



BILL GROVES  
Chief Data Officer  
*Walmart*

#DOMINOREV

rev 2



**Data Science as the Enabler of Digital  
Transformation**



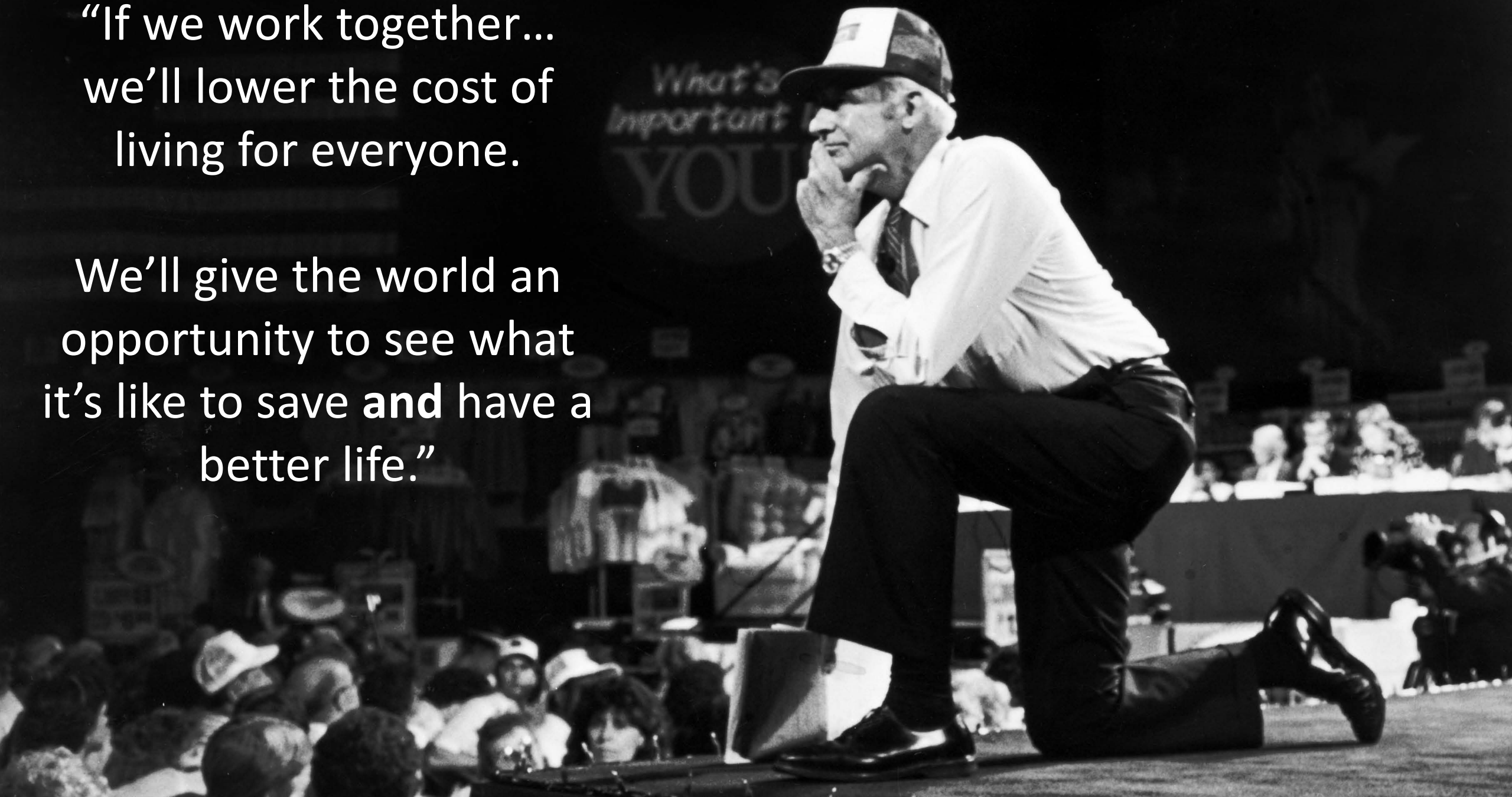
SHAPING THE FUTURE OF SHOPPING WITH DATA





“If we work together...  
we’ll lower the cost of  
living for everyone.

We’ll give the world an  
opportunity to see what  
it’s like to save **and** have a  
better life.”



