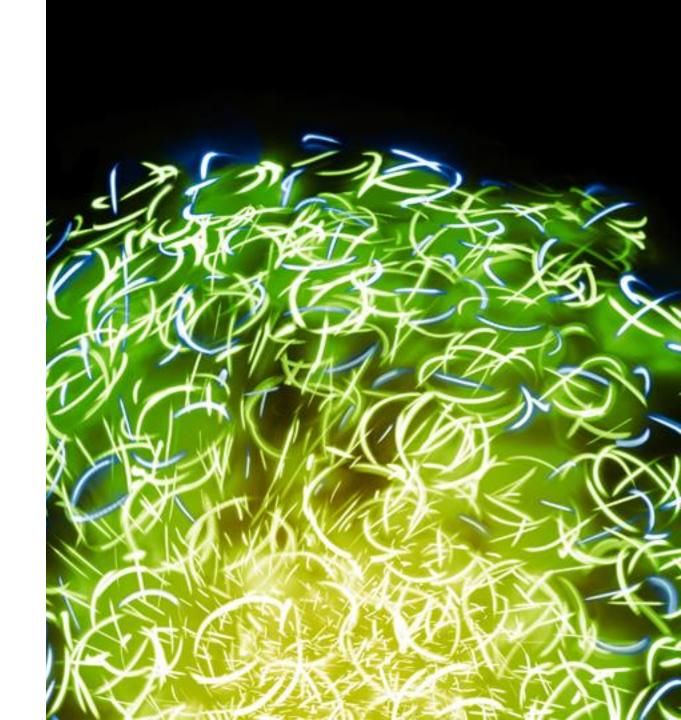
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Disrupt and Deliver – An innovation strategy

Vimi Grewal-Carr Katy Bentley

24 February 2016



Team resumes

Vimi Grewal-Carr



Vimi Grewal-Carr Innovation Lead Partner London, UK

Vimi is Managing Partner on the UK Executive with responsibility for Innovation and Delivery Models. She is a Global Lead Client Service partner working with Capital Market & Investment Banking clients to help them address their most critical business issues and transform their organisation in response to significant market events. Her specific expertise includes M&A integration, advising clients on the use of offshoring/near-shoring, building STP solutions and technology integration.

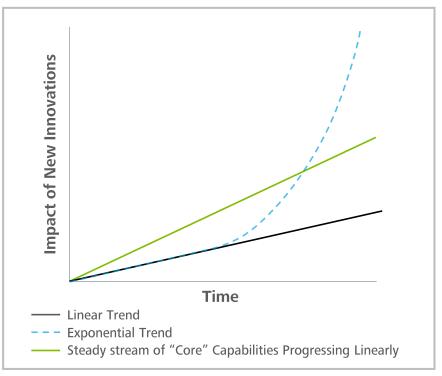
Katy Bentley

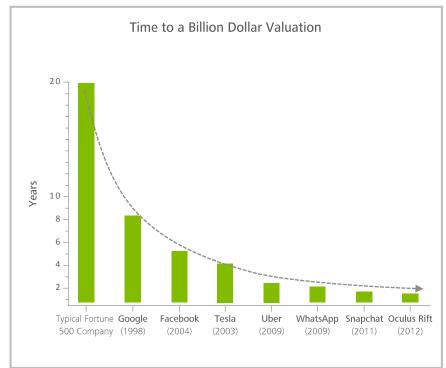


Katy Bentley Innovation Senior Manager London, UK

Katy manages a Firm wide portfolio of disruption projects partnering closely with our innovation partners and community. Focus is on identifying global and cross service line opportunities to improve our business of today and create the business of the future. Katy has a background in managing successful audit engagements within the Manufacturing sector. She is currently leading a series of disruptive technology pilots working with a number of third party vendors. She is a qualified programme manager and a qualified chartered accountant (ACA).

