



Andrew's biography

Andrew Grill

Former global managing partner at IBM

Practical [Futurist](#) and Former IBM Global Managing Partner, Andrew is a popular and sought-after keynote speaker.

Unlike traditional futurists, who paint a picture of The Future in 10, 20 or even 50 years' time, Andrew delivers practical and immediately actionable insights in every session.

100% digital, Andrew believes that to “get digital you need to be digital” and his engaging keynotes provide actionable insights on how to achieve corporate goals on a global and long-lasting scale. Andrew has spoken in over 40 countries worldwide. Recent clients include senior executives from companies as diverse as Vodafone, Barclays, Nike, Mars, Schrodgers Bank, Nestle, Wella, Euler Hermes, DHL, Taylor Wessing, Technogym, LinkedIn and CPA Australia.

Andrew Grill carefully crafts every keynote with his audience in mind. Some of his distinctive keynotes include:

- Disrupt or Be Disrupted – Digital [disruption](#) and what it means for you and your business.
- Social Selling – How you can access new opportunities using smarter selling techniques.
- Building a Digital-Proof business – How the right mix of technology & [culture](#) will defend the threat of disruption.
- Workplace of the Future – How your employees can adapt to changes in the nature of work.
- Digital [Diversity](#) – Why you need digital practitioners on your board.
- Rising above the noise – How to stand out in the digital world.
- Brand advocates – How your best advocates are already on the payroll.

Andrew's talks

- **Disrupt or Be Disrupted**
Digital disruption is happening now, but what does it mean for you and your business? This talk covers topics such as what is digital disruption, how can companies prepare for disruption, tips on

how to have a discussion with your board about the issues, how innovation can drive digital transformation, how the network effect will drive innovation, and what can happen to your company if you become disrupted. As a leading keynote presenter on disruption, Andrew's talk can be adapted to suit different industries with practical and relevant examples and is his most requested keynote.

- **Building a Digital-Proof-Business**

How do you develop a digital-proof business? It's not all about technology, it also involves culture change and your own personal digital growth. Digital transformation starts with your own personal understanding of the threats and opportunities digital brings. This talk will provide practical advice on how to stay ahead of digital disruption and 'get digital'.

- **Digital Diversity**

Why you need digital practitioners on your board. This talk explains how boards need to change and attract digital talent to remain relevant and competitive and embrace diversity of thought. This talk would be suitable for senior level managers looking to find ways to become more digital in their outlook, and also companies looking to be inspired to make the change to become a digital organisation.

- **The Future of software licensing**

For clients and vendors, what does moving from perpetual, on-premise licensing to a SaaS environment entail now and in the future?

- [Blockchain](#), **Bitcoin**, **ICO**?

What does it all mean for my business and should I jump in and invest?

- **Eminence in a Digital World**

How you can build and drive an eminence program for your company

- **Think and act like a start-up**

Andrew's experience running 6 start-ups over 12 years will help you think and act in an agile way