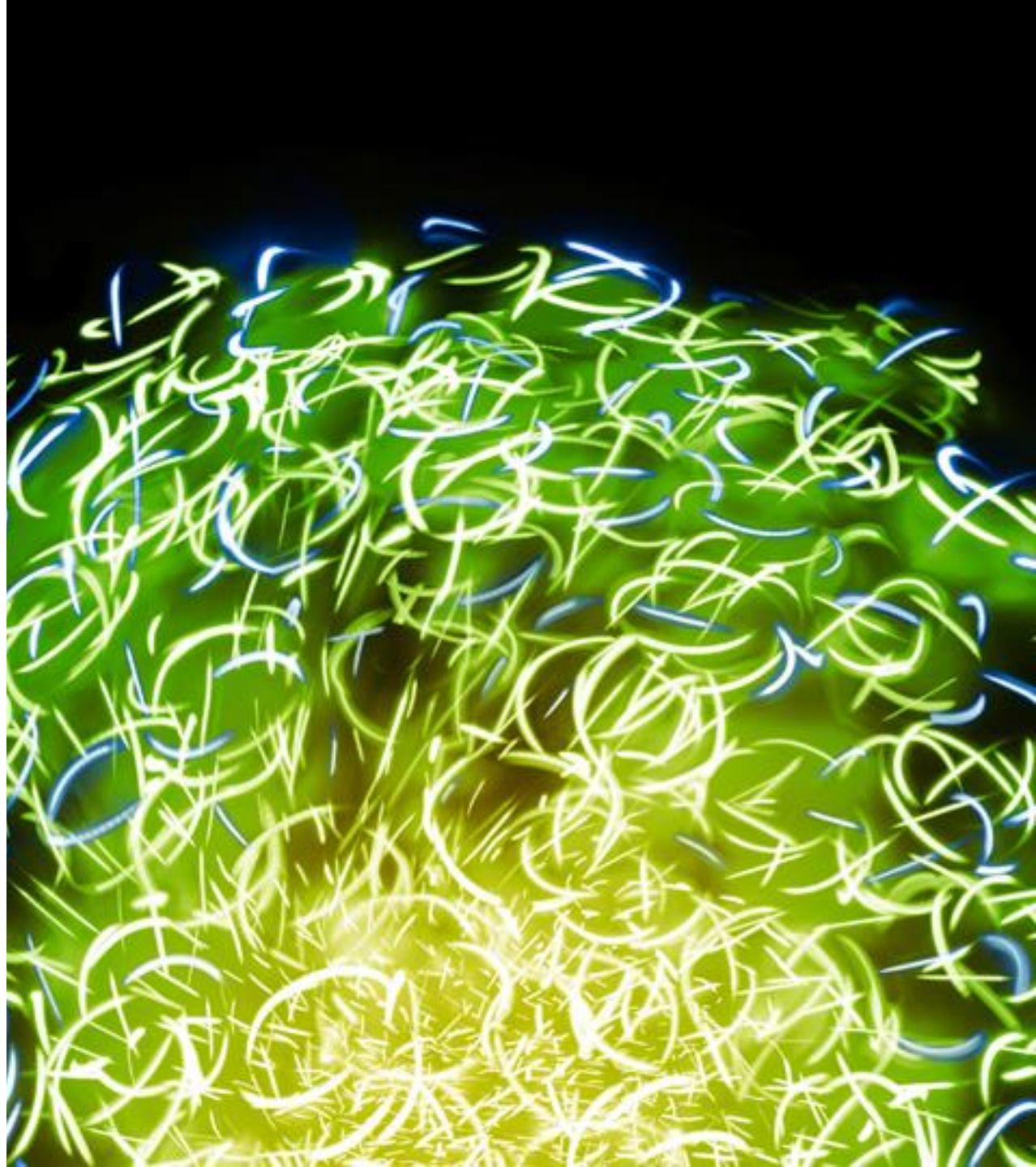




# Disrupt and Deliver – An innovation strategy

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.