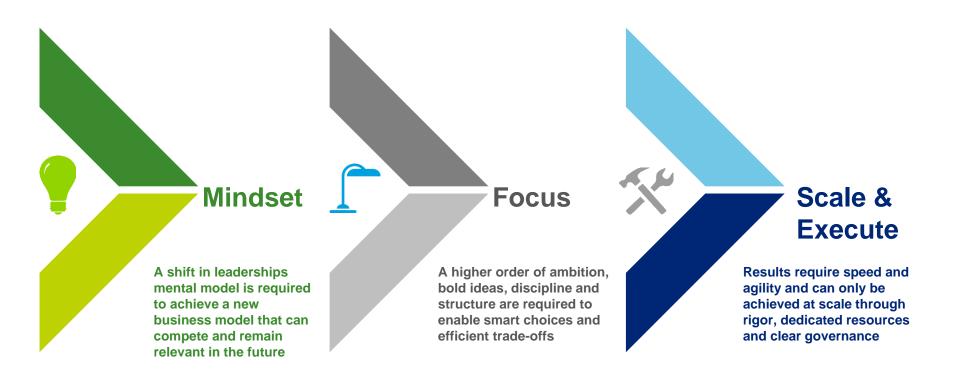
Exponential change is reshaping the marketplaceproviding all of us a tremendous opportunity





Disruption has been driven by the relentless, exponential increase in computing power, enabling new products, services and business models Startup companies unburdened by inertia or Wall St. expectations are growing faster than ever – and displacing incumbents in record time

Innovation Strategy: Innovation as a solution

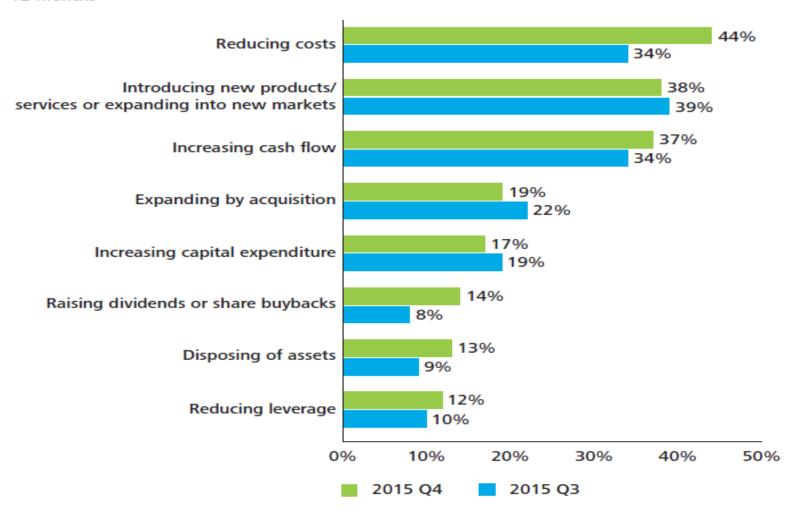


Mindset

Mindset: Disruption is impacting company priorities

Chart 8. Corporate priorities in the next 12 months

% of CFOs who rated each of the following as a strong priority for their business in the next 12 months



Focus

Disruptive Trends

A diverse set of exponential technologies and organizational enablers are converging and disrupting the "old" way of doing business

Artificial Intelligence

Cognitive capabilities that can augment or replicate human thinking



Robotics

Next generation robotics/automation technologies to work with humans



Biotechnology & Bioinformatics

Digitization of the genome + ability reprogram DNA for new therapies



Energy & Environmental Systems

Greater cost effective management of inputs/outputs than ever before



Digital Mftg. & Nanotechnology

3D printing and digital design digitize product creation and distribution



Computation, Networks & Sensors,

Increased speed, declining costs of computation, networking, and sensing



Digital Medicine

Increasing the sensing capabilities focused around the human body



Dematerialization:

The convergence of many devices into one multi-functional utility



Availability of almost all technologies, processes and functions to the individual

De-monetization:

Individuals creating free products or services for all to use



Crowdsourcing & Micro-work

Leveraging communities to achieve a specific goal

Crowdfunding

Leveraging the public to fund the creation of a product or company

Incentive Competitions

Prize-based competitions to engage the community to solve a problem

DIY & the Maker Movement

Creative potential unlocked when the public can make their own items

Digital Economies/Blockchain

Crypto-currency, mobile payments, and other economic innovations

Gamification

Leveraging game mechanics to incentivize specific behaviors

Sharing and Social Economy

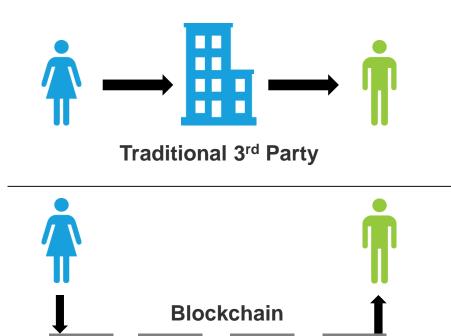
An economic model that focuses on community and sharing





