

ENTERSOFTONE



INTERNATIONAL
HELLENIC
UNIVERSITY

Technology Enables. People Deliver.

Rethinking Digital Transformation



Evi Voulgari | Sales Director | Enterprise North Division

ENTERSOFTONE



Redefining the business software in the era of AI

ENTERSOFTONE bridges the gap between innovation and real business challenges, offering every company **reliable, user-friendly, and scalable solutions** that empower it to achieve outstanding results, every time



Embedded AI



An expanded portfolio of digital solutions, along with a wide range of vertical solutions, addressing the digital transformation needs of **any business function, for any company, regardless of size or industry**

ENTERSOFTONE | EBS ERP

ENTERSOFTONE | SOFT1 ERP

ENTERSOFTONE | Worklife

ENTERSOFTONE | Mobile SFA

ENTERSOFTONE | Mobile xVan

ENTERSOFTONE | EBS Retail

ENTERSOFTONE | SCM

 1.500+

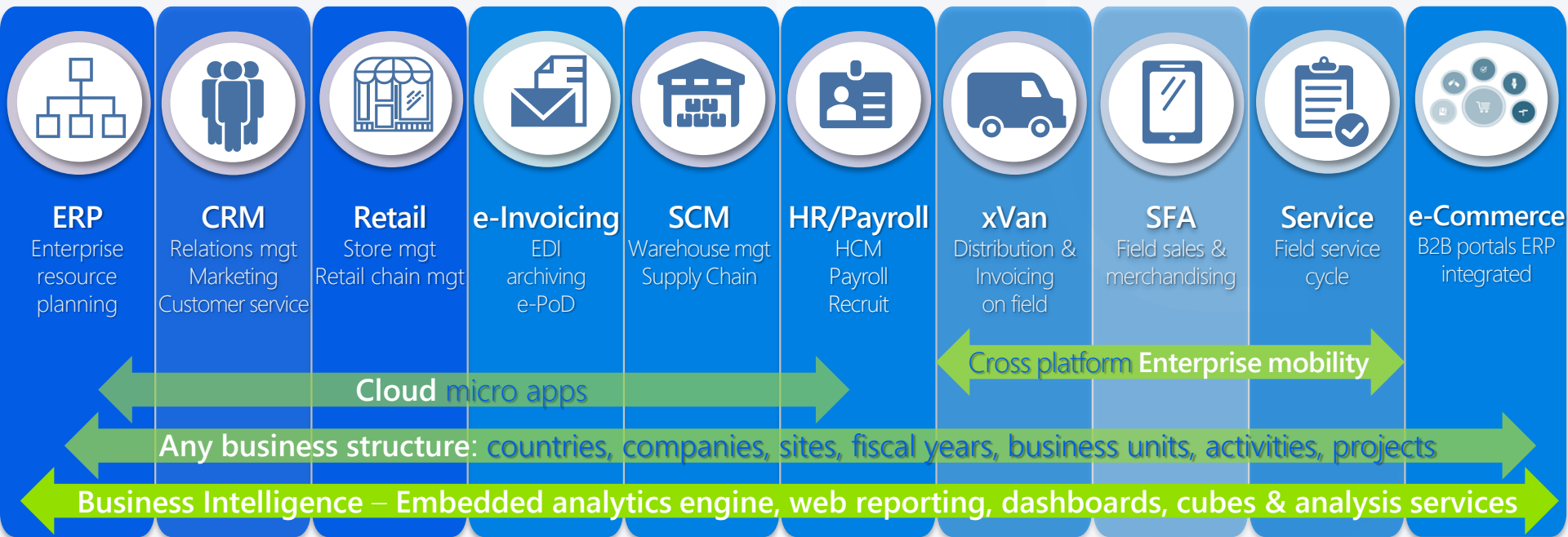
 90.000+