# 45%

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By 2019, all Digitally Transformed businesses will generate ~45% of their revenue from new business models

# 12

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The average age of a company used to be 60. By 2020 it will be 12 years old

# \$1T

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Amount of U.S. retail sales generated digitally by 2025

# \$37B

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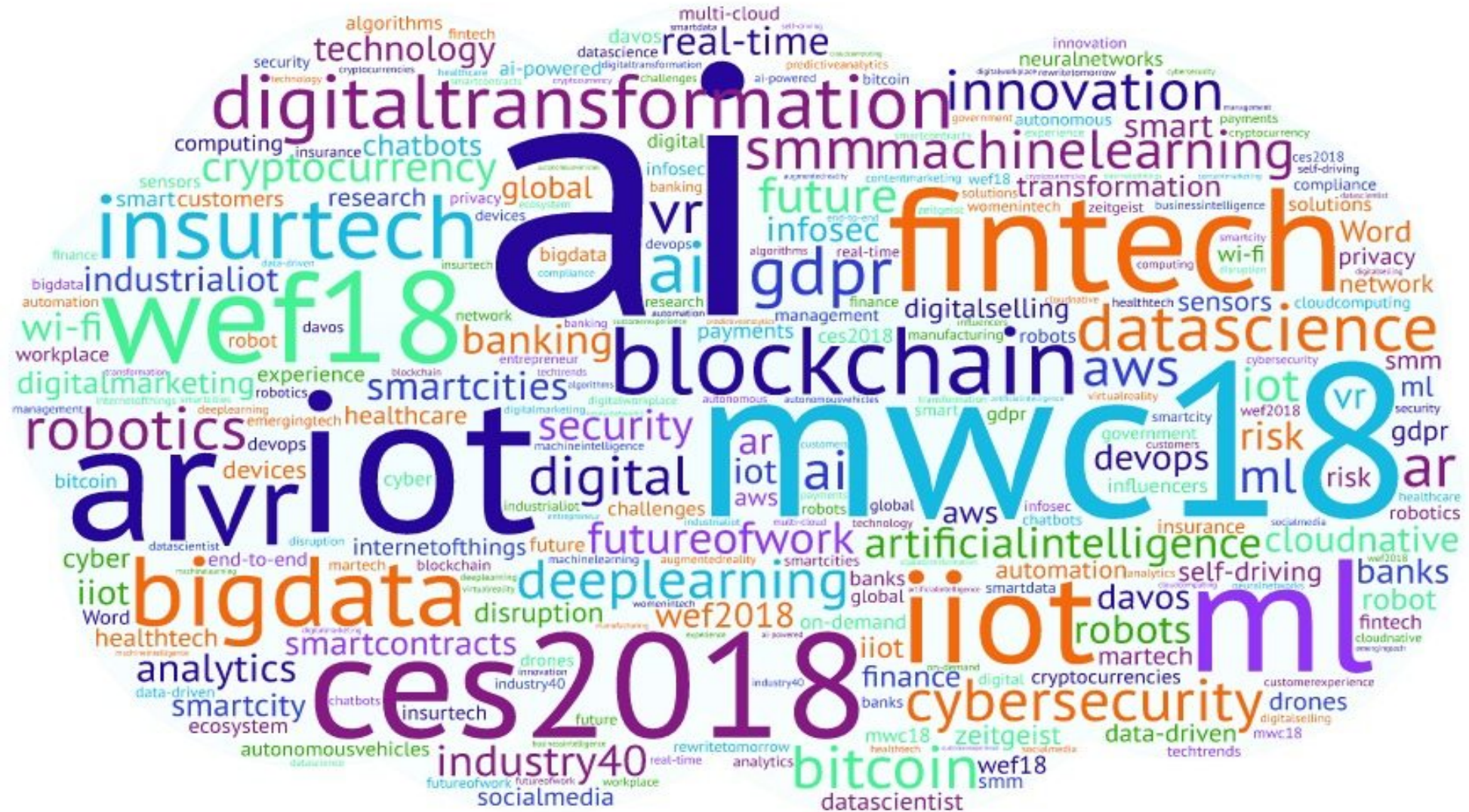
Amount of global revenue from AI estimated by 2025 (and a \$1.1 trillion boost in AI-assisted CRM)

## Digital Transformation is driving an incredible amount of change

Source: Gartner



# WHAT IS DIGITAL TRANSFORMATION?



AT ITS CORE DIGITAL TRANSFORMATION IS ALL ABOUT  
DATA & DATA SCIENCE!