Focus: Blockchain



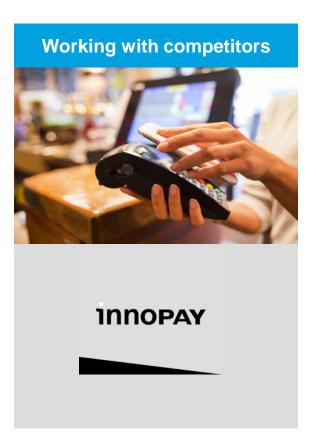


Focus: Blockchain – a company's response

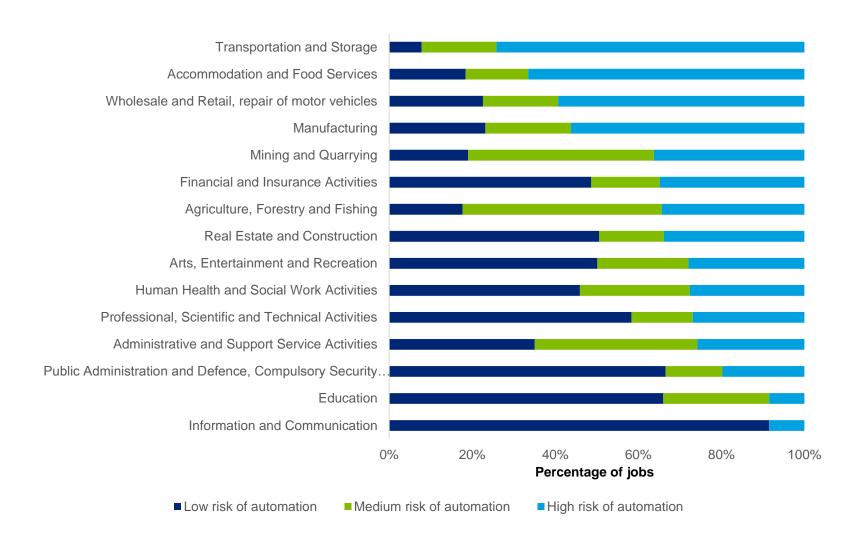
Which is right for you?