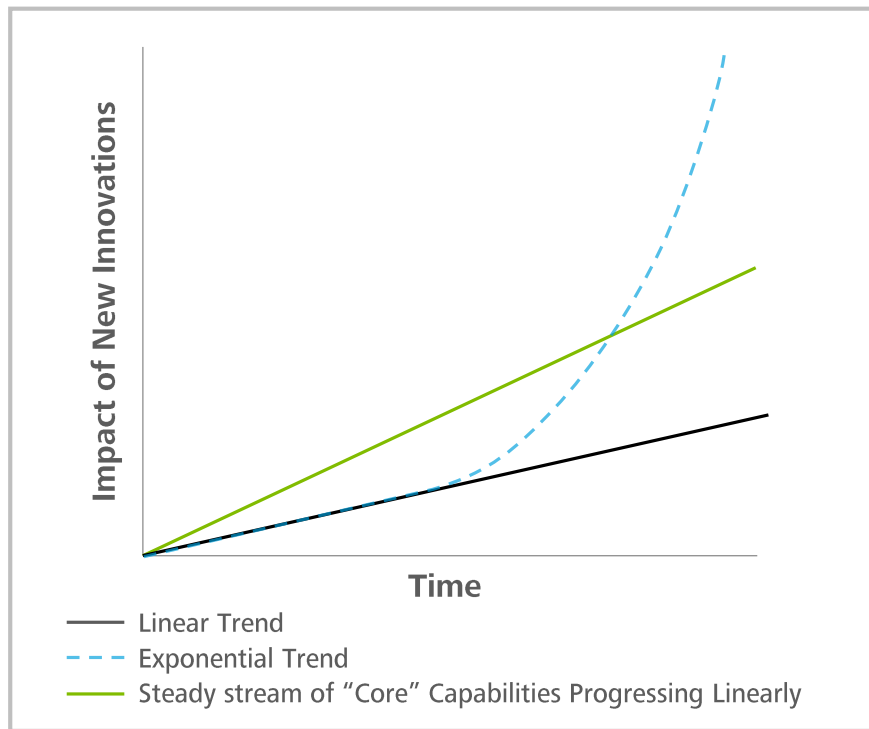
## Katy Bentley



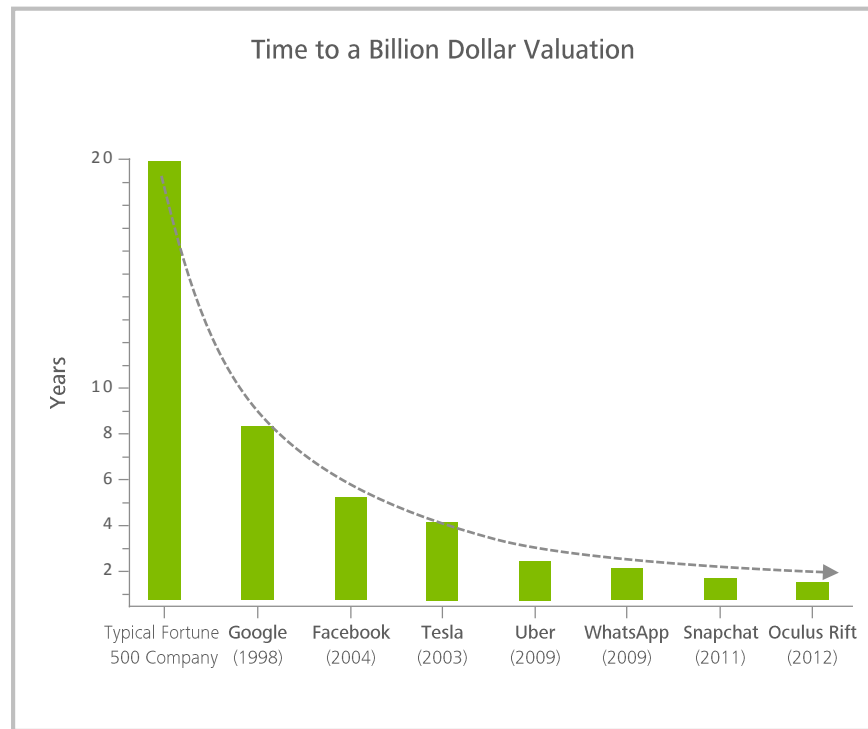
Katy Bentley  
Innovation Senior Manager  
London, UK

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 marketplace – providing all of us a tremendous opportunity

