

# If You Do Not Digitally Transform, Someone Will Do It For You

*Vivek Sinha, CEO and Founder  
Janus Advisory and Consulting Services*



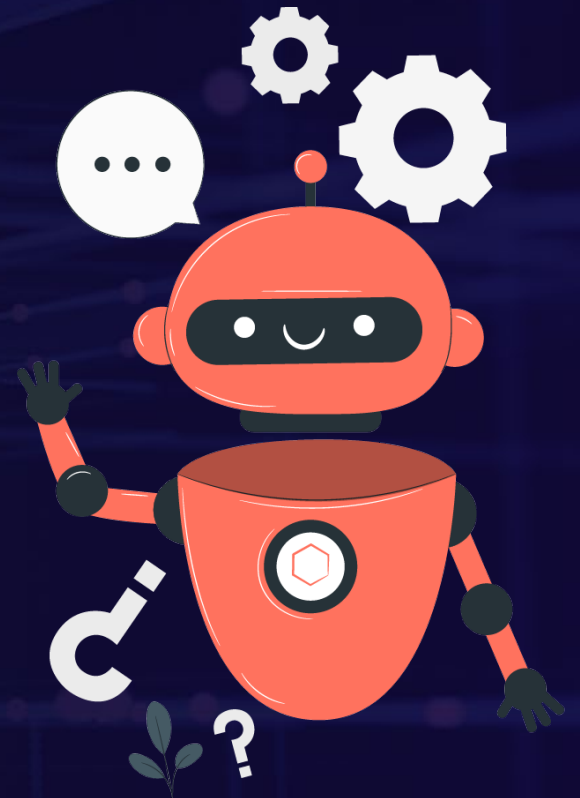
# “DISRUPT OR BE DISRUPTED”

“To compete today,  
business leaders need a revolution in thinking:  
a steady stream of  
**disruptive strategies** and **unexpected solutions**  
to stay ahead of the game.”

Luke Williams

“IF YOU DO NOT DIGITALLY TRANSFORM,  
SOMEONE WILL DO IT FOR YOU”

Will an average person  
have more conversations with  
**BOTS** than with  
their significant **others**  
by **2024**?



# WHO COMES AFTER GENERATION Z?

Welcome **Generation Alpha**  
anyone born after 2010  
the most transformative  
generation ever

**Gen Alpha**  
doesn't just use **technology**,  
they **integrate** it into their lives  
**flawlessly**





# The Age of Automation: Analyst predictions

~60%

of all jobs have **30% of tasks** that can be automated

— McKinsey

69%+

of organizations select **process automation** as key driver for digital transformation

— Wall Street Research

~50%

of **work activities globally** are automatable today

— McKinsey

85%

of enterprises will have **deployed RPA technology** by 2022

— Gartner

\$12B

**predicted growth** of the automation market by 2023

— Forrester



# Key trends impacting Compliance today

“The better the brakes, the faster we can drive the car”



These trends will push boundaries for Assurance Providers to.....

Work with better speed and agility



Be more Data enabled and dynamic

Increase audit efficiency and effectiveness through Automation



Assurance on Control effectiveness

Build techno-function skills



# Taking a Pulse !

**What percentage of potential automation do you think has been harnessed within your function and organization?**

- More than **75%**
- Above **50%**
- Just about **25%**
- Very little to none

**In your view, what is the biggest barrier to deploying technology to within your company?**

- **People** : Willingness or Ability to adapt
- **Process** : Maturity of processes or lack thereof
- **Technology** : Ability of technology to navigate the complexities you deal with
- **Cost** : A view that the return of investment is not justifiable

# Our Challenges !



**More Coverage**



**More Scope**



**More Scale**



**More automation**



**More with the same or  
less human effort**



**More real-time  
Monitoring**



**More employee  
engagement**




**More continuous  
monitoring**



**More value-add**



A person in a dark suit stands on a large, light-colored question mark that is part of a vast, digital landscape. The landscape is composed of various geometric shapes, including cylinders and rectangular blocks, all rendered in shades of blue and cyan. The background is filled with a dense pattern of small, glowing dots and lines, suggesting a complex data network or a futuristic cityscape. The overall atmosphere is one of mystery and exploration in a high-tech environment.

**Where  
do  
we start?**

# AFFECTING “WHERE, HOW, WHAT, WHO”

**Where** work gets done:  
Geography less important



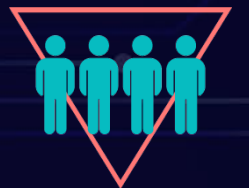
**How** work gets done:  
Embracing the digital workforce



