Mendix World 2019 - Rotterdam
How Continental Swapped Lotus Notes and Domino for Low-code

https://www.continental-corporation.com
Continental Corporation
Overview of 2017

€44.0 billion Sales

235,473 Employees

554 sites* in 61 countries
* Since 1871 with headquarters in Hanover, Germany

Sales by division in %

- Chassis & Safety: 22%
- Powertrain: 17%
- Interior: 21%
- Tires: 26%
- ContiTech: 14%

Status: December, 2017
When **YOU** Think of Average Time-To-Market of Software Projects, What Dimension Comes To Mind?

- **Weeks?**
- **Months?**
- **Years?**
How/Why Mendix & Low Code

Needed one platform for requirements through deployment.

- Mendix caters for end-to-end project management & requirements management.
- Tools along the way to automate this across the ALM.
- Ensures a level of quality in the projects, from building to maintaining.
- Speed in technology, speed in the process, quality in the product.

Communication/collaboration with the business – critical.

- Ad-hoc process of specifying requirements, then the requirements are created in a way that the business does not comprehend.
- Mendix is a means of collaboration, but also is a means for the business to understand the requirements and to sketch forms, business logic, etc., not just writing the stories. This work is then handed off to other teams that add to the process.
Why Low Code rather than something else?

• Continental had a project – tried to answer this question, exactly.
• Looked at the portfolio of technologies in-house, and tried to develop criteria to guide people from an existing app into a new direction.
• Not black-and-white – sometimes an 70% / 30% call.
• There are applications that, for example, automate a process across a set of people or processes, and are reasonable candidates for Mendix.
• Will cite an example here of how Continental thinks this through – what technology clusters are an option. Not too specific, but not too vague.

• If an app is document-centric, then that technology would be suitable.
• Can speak to how Continental identifies its technology clusters, then classifies its apps.
Available workflow technology?

Criteria for matching apps and technology?

Domino apps to consider?

2021!!!
Technology stack is lacking general purpose platform that allows for fast time-to-market

› Feeding systems of records or close to core business processes.
› High effort.

› Document or user centric.
› Simply workflows.
› Low effort.

› Process specific.
› Complex logic.
› Medium effort.

› Tailor-made.
› High effort.

ERP/ CRM
O365/ SharePoint
Domain Specific Apps
Custom Code (e.g. .net)
Easy to use

Reusable

Fun using

Understandable

Common protocols and structures

Quality of outcome
Minimal Viable Product (MVP)

- Identify potential vendors and products for automating workflows
- Gather general and specific requirements for evaluating products
- 3* days per vendor to understand and gauge capabilities of each candidate

Building Blocks of Requirements versus Evaluation Criteria

User & access management (admin)
- Integration management (admin)
- Request and workflow management (end-user)
- Search, Reporting, Monitoring, Tracing (admin and end-user)
- Administration, data modelling, building apps, designing processes (admin)

Means to implement (Config/ Coding/ Others)
- Simplicity to implement (H/M/L)
- Coverage/ Usability (H/M/L)

*App in 1 day with Mendix
September 2018
On your mark. Ready. Go!
First mover app “electronic Capital Request” was not ideal candidate, but we learned a lot from it

- 10k+ named users world-wide
- 10k+ requests per year
- 20+ GB file attachments per year
- 12 sprints
- 300+ user stories
- 3 months building opposed to 1 year
Agile approach worked well for building app with Mendix developers, but not with our own teams and organization.
Lacking agile mindset prevents project from delivering incremental benefits over time (all or nothing)
Starting in parallel to enable Enterprise platform and ramping up capability team(s)

Today
Start
Start Small and Celebrate Success

Focus
Gain the confidence to start your Digital Execution, learn how to build and release an app (MVP), develop the team’s capabilities and add the first value to your business.

End 2019
Structure
Formalize Team & Strategy

FOCUS
Prioritize your portfolio on value and create solutions that deliver value and support your digital transformation goals.
Expand the execution capabilities to create apps with a higher complexity and internal/external exposure to add more value to your business.

2020+
Scale
The Digital Enterprise

FOCUS
Drive and scale digital execution to achieve and sustain digital leadership
Expand capabilities on all 4 P's to innovate, differentiate at scale and align your mode 2 organization with your mode 1 core systems of records environment.

The digital execution program (DEP)
Demands are rising while we are building up capacity and capabilities

2019
› First app template
› 2-5 pilot apps
› 1-3 internal developers
› 100% external dev.

2020
› App store set up
› 10-15 new apps
› 6-12 internal developers
› 60% external dev.

2021+
› Introduce citizen developers
› 15+ new apps
› 12+ internal developers
› 40% external dev.
Innovate! Now!

Present

Future
DANKE!
Bitte decken Sie die schraffierte Flächen mit einem Bild ab.

Please cover the shaded area with a picture.

Addendum
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