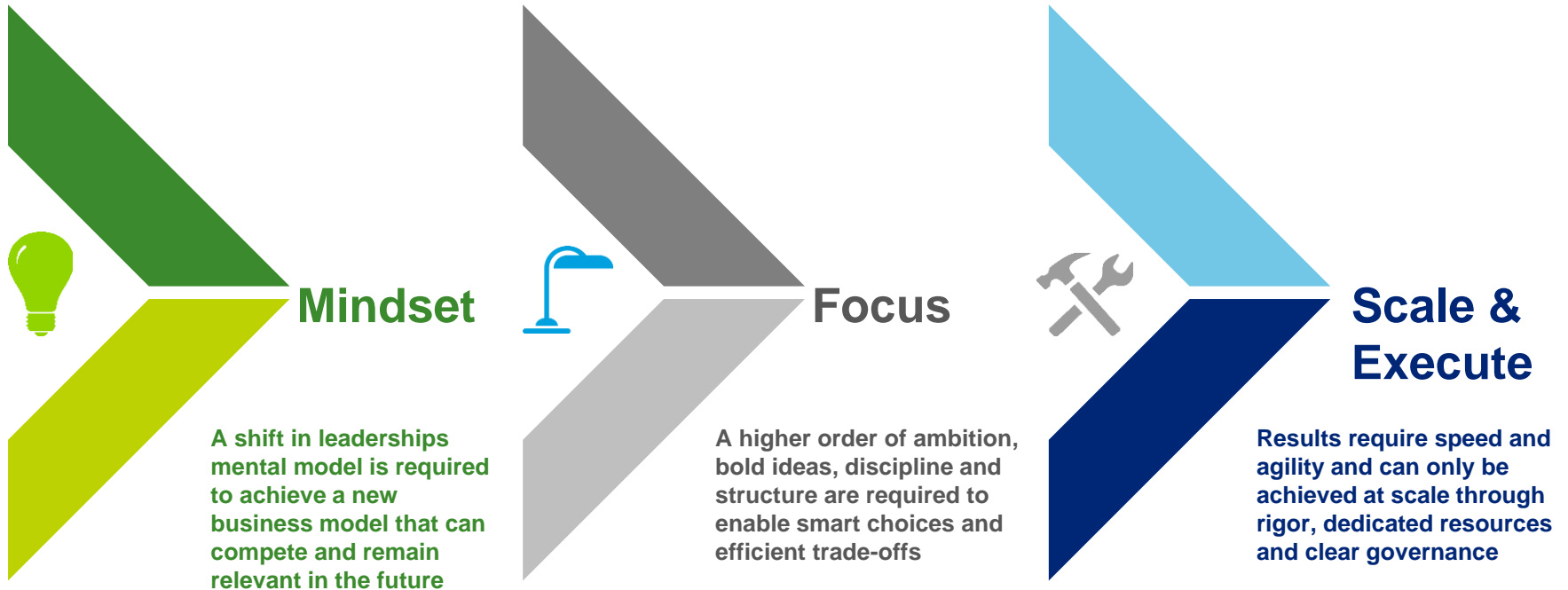


Disruption has been driven by the relentless, exponential increase in computing power, enabling new products, services and business models



