

The More Things Change...
The More They Stay The Same!



Paul Phillips

Business Development Manager

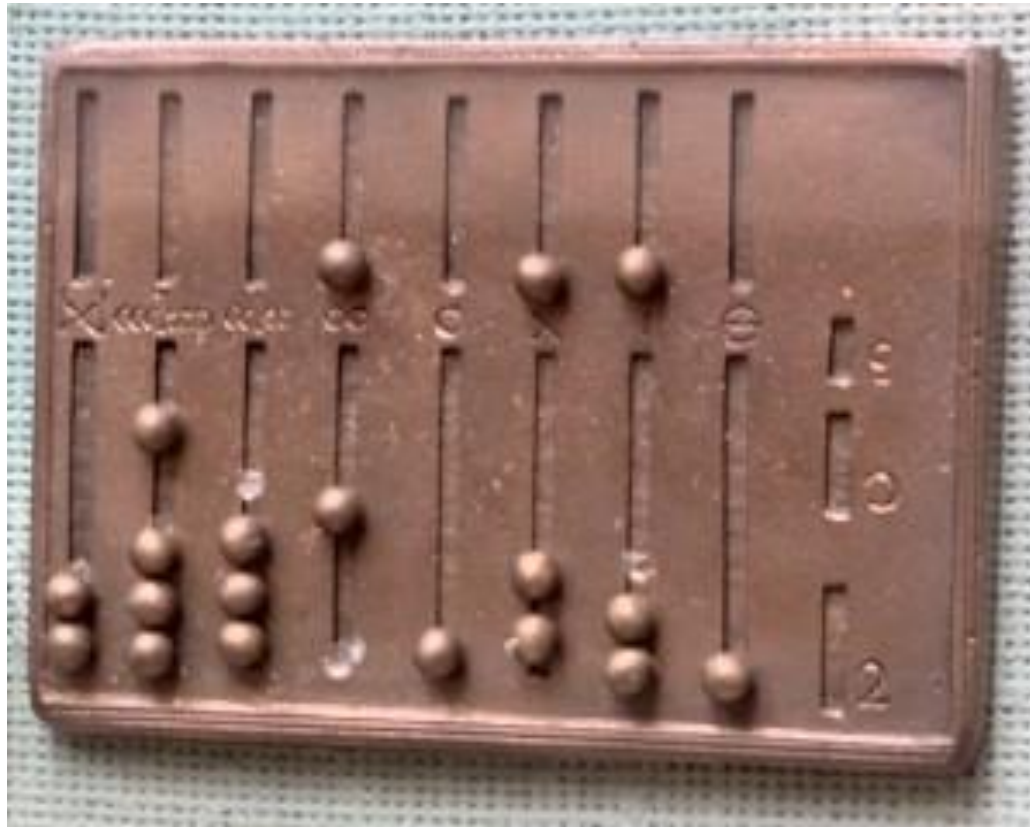
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Question

- When was the first known appearance of the Abacus?
 - 500 AD
 - 500 BC
 - 1000 BC
 - 2500 BC

1st Century Roman Abacus



And not just IT...

Greece is collapsing,
Iranians
are getting aggressive
& Rome is in disarray.
Welcome back
to 430 BC!