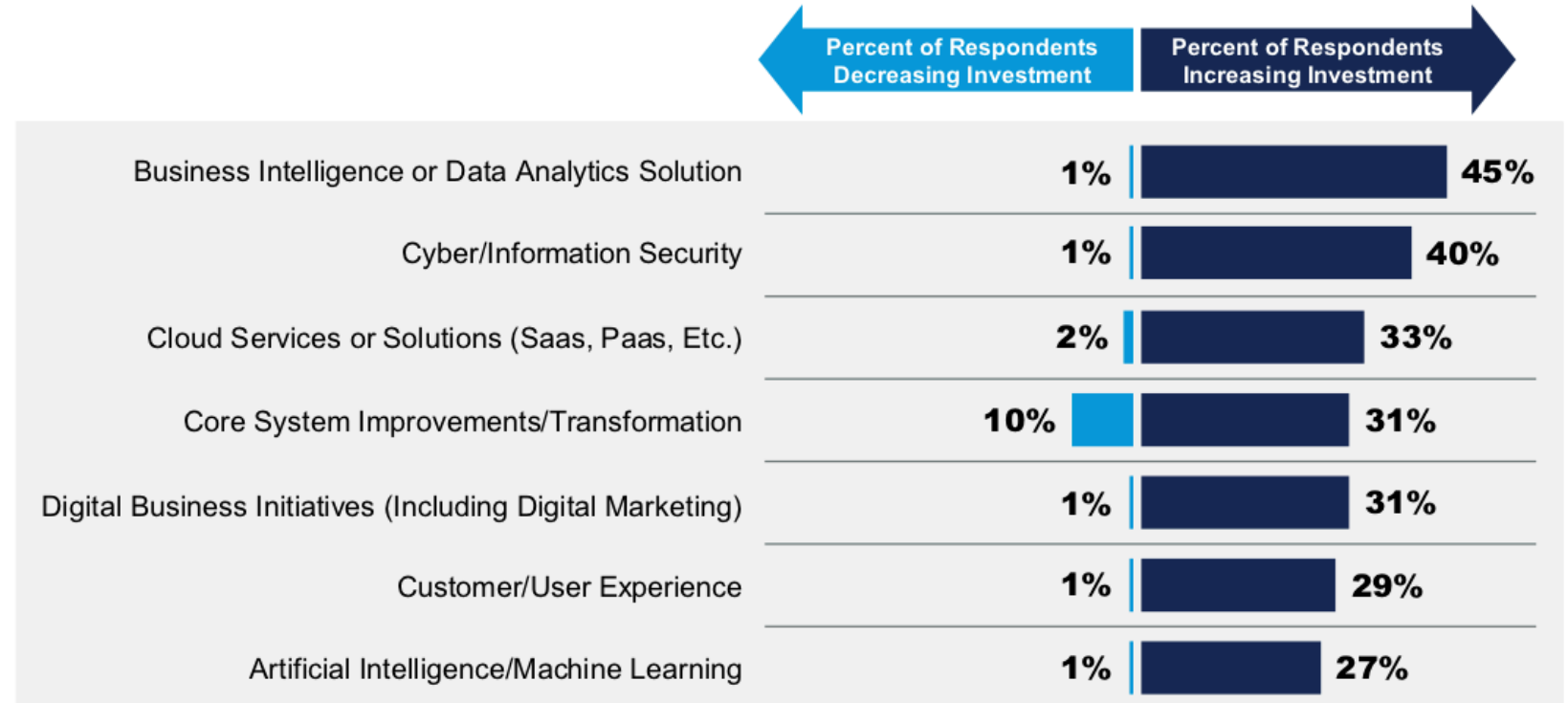
Digital transformation is about **leveraging your technology and data assets to create unique capabilities that grow and optimize your current business.** While also potentially creating new business opportunities.

# Data Leads New Digital Transformation Investment

  
**Again**

**Analytics  
investment  
continues to  
increase**

## Plans to Increase Investment for Digital Transformation



**Gartner**



# WHAT IS OUR DATA STRATEGY?

- \* **Simplify/Reuse:** Decrease hard costs, increase speed to market, share and repurpose data for maximum value through common platforms and rules. “We buy a lot of data, we create a lot of data — let’s do it once, but you have to share it,” This also creates capacity.
- \* **Control:** Establish governance rules to allow safe and secure use, align risk management with risk exposure, and reduce data sprawl and testing costs.
- \* **Empower:** Give users the quality data they need, when they need it, and the independence to use it through self-service. Provide catalogs as the source of truth, robust toolsets, and support for innovation.
- \* **Drive Value:** Leverage the data to drive value by optimizing the current business – increased revenue or decreased cost – or creating new business opportunities



