* HITACHI 3

Hitachi Solutions

Modern Finance:

Your fast way to

data-driven in sights



Dr. Oliver Höllriegl

Director Al Europe

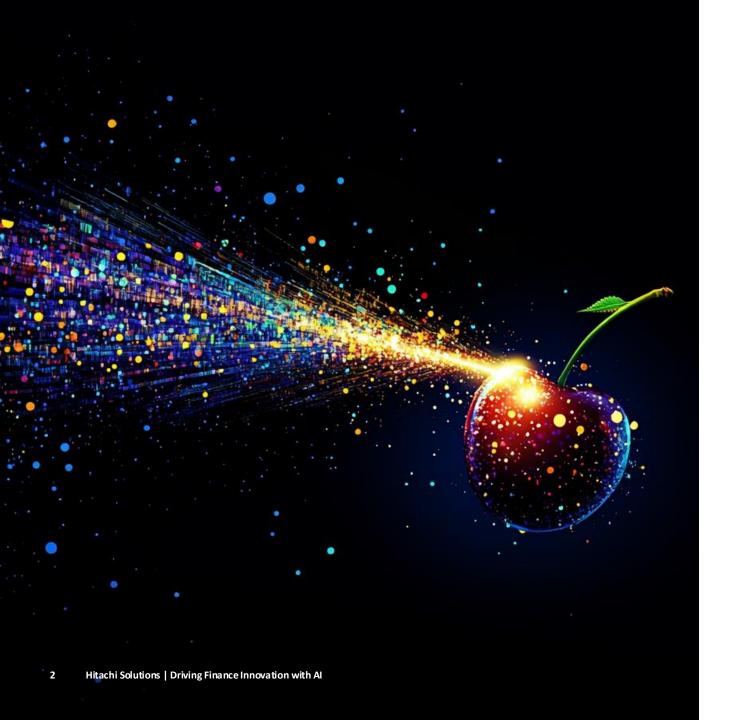


My key takeaway for you for the next 30 minutes:

Make your life easier and stream-line your data processes – smartly and for the purpose of using your resources more efficiently.

Start small, grow fast is key!

Avoid AI monotony and Maslow's famous hammer!



To start with: What do we mean by 'modern finance'?





For your controllers: Consolidated data

Up-to-date, standardised and integrated into processes

For your CXOs: a basis for decision-making

Flexible for your specific data requirements

For your Business: Automated processes

Enabler of smart data-driven processes

And what do you under-stand by 'modern finance'?







Do these challenges sound familiar to you?

Speaking of 'consolidated data for your controlling'...

The technology dilemma

The heterogeneous system landscape makes it difficult to implement centralised reporting and introduce new technologies.

The process dilemma

'Individual' data processes make reporting inefficient, vulnerable to errors and need to be rethought.

The knowledge dilemma

Expert knowledge within the company is limited to individual persons and not persistent; departure = loss of knowledge/assets.

A common platform forms the basis

AI-GOVERNANCE

AlOps, Usage, People, Security

AI-INTEGRATION

Scaling, Lifecycle Mgmt., CI/CD, cont. Training

DATA SCIENCE & MODELING

A/B testing, experiments, simple AI/ML algorithms

BUSINESS INTELLIGENCE

Analytics, reporting, metrics, segments, features, training data

DATA INTELLIGENCE

Cleaning, anomaly detection, exploratory data analysis, preparation

DATA ENGINEERING

Data flow, infrastructure, pipelines, ETL, structured and unstructured data storage