 700+

 4

Wide product range

Common - unified platform



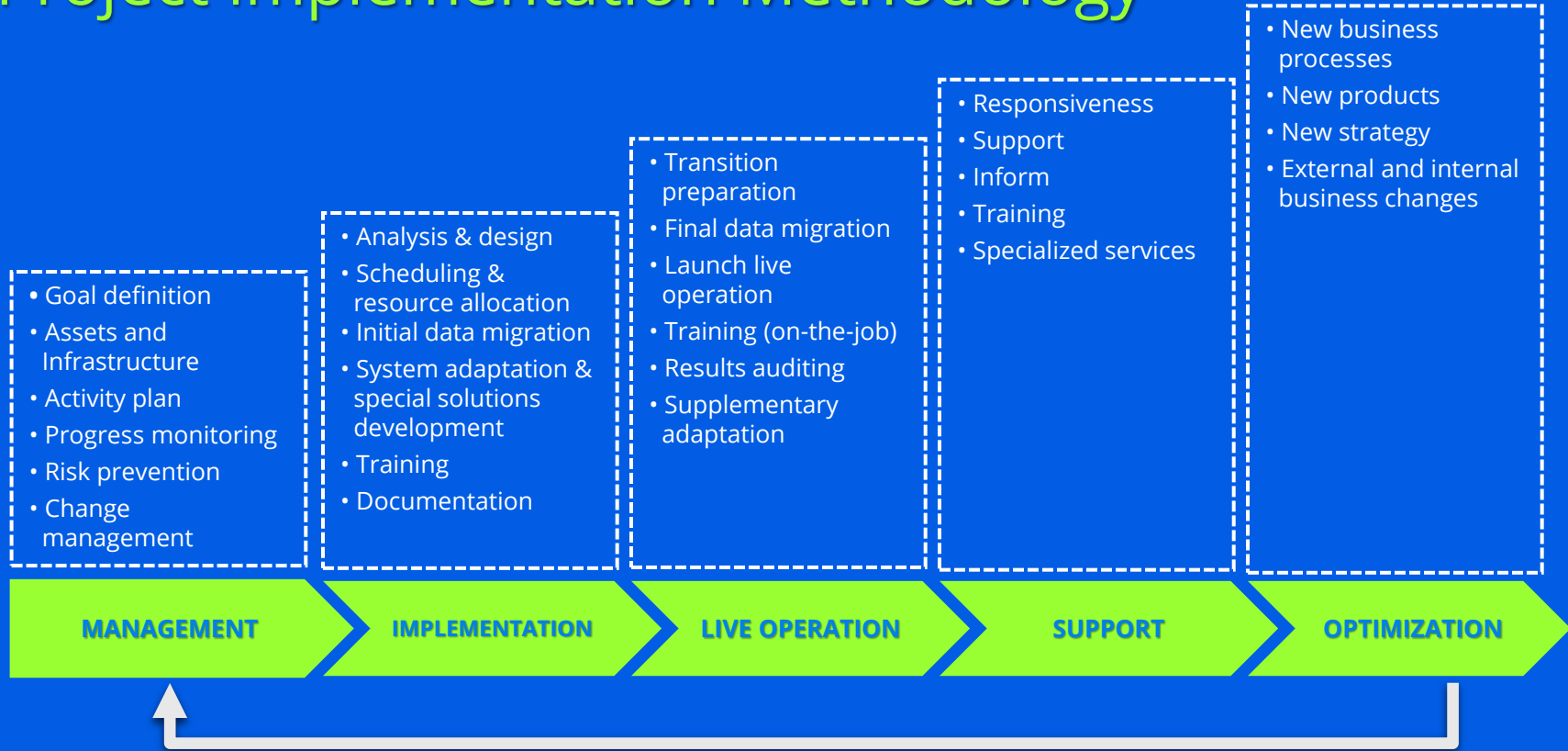
SaaS ή License

Cloud ή/και On premises

The fundamental principles of the system for efficient and effective digitalization of business processes



Project Implementation Methodology



Risk Management

01

Management

- Significant changes of project boundaries
- Critical change in project team
- Absence of coherent information infrastructure
- Insufficient availability of managers – prioritization of daily tasks

02

Execution-Implementation

- Resistance to change
- Persistence to the current status of procedures
- Insufficient information about essential procedures - successive specification cycles

03

Live Operation

- Unsatisfactory operation of important processes
- Inadequate user training
- Limited system usage – focus merely on the basic daily functions – undetectable results



Digital Transformation Journey...