# WALMART IS LEVERAGING DATA & DATA SCIENCE TO DRIVE SPEED & INNOVATION



## Distribution

- Curbside Pickup
- Automated Pickup
- Same-Day Delivery
- Store Fulfillment

## New Retail Experiences

- Tech-Enabled Associates
- Self-Service 2.0
- Better Surety of Supply Technology

## Know the Customer

- AI & Machine Learning: Predictive Lists
- Upgraded Experience for the Customer You Know

## Ways of Working

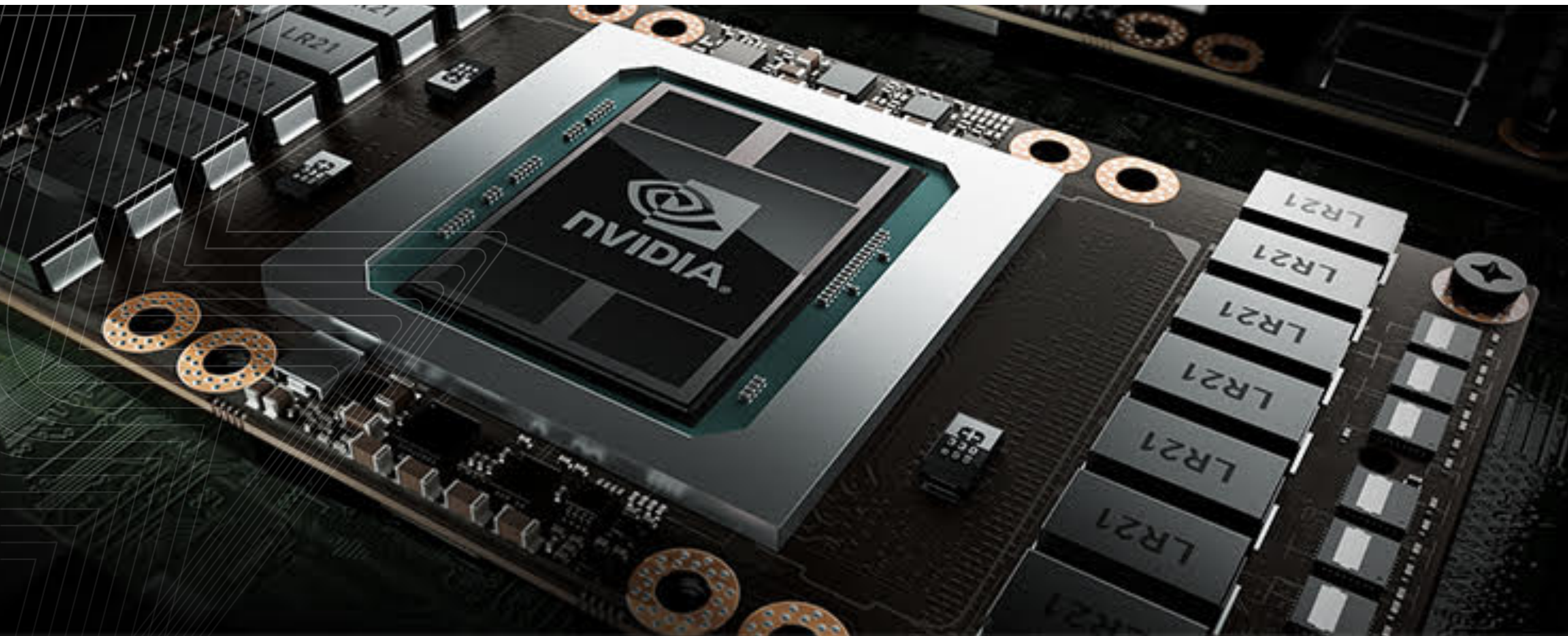
- Retailers Become Tech Companies That Are Data-Enabled
- Data Scientists & Operators Lead
- Product vs Project



