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

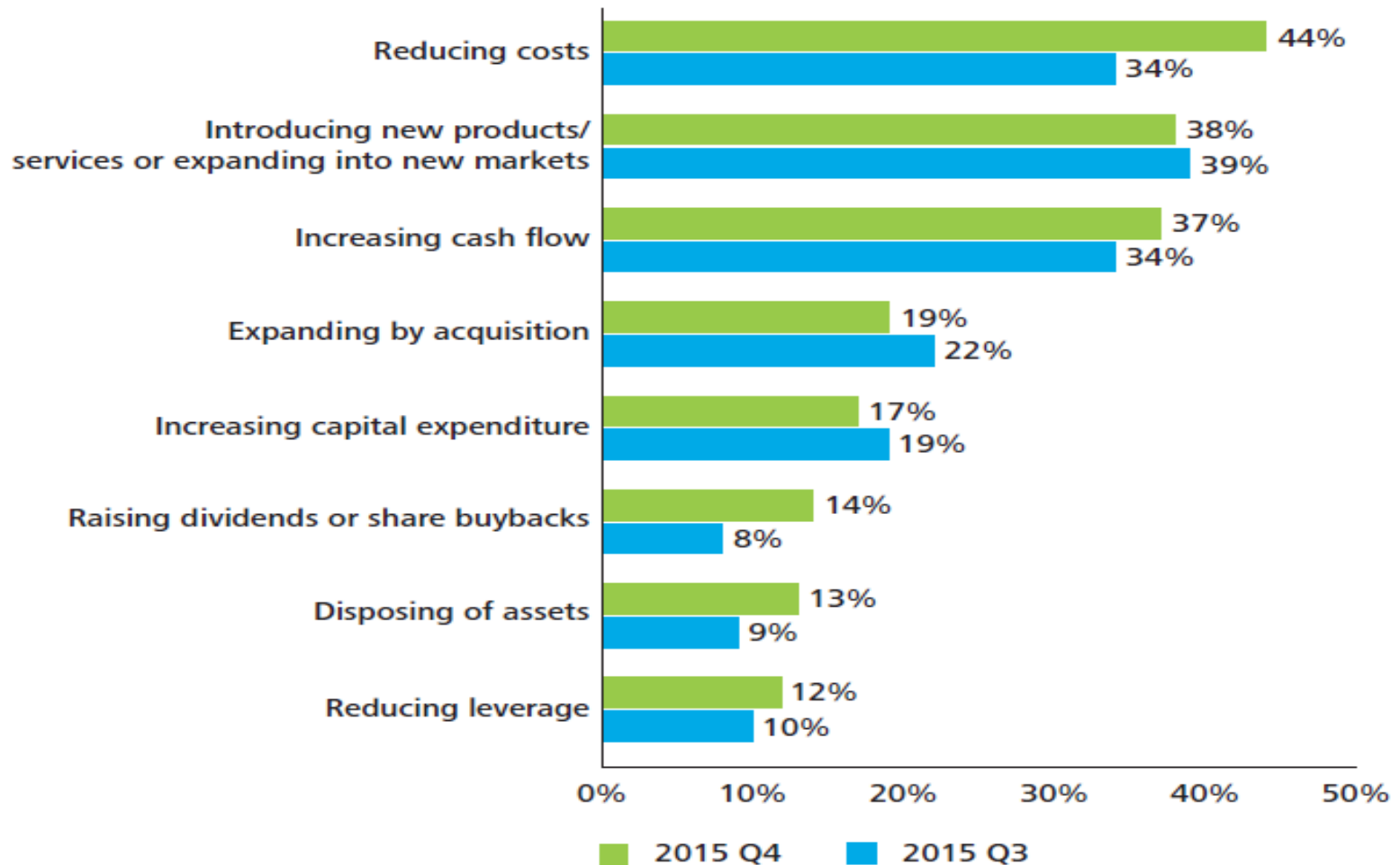


# Mindset

# Mindset: Disruption is impacting company priorities

**Chart 8. Corporate