The Three Pillars of Digital Transformation

CHANGE MANAGEMENT

TECHNOLOGY & SYSTEMS

Digital Solutions, enabling secure innovation and operational efficiency



HUMAN CAPITAL

Empowered people with skills, mindset and adaptability



PROCESSES

Powered by platforms & systems, aligned with business objectives



HR as a catalyst for Digital Transformation

Activate Leadership

Drive vision & direction

Build Future Skills

Develop Digital Capabilities

Embed Digital Culture

Foster innovation & agility



Drive Adoption

Ensure uptake of new ways of working

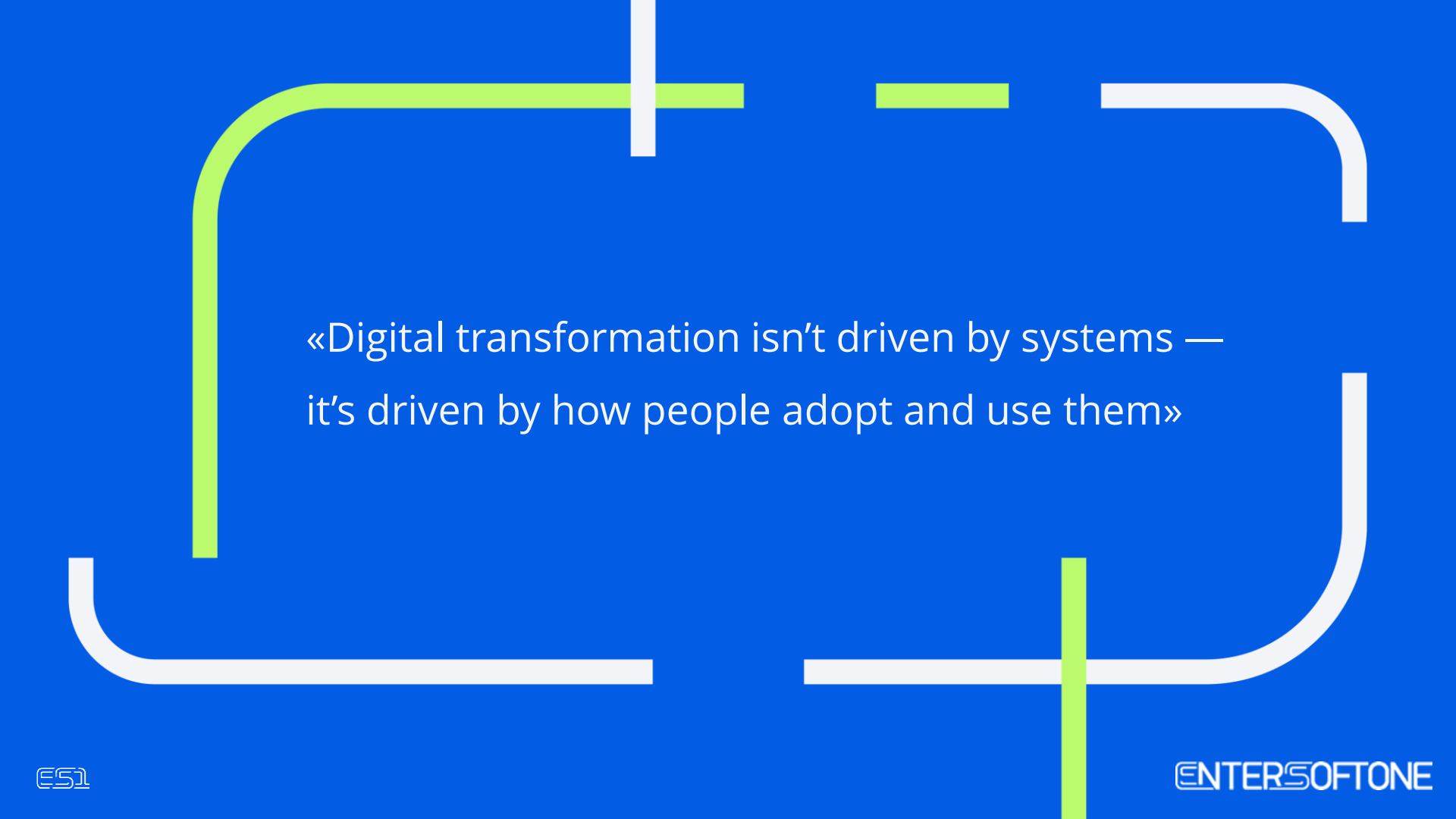
Align the Organization

Adapt roles & processes

Enable Technology Uptake

Support effective use of systems

Bridging people, processes, and technology to enable successful transformation



«Digital transformation isn't driven by systems —
it's driven by how people adopt and use them»

Thank you!

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