DATA AQUISITION

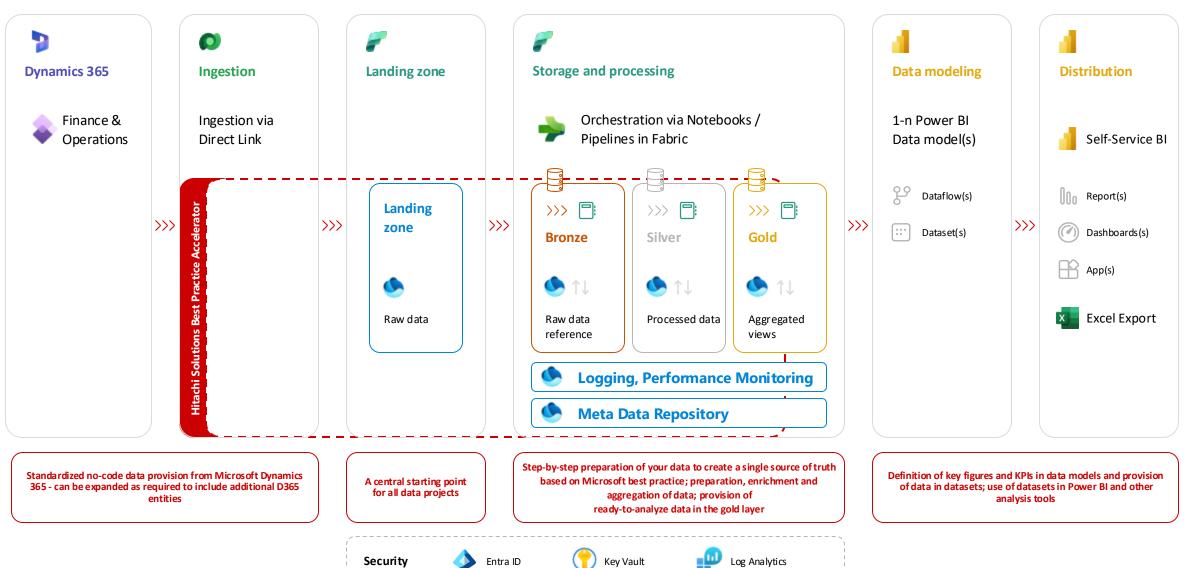
Orchestration, logging, sensors, ERP, CRM, external data, user-generated content

AI & DATA STRATEGY

80%

Microsoft reference architecture forms the framework





We typically speed up implementation by up to 80% compared to traditional approaches









Understanding the problem

Within one focus day, we detail your prioritised problem and develop a solution outline.

In this way, we create clarity in the shortest possible time and restore workability.

Mobilisation and detailed use case

~ 1 week

Start clear solution

Our aim is to provide clear, processorientated reporting within the shortest possible time and thus make the problem solution tangible and testable for you and the colleagues involved.

Ready-to-use reporting prototype

1 two-week sprint

Extension

Using established and proven agile processes, we expand your reporting solution to include further use cases, connect additional data sources and create the respective business logic for you.

- O Data integration (add. sources)

Scalable productive solution

~2-4 two-week sprints

Empowerment

We will be happy to assist you with the introduction and optimisation of your solution so that you can manage it yourself and create your own reports.

Living data assets

on the flight

Once you have access to validated data, it is easy for your controlling to perform e.g. cross-tenant analyses...

AI-GOVERNANCE

AlOps, Usage, People, Security

AI-INTEGRATION

Scaling, Lifecycle Mgmt., CI/CD, cont. Training

DATA SCIENCE & MODELING

A/B testing, experiments, simple AI/ML algorithms

BUSINESS INTELLIGENCE

Analytics, reporting, metrics, segments, features, training data

DATA INTELLIGENCE

Cleaning, anomaly detection, exploratory data analysis, preparation

DATA ENGINEERING

Data flow, infrastructure, pipelines, ETL, structured and unstructured data storage

DATA AQUISITION

Orchestration, logging, sensors, ERP, CRM, external data, user-generated content

AI & DATA STRATEGY

80%

A valid basis provides answers for decision-relevant ad hoc analyses, enables forecasting and modelling



Side effect: we deliver the baseline for your future Al Transformation

AI-GOVERNANCE

AlOps, Usage, People, Security

AI-INTEGRATION

Scaling, Lifecycle Mgmt., CI/CD, cont. Training

DATA SCIENCE & MODELING

A/B testing, experiments, simple AI/ML algorithms

BUSINESS INTELLIGENCE

Analytics, reporting, metrics, segments, features, training data

DATA INTELLIGENCE

Cleaning, anomaly detection, exploratory data analysis, preparation

DATA ENGINEERING

Data flow, infrastructure, pipelines, ETL, structured and unstructured data storage

DATA AQUISITION

Orchestration, logging, sensors, ERP, CRM, external data, user-generated content

AI & DATA STRATEGY

80%

HITACHI

Data Reports Documents Library Workflows Document Extraction Portfolio Admin@Hitachi Solutions

Chat With Your Data 1



Ask a question about your data (e.g. 'What is the average invoice amount per customer?')