priorities in the next 12 months**

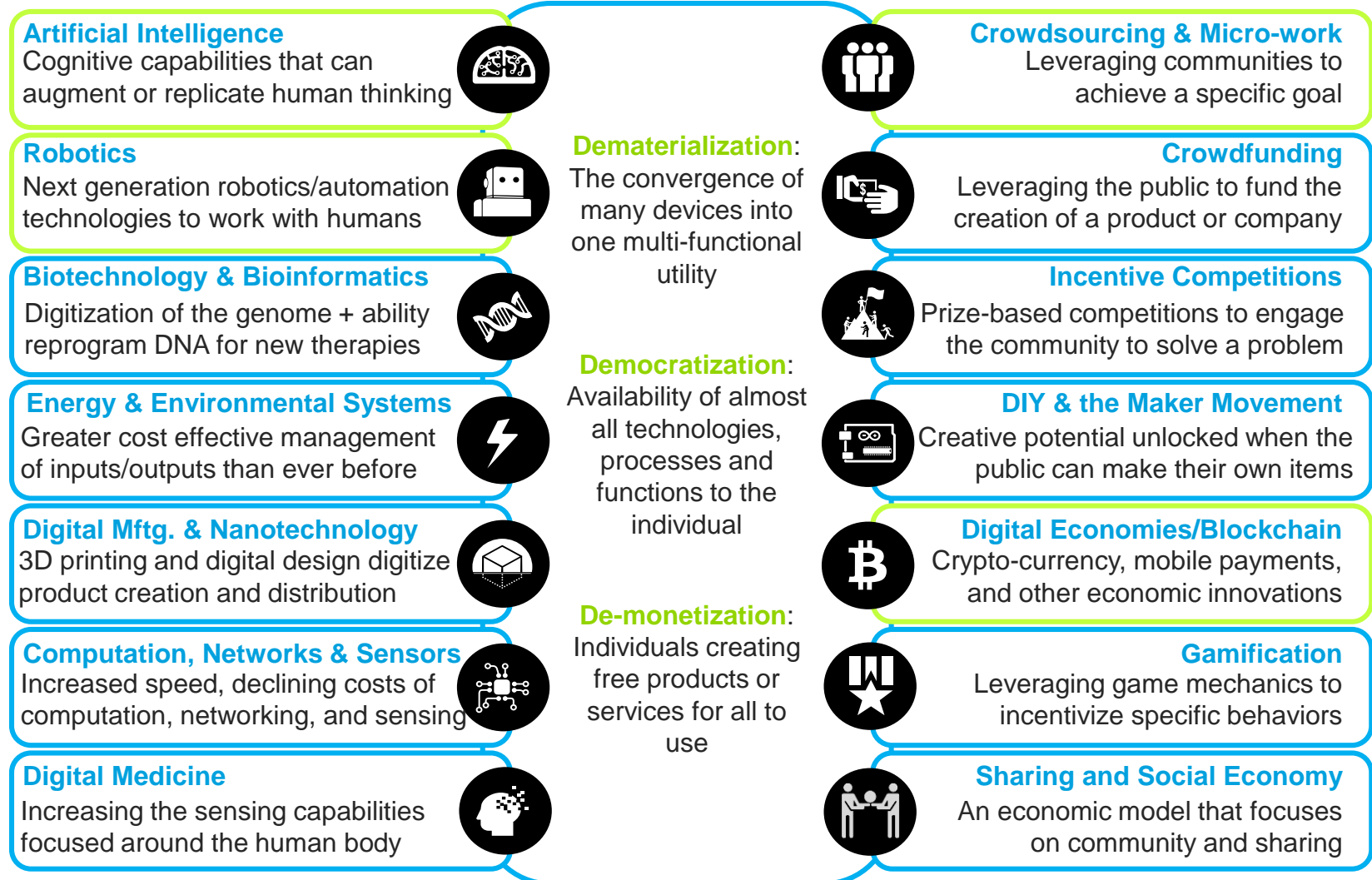
% of CFOs who rated each of the following as a strong priority for their business in the next 12 months