# RETAIL IS WORKING HARD TO DEVELOP THE TALENT NEEDS OF TODAY AND TOMORROW



Careers

All Career Areas ▼

Locations ▼

Culture ▼








Impact ▼

Students ▼

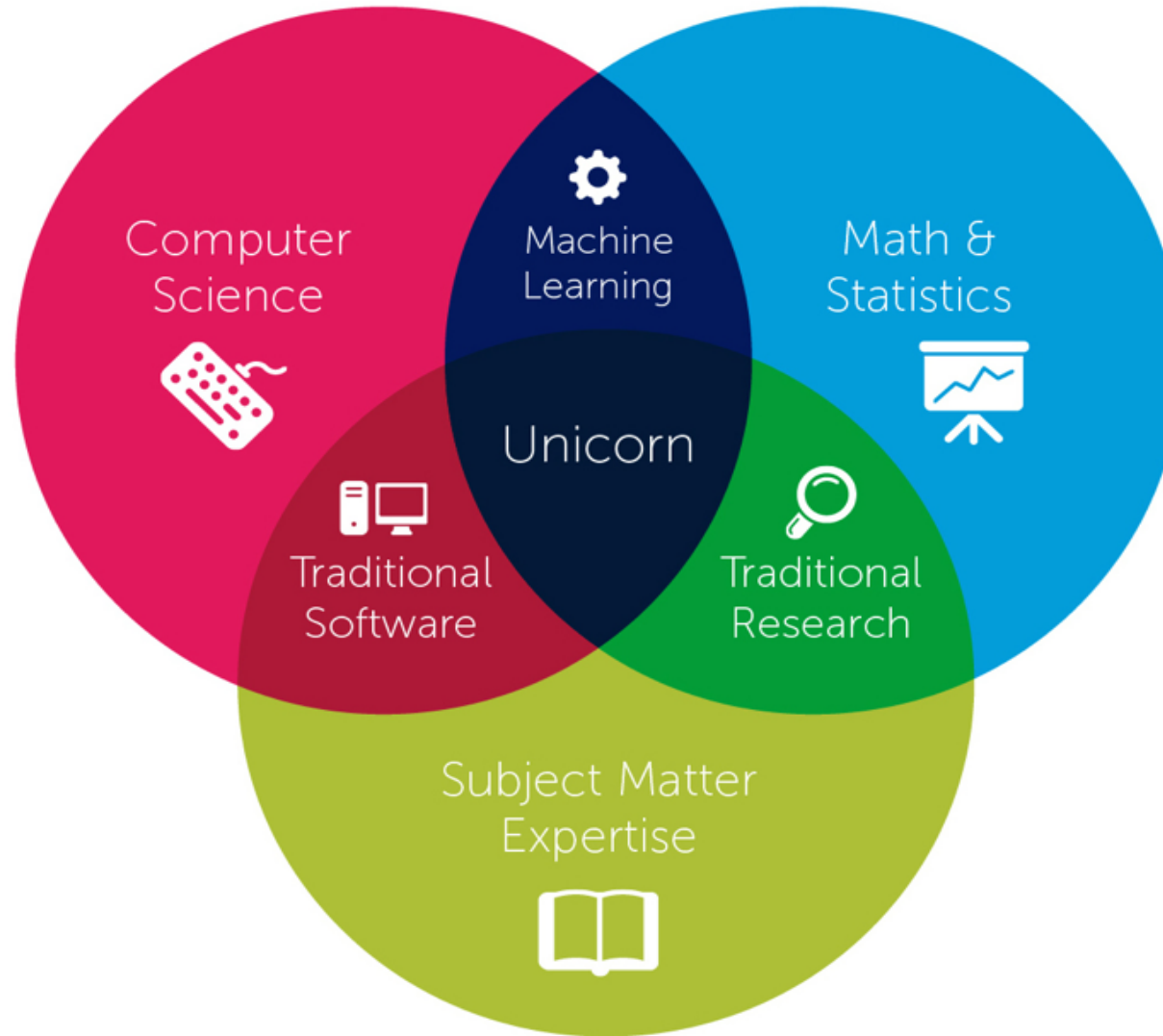
Military Login ▼



## Career Areas

 Cybersecurity	 Data Science and Analytics	 Information Technology
 Product Management - Technology	 Project and Program Management - Technology	 Software Development and Engineering
 UX Design		

# ENSURING FUTURE SUCCESS = DATA SCIENCE





# ITS NOT JUST ABOUT TALENT, WE ALL NEED TO CHANGE HOW WE THINK

1. **What** are you doing? (What was/will be done?)
2. **Why** are you doing what you are doing? (Why is this important?)
3. **How** are you going to do it? (What methods/means? How would one reproduce the results?)
4. **What** has been, or will be learned? (For work to be science, it must always have a conclusion that teaches us something new.)
5. **What** will be done differently in the future as a consequence of this work? If the work makes no difference to future work then...

# Thank You!



Value

## DATA

Storage

Analysis

Knowledge

Strategy



Information