



EMEA USER CONFERENCE

OPENING REMARKS

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Chief Learning Officer

RAPIDLY GROWING GLOBAL CUSTOMER BASE

MARCH 2019

1750

ORGANISATIONS

16m

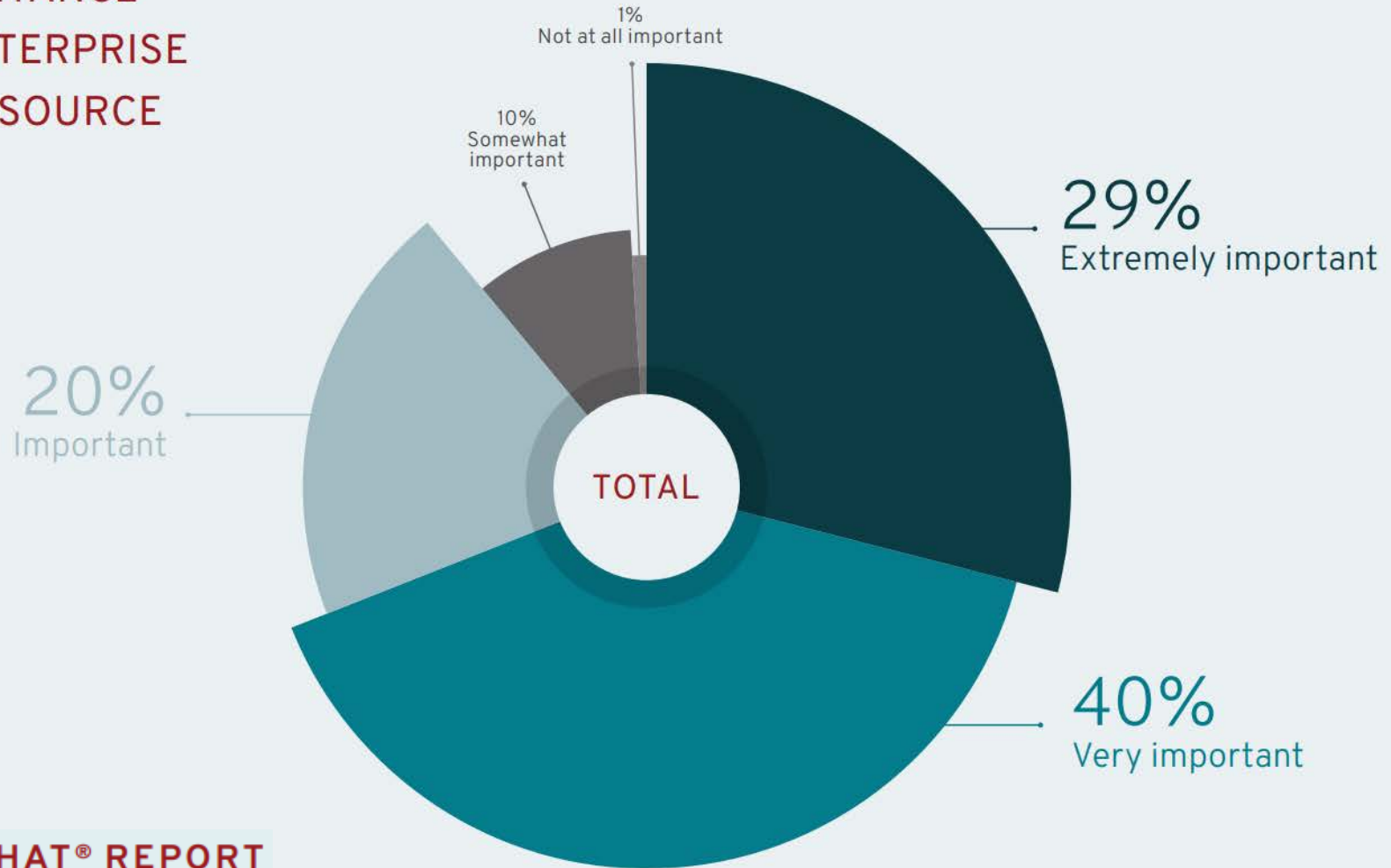
USERS

245

SUCCESS STORIES SHARED

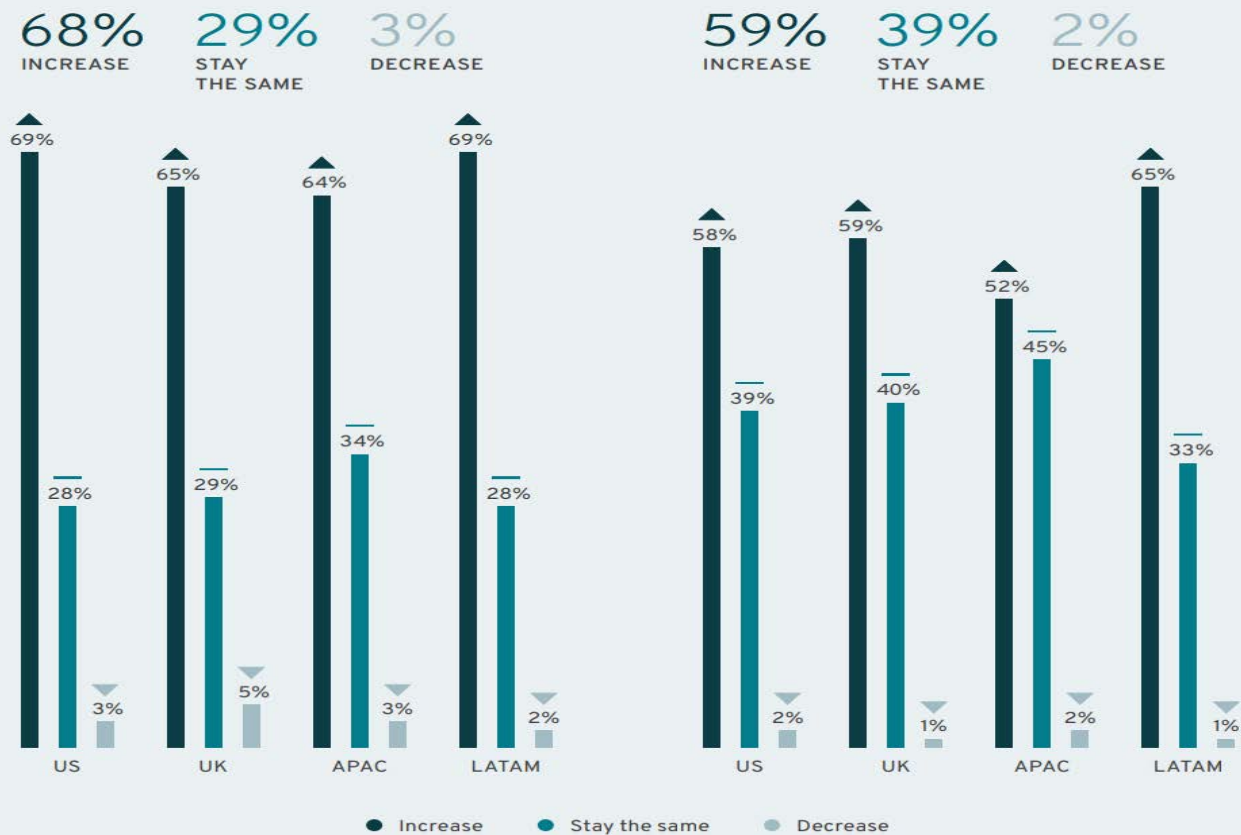


IMPORTANCE OF ENTERPRISE OPEN SOURCE



Change in use of enterprise open source over the **past 12 months**

Change in use of enterprise open source over the **next 12 months**



TOP BENEFITS OF USING ENTERPRISE OPEN SOURCE SOLUTIONS AND TECHNOLOGIES

33%

Lower total
cost of ownership

29%

Access to the
latest innovations

29%

Better
security

26%

Higher quality
software

25%

Access to enterprise-
level support