Focus: Automation will disrupt all industries, but not equally



Automation in action – retail companies have had to adapt

Social influences 33% of shoppers

COMMERCE INTEGRATION



BUY BUTTONS

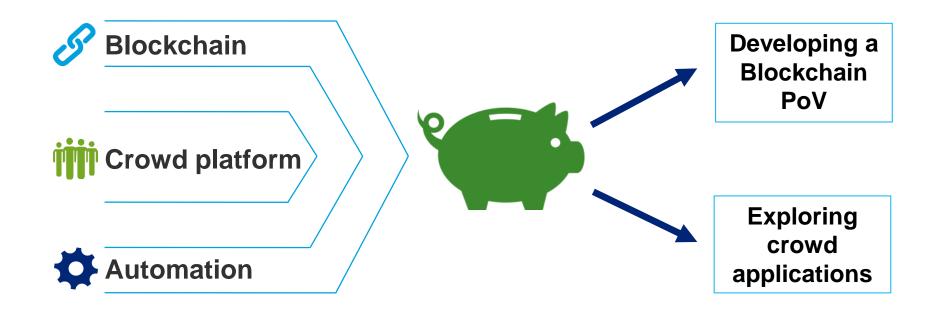




SOCIAL ANALYTICS

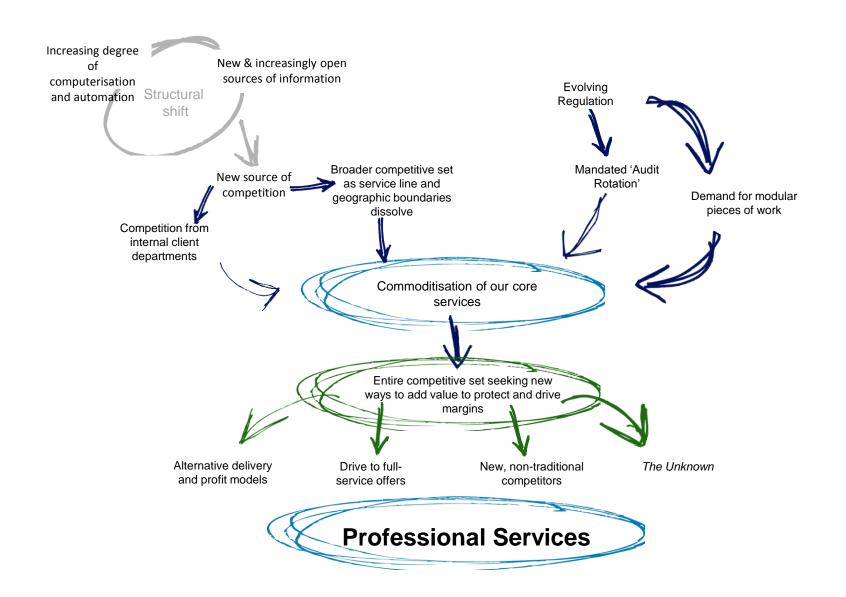


Case study - financial services



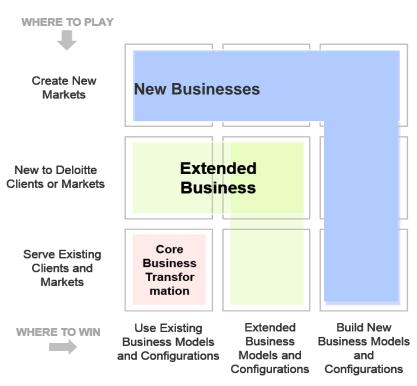
Scale and Execute: What does it mean for us?

The rapidly shifting environment is impacting business in a variety of ways: Innovation as a solution



For us at Deloitte our innovation strategy means doing existing things differently and doing new things

A portfolio by design with core business innovation at it's heart:



A balanced portfolio delivered through:

- Stimulating and delivering disruption in our 12 core services
- · Building new businesses
- Our external innovation offering

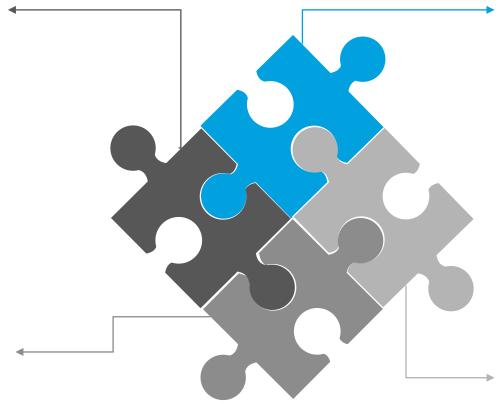
Building new businesses through our investment fund

Add value and break down barriers

- Connect across the business to add value to the propositions.
- Create awareness of innovation.

Invest

 To invest seed or bridge funding in more mature internal or external proposition.



Compliance and Governance

 Ensure the portfolio of innovation pushes the company but does not break the rules.

Support from shared services

 Shared service expertise is needed to support growth.

Challenges and lessons learnt...so far



Focus on what is relevant



Leadership needs to drive the agenda



Talent models must be adapted to incentives innovative thinking



Failure must be celebrated



Entrenched structures and ways of thinking must be challenged

Thought Leadership

- Blockchain Enigma. Paradox. Opportunity
- <u>Disrupt</u>: <u>Deliver</u> Automation
- Automate this: The business leader's guide to robotic and intelligent automation
- Robotic Process Automation
- Transformers: How machines are changing every sector of the UK economy
- The robots are coming Moving beyond traditional methods of automation
- <u>Technology and people The great job-creating machine</u>
- From brawn to brains: The impact of technology on jobs in the UK
- Agiletown: the relentless march of technology and London's response

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