 6. The Essential Eight emerging technologies



# Have we quantified the impact of new technologies? If not, how can we do that and how soon?

Championed by the CEO, the corporate strategy team should new competitors, and new substitutes made possible by the

The overarching task is to identify the technologies that with the proviso that there is a net increase in value for the methodology is designed to help enterprises with.

CIO) should be an integral part of this identification process from the get-go. Finally, keep in mind: it is critical, early in closer to customers than the top team is. One thing to watch

shortlisted (as admitted, not an overnight exercise and one

# Do we have an emerging-technologies road map? If so, are we keeping it up to date?

and a clear view of the technologies that will matter most to the company over the next half-dozen

The emerging-technology road maps cannot, of course, stand on their own; they've got to be

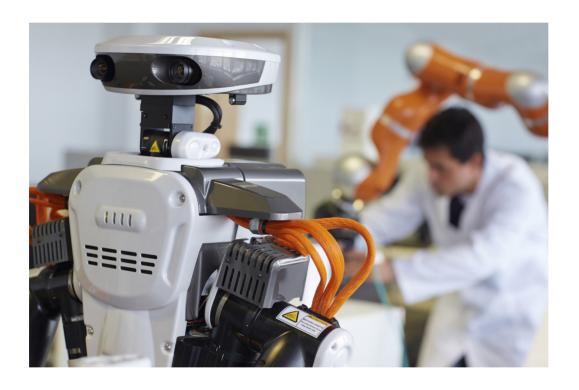
A defining characteristics of the digital age is the rapid pace of change and disruption. The upshot? No technology plan is "one and done"; it must be continuously revisited, refreshed, and reworked. and innovation strategy across your portfolio. It demands pragmatism in pruning parts of the product and services portfolio that are not delivering (and reallocating their funding)—and

involvement of the CEO are critical.

# No argument: it is not easy to stay ahead of emerging technologies

No argument: it is not easy to stay ahead of emerging technologies. But you really don't have a choice; your organization must adapt. By winnowing down the welter of possible technologies to a starting list of the Essential Eight, we hope we have helped provide some focus and clarity. More than that, we hope that we can begin to re-energize the C-suite's discussion of how best to leverage the right technologies in the right ways at the right time—for the right business reasons.

So, develop an innovation strategy and start making the exploration and quantification of emerging technologies (and planning for them) a core part of your corporate strategy. But before you do that, familiarize (or reacquaint) yourself with these technologies and what they can do: visit our Tech Breakthroughs Megatrend website to benefit from our experience, www.pwc.com/ techmegatrend.



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