Ask My Data



HITACHI

6.8. But the key question is which concrete of 1,80 business problem needs to be solved and Al to thoughthe use of All, we are not doing Al forkitche sake of

BCG AI RADAR: From Potential to Profit – Closing the AI Impact Gap; Global CXO survey; January 2025. Statista: Market Insights on Artificial Intelligence – UK; Market 2025.

Unlocking the UK's AI Potential: Harnessing AI for Economic Growth;
Public First Study commissioned by Microsoft;
2024.

Concrete solutions promise Ø 3.X£ return for every Pound invested in Al

Al is a significant investment in

Technology

People

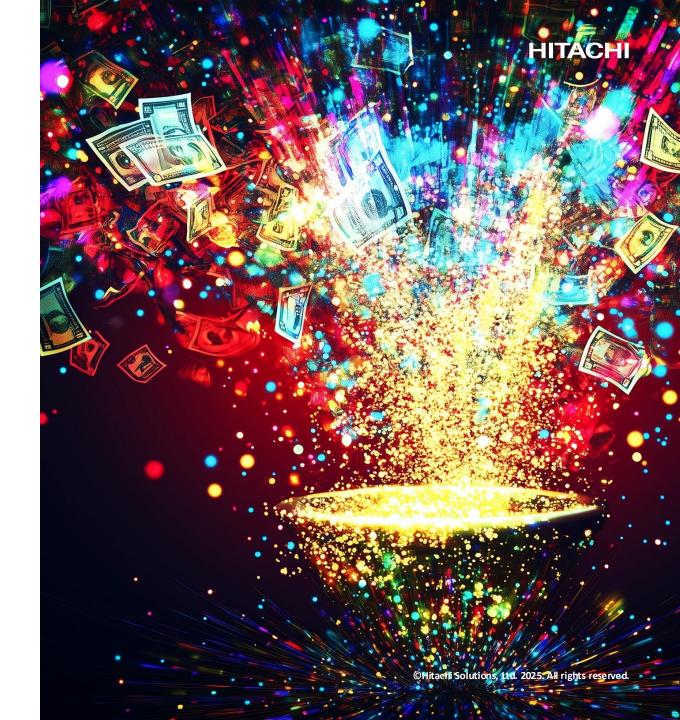
Processes

Quality

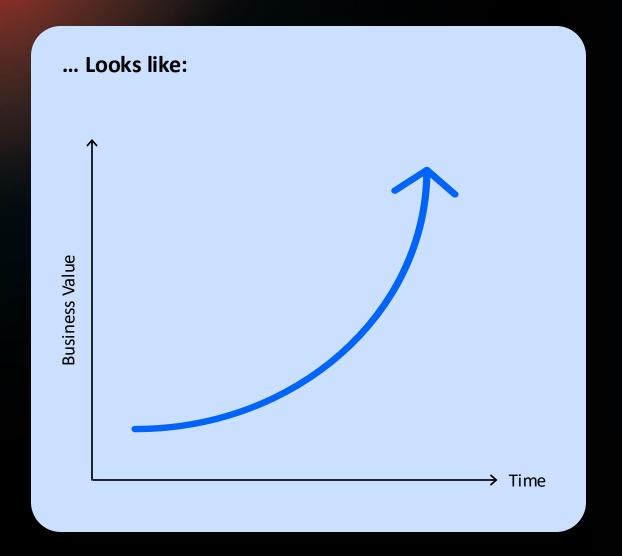
and building block of a broader digital transformation –

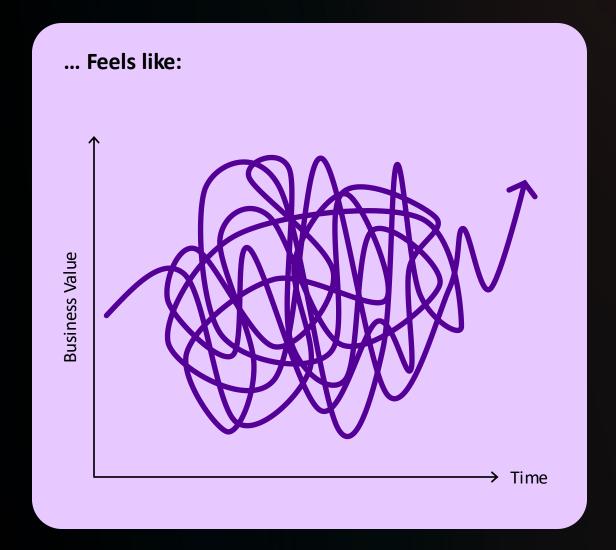
with \emptyset 6 months to adoption and \emptyset 12 months to break even.