25%

Ability to customize
applications



FREEDOM



FREEDOM
TO INNOVATE



FREEDOM
TO SAVE

THE FOUR FREEDOMS



FREEDOM
OF CHOICE



FREEDOM
TO LEARN

Elearning Designer,
Halfords

LEARNING NEEDS ARE CHANGING

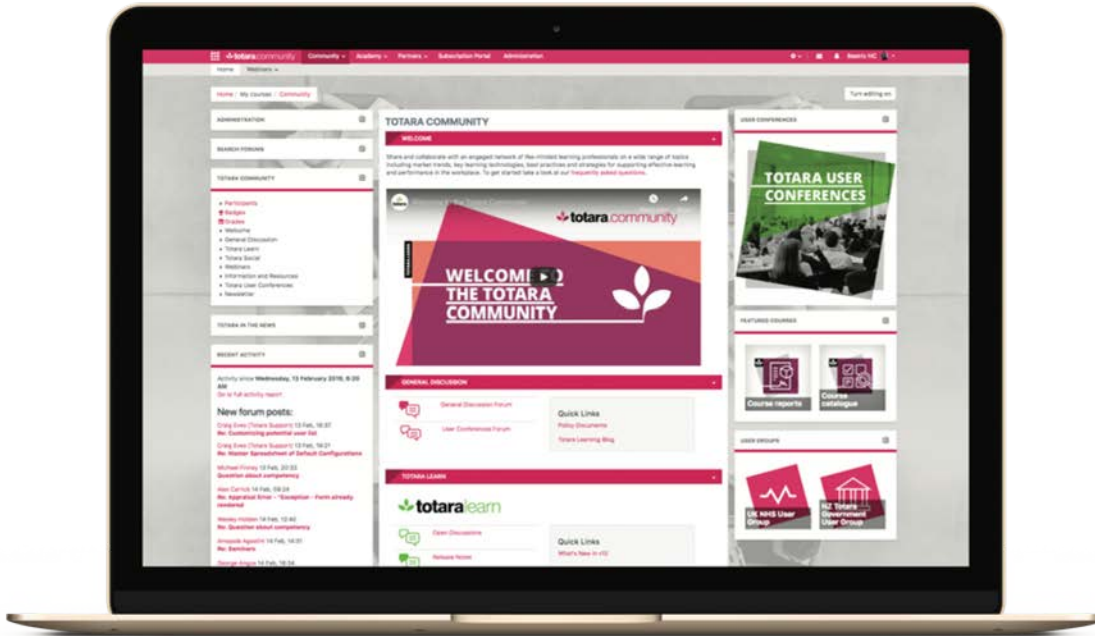
STATUS QUO

- Learning 'just in case'
- Reactive, prescribed learning
- Generic solutions — one-size-fits-all
- Proprietary
- Vendor in control
- Invest and stagnate — stop and restart

NEW NORMAL

- Learning continuously 'just in time'
- Proactive, demand-led learning
- Differentiated solutions — mass specialisation
- Open
- Customer in control
- Invest & adapt — cumulative benefits

JOIN THE TOTARA COMMUNITY!



Learn
Share
Collaborate





totara

Freedom to Learn