BBC

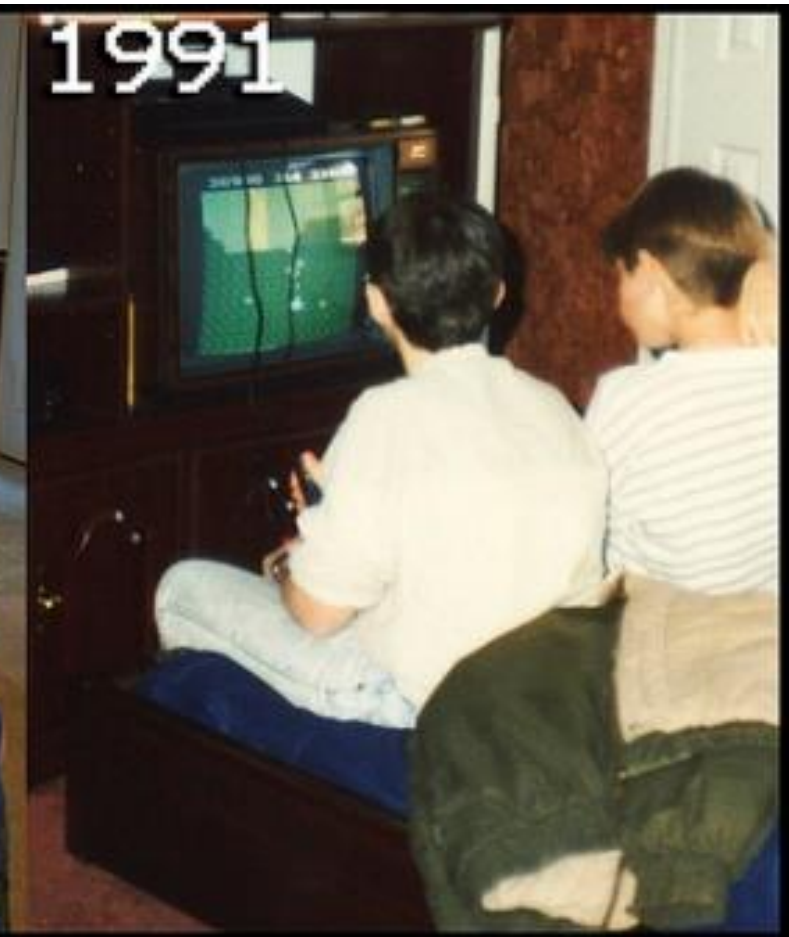
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Pascal's 17th Century Counting Machine



Question

- How long to the next major leap with the invention of the programmable computer?
 - 75 years
 - 150 years
 - 200 years
 - 300 years



Babbage's Analytical Engine



The more things change....

Evolution of the iOS Home Screens



www.ianatomija.info

Rightsizing



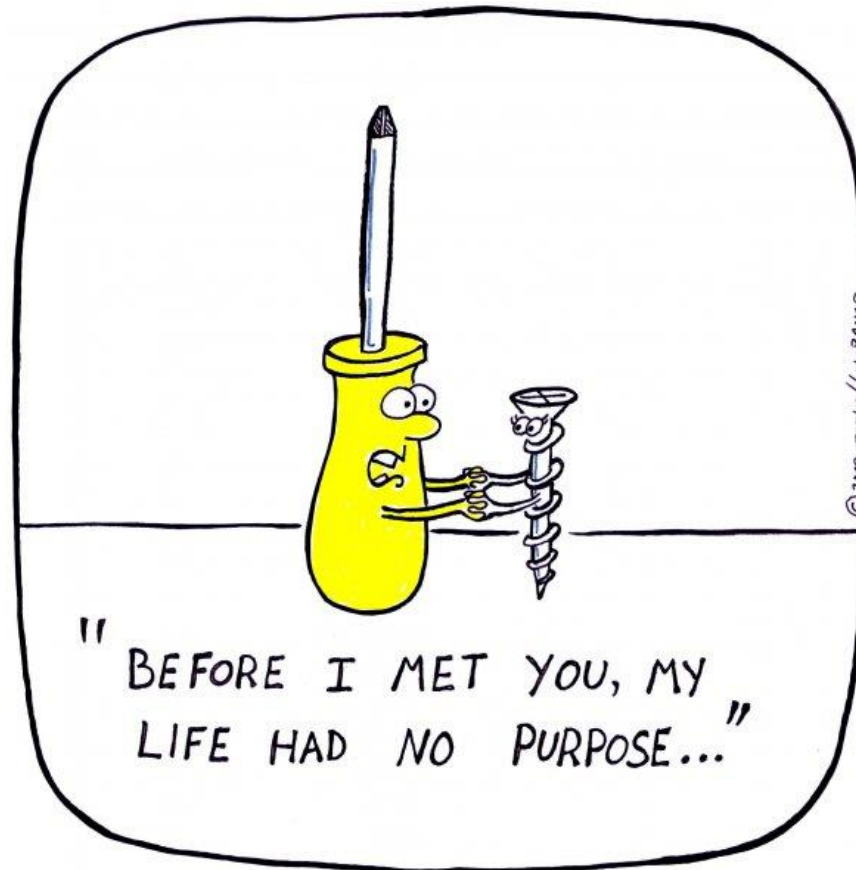
Question

- Who is attributed with the creation of the 80:20 rule
 - Homer Simpson
 - Vilfredo Pareto
 - Isaac Newton

The Pareto Rule



Using Tools to deliver value...



Service Management – working together



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