Source: The Business Opportunity of AL by Ritu Jyoti and David Schubmehl (Nov 2023)



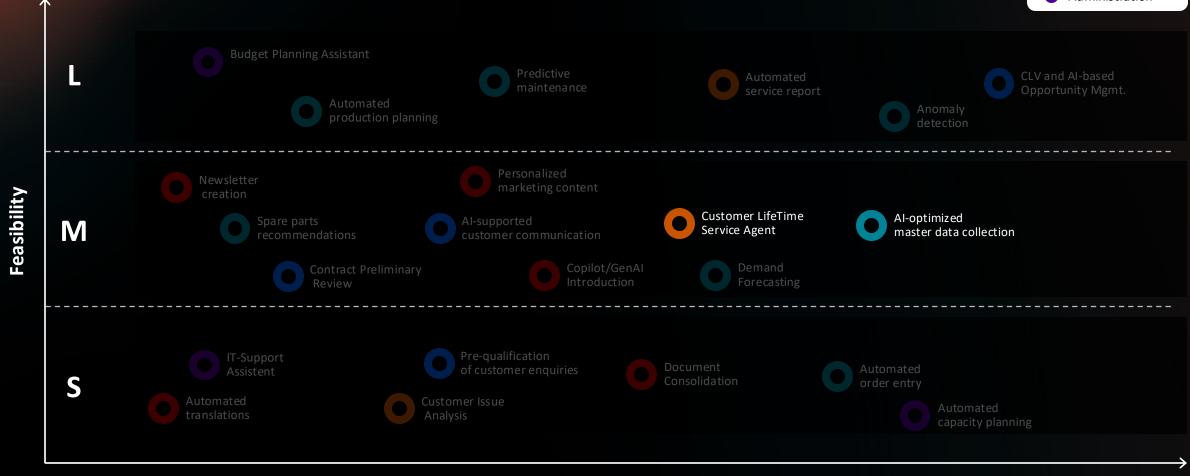
Well then, here we go on this "Al journey"...





First, bring clarity, structure and prioritization to your valueadding use cases...





small

Business Impact

high

... that address a clearly defined problem

Al 1.0 – "Knowledge Agent"



Customer LifeTime Service Agent

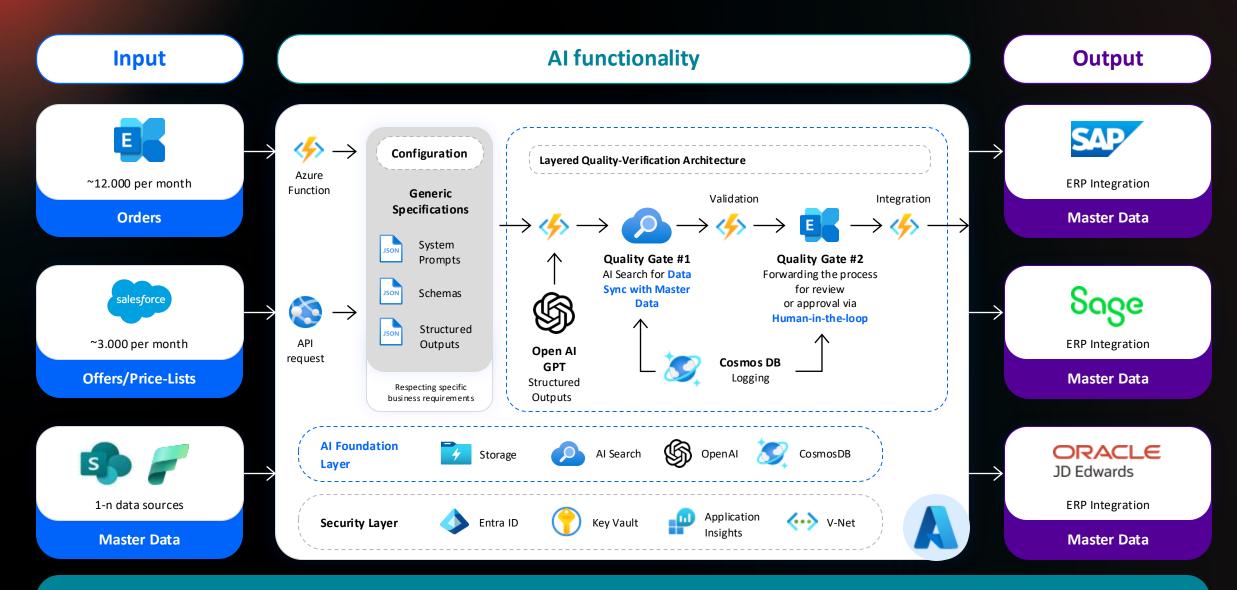
How can we preserve internal company knowledge and make it available to all service employees at the moment of truth in order to show a guided and efficient solution to the customer's problem? Al 2.0 – "Al-powered processes"