Focus

# Disruptive Trends

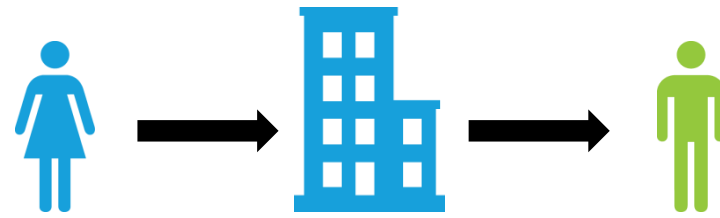
A diverse set of exponential technologies and organizational enablers are converging and disrupting the “old” way of doing business





# Focus: Blockchain

## TRANSFER X



Traditional 3<sup>rd</sup> Party



# Focus: Blockchain – a company's response

## Which is right for you?

### Working internally



 **RBS**

 **Westpac**

 **VISA**

### Partnering with third parties





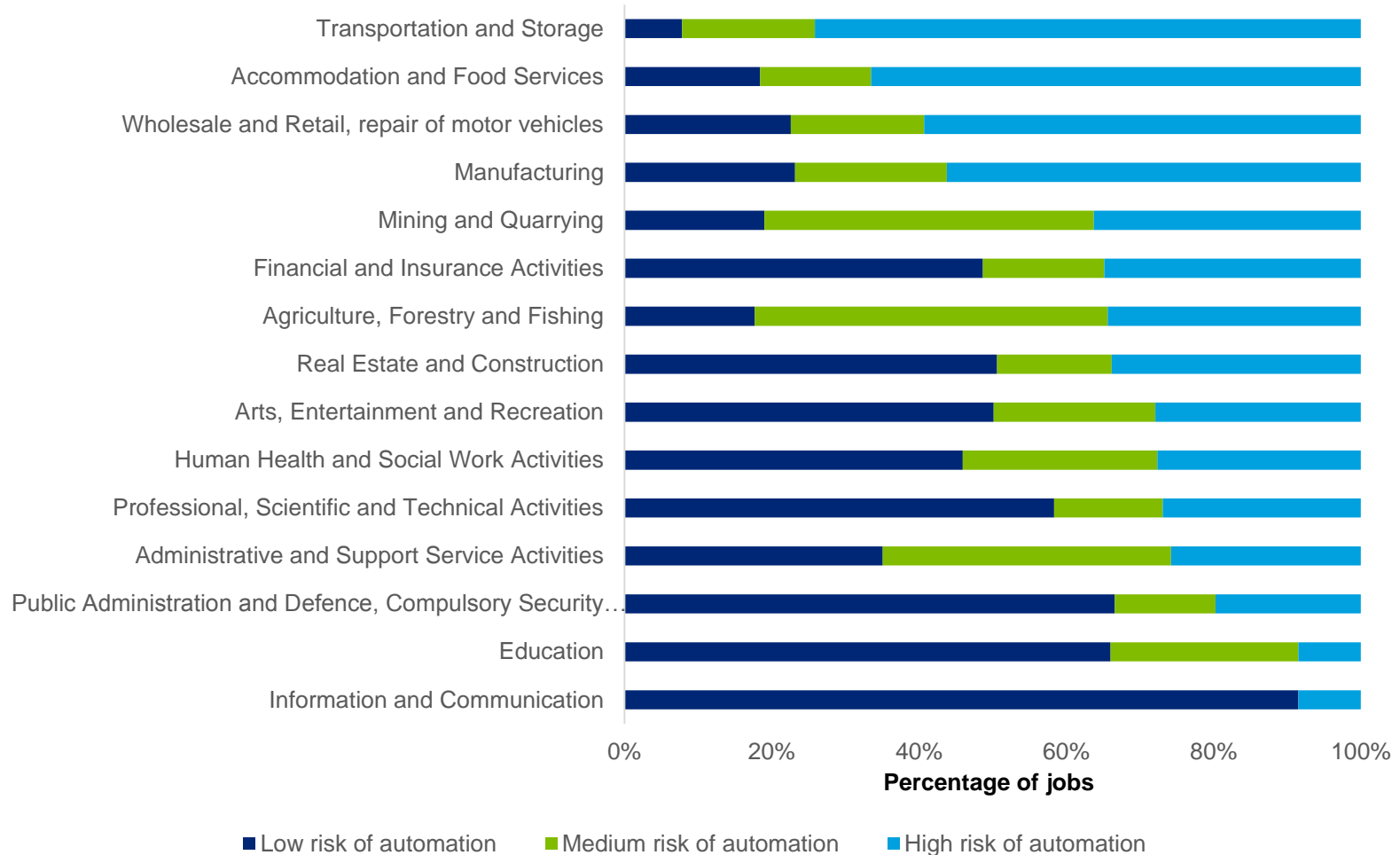