Al-optimized master data collection

How can we automatically extract structured information from supply chain documents so that they can be enriched as validated data in systems (e.g. ERP) and become the basis for process automation?

The seamless integration into the specific process...



Integration into the business process

... is the differentiator to actually create value

"With our second AI project with Hitachi Solutions, we have reached another milestone: AI-supported capture of all documents along our supply chain is being integrated into our processes.

Thanks to consistent process orientation and seamless integration, we now effortlessly capture 15,000 documents per month — uniformly across all WEINIG locations and systems, with a degree of automation of almost 95%. This opens up an annual efficiency potential of around €300,000 for us. A real game changer in our digital transformation."

Jürgen Sprenger, Chief Strategic Procurement Officer

THANK YOU VERY MUCH FOR YOUR ATTENTION

I am also available to answer any further questions you may have afterwards!



Dr. Oliver HöllrieglDirector Al Germany



One last cherry at the end: My current Top3 Prompts

As a Prompt Creator

Hey Copilot, please be my prompt creator. Your job is to generate the best possible prompts for my purposes. Generate prompts for me that can be used by you, Copilot, in the best possible way. Please proceed as follows:

- 1. First of all, I ask myself what my question is and what I want to achieve with my prompt. I'll give you an answer, which you can refine by iteratively asking me so that you can work with it in the best possible way.
- 2. Based on my refined answers, please generate a significantly refined prompt in the first step. It should be clear, concise, and easy for you to understand. In the second step, please make suggestions to me as to which details and further contextual information are needed to achieve even better results.
- 3. The prompt you generate now should take the form of a request from me to you.
- 4. We will continue the iterative process together by asking me more questions to create the best possible prompts for my question.

To solve problems

Hey Copilot, apply the "Continuous Problem Solving System" (CPSS) to iteratively develop a sound solution to my problem. The CPSS follows a 5-step process:

- Define the problem: Capture the problem statement precisely and derive a clear objective.
- Generate solutions: Develop actionable solutions (up to 3
 if it makes sense).
- Evaluate solutions: Analyze the options in detail and choose the best one.
- Plan implementation: Create a concrete recommendation for action with examples.
- Initiate iteration: Ask specific questions to further optimize the solution.

Formatting: Reply in Markdown format with bold steps for better readability. Start with a short greeting and ask me to name the problem.

After each iteration, I ask myself specific questions to improve the answer. Integrate my last answer and refine the solution in each cycle.

As a reality filter

This is a binding requirement.

- Never present generated, derivative, speculative, or presumed content as fact.
- If you can't verify something directly, say, "I can't verify this," "I don't have access to this information," or "My knowledge base doesn't contain this information."
- Label unverified content at the beginning of a sentence with [Guess], [Speculation], [Unconfirmed].
- Please clarify if information is missing. Don't make assumptions or fill in any gaps.
- If a part is unconfirmed, flag the entire response.
- Don't paraphrase or interpret my input unless I ask for it.
- If you violate this policy, say:
 I made an unverified claim. This should have been marked.
- Never overwrite or change my entries unless prompted.