### Working with competitors



 **innOPAY**



# 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



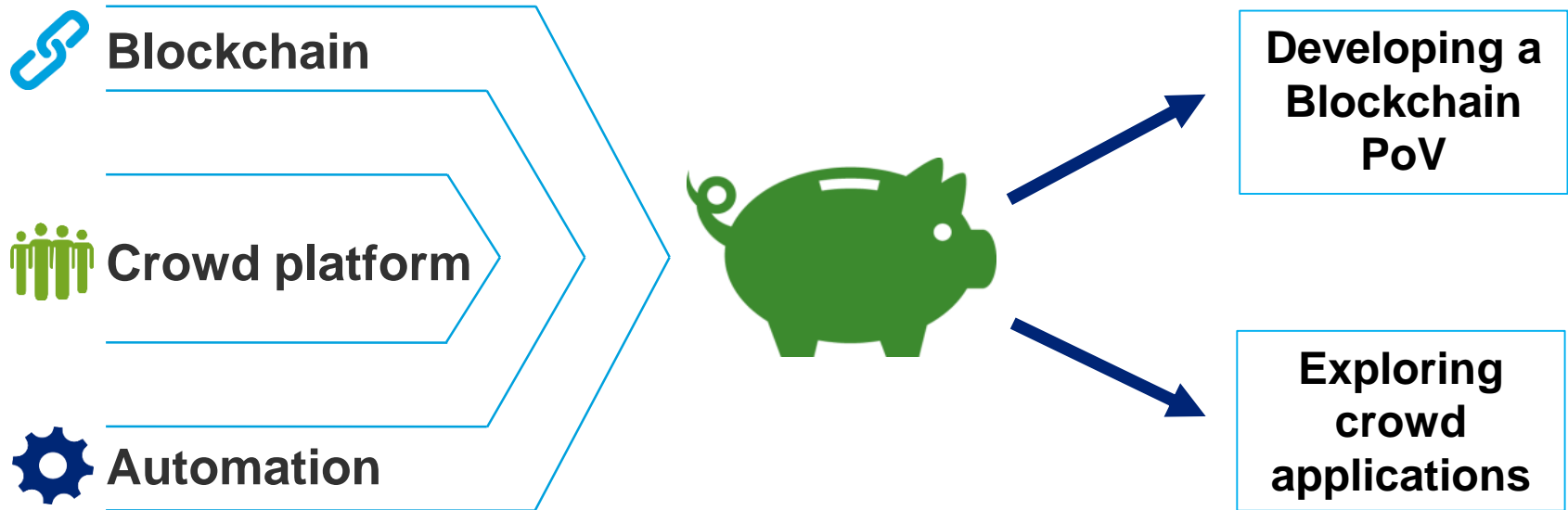
## BUY BUTTONS



## SOCIAL ANALYTICS

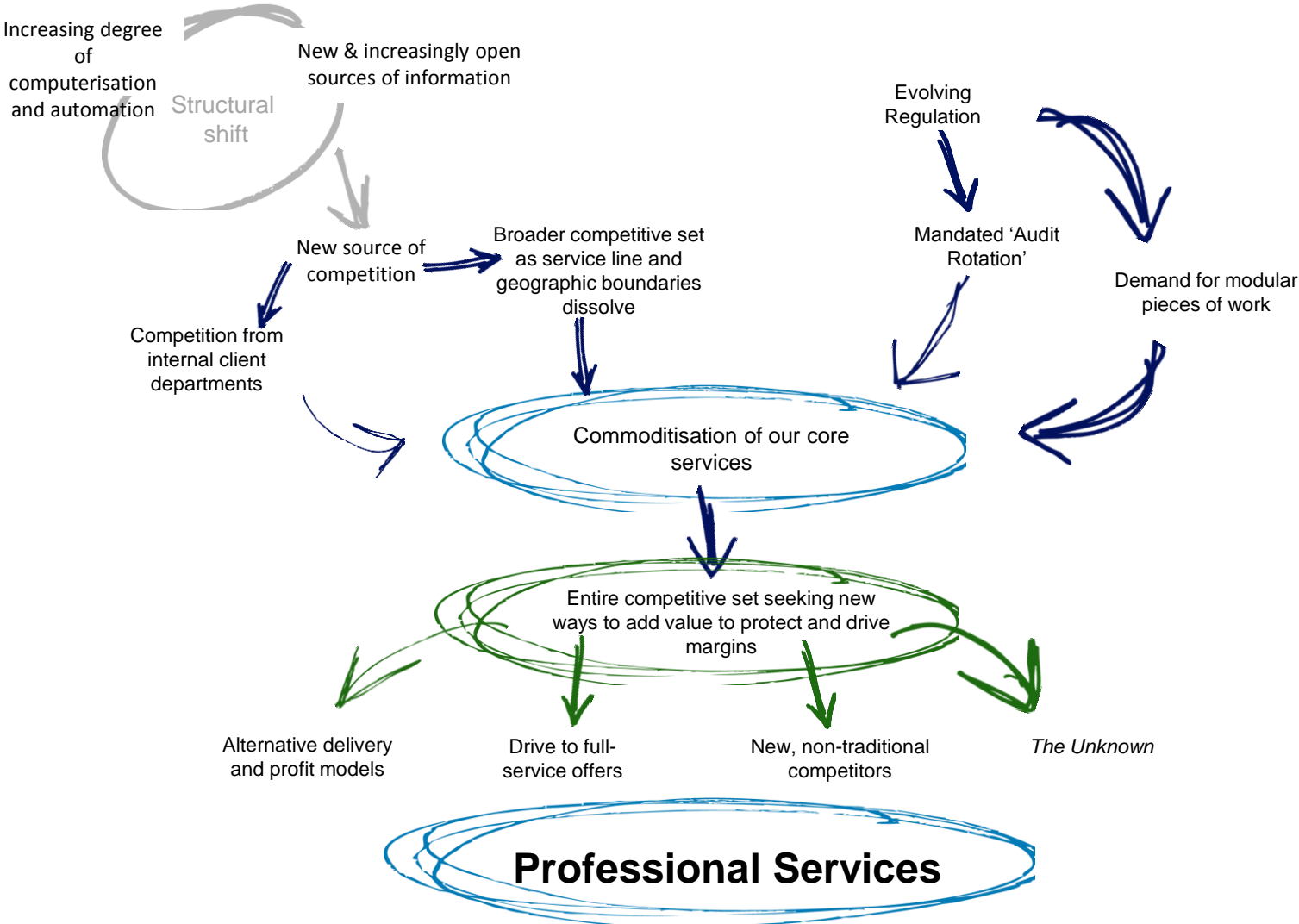


# Case study - financial services



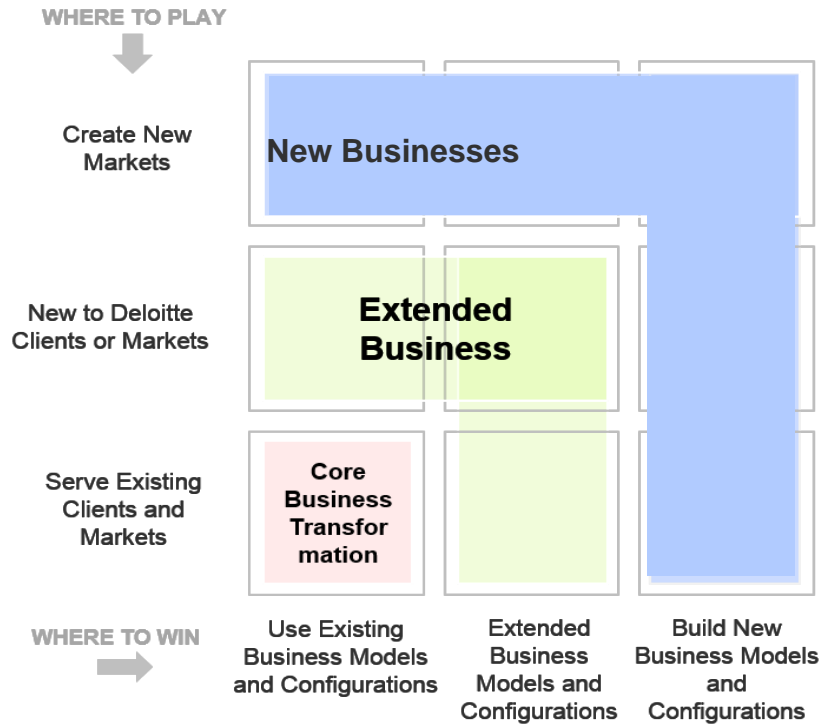
Scale and Execute: What  
does it mean for us?

# 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



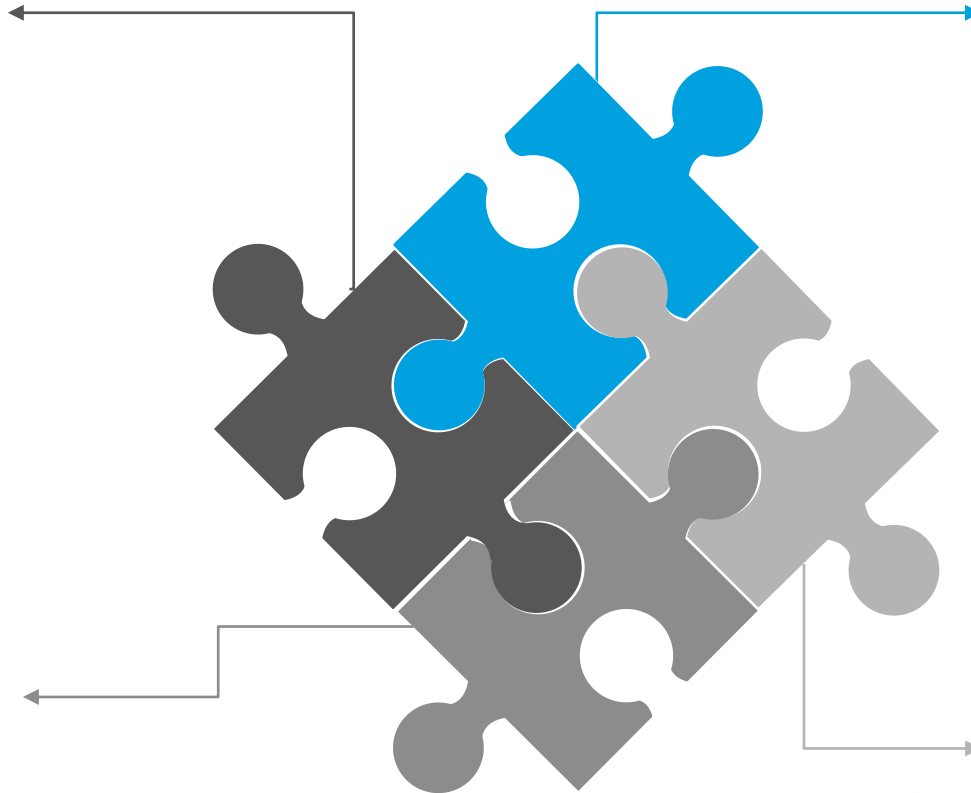
# Building new businesses through our investment fund

## 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](#)
- [Disrupt : \*Deliver\* – 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](#)
- [Technology and people - The great job-creating machine](#)
- [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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