**What** work is done:  
Value creation



**Who** does the work:  
Changing the labor pyramid



# INVERTING LABOR PYRAMID

## CAPABILITIES



Insight delivery



Cognitive & analytics

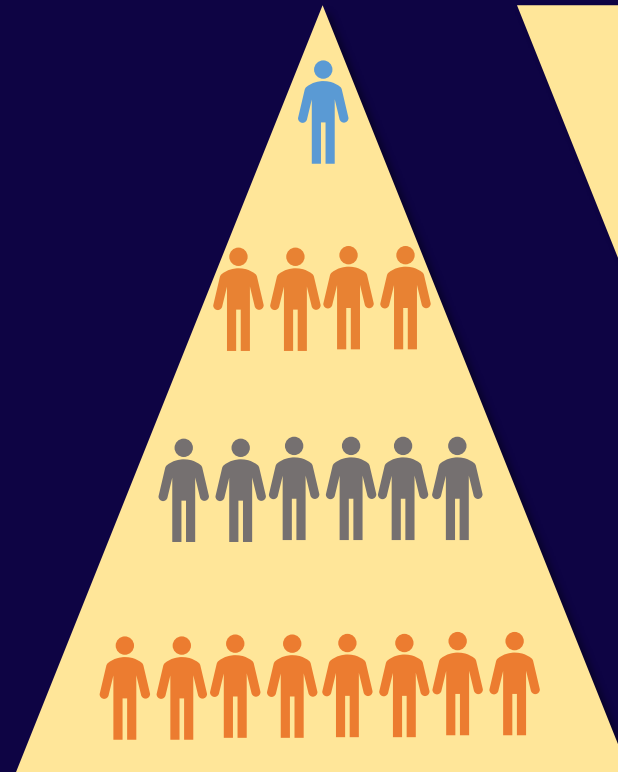


Data normalization & governance

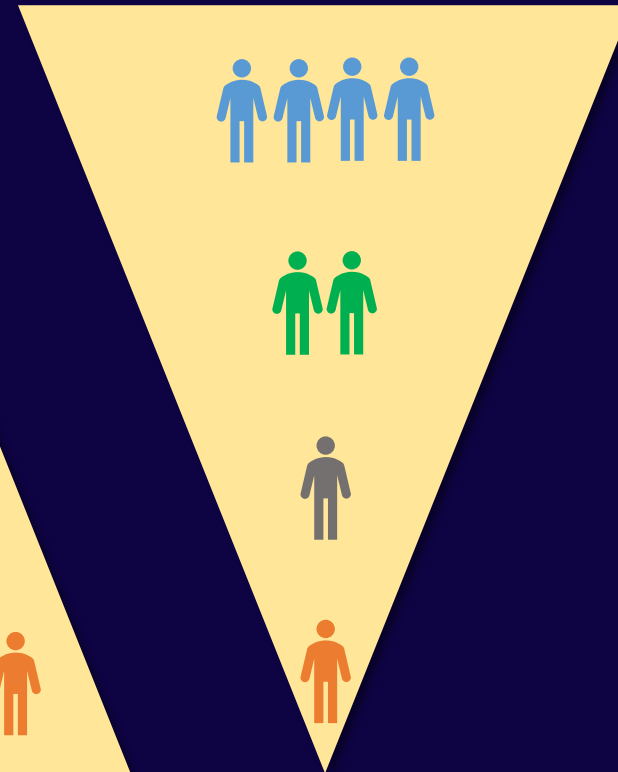


Foundational & transactional

## CURRENT



## FUTURE



## IMPACT

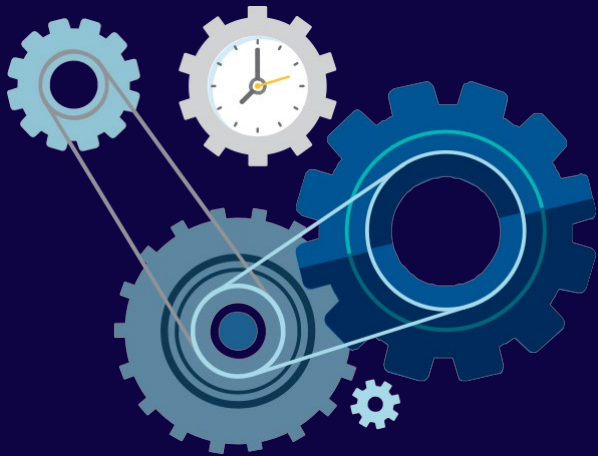
70% reduction in labor

empowers the workforce focusing on value add

re-imagine the operating model

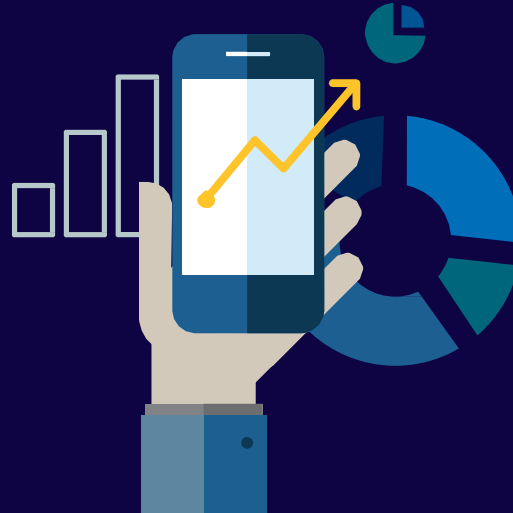
# THE THREE E'S OF DIGITAL VALUE

## Efficiency



**Minimisation of cost**  
by optimising resource  
productivity and eliminating  
waste

## Effectiveness



**Maximization of  
business value**  
by aligning services with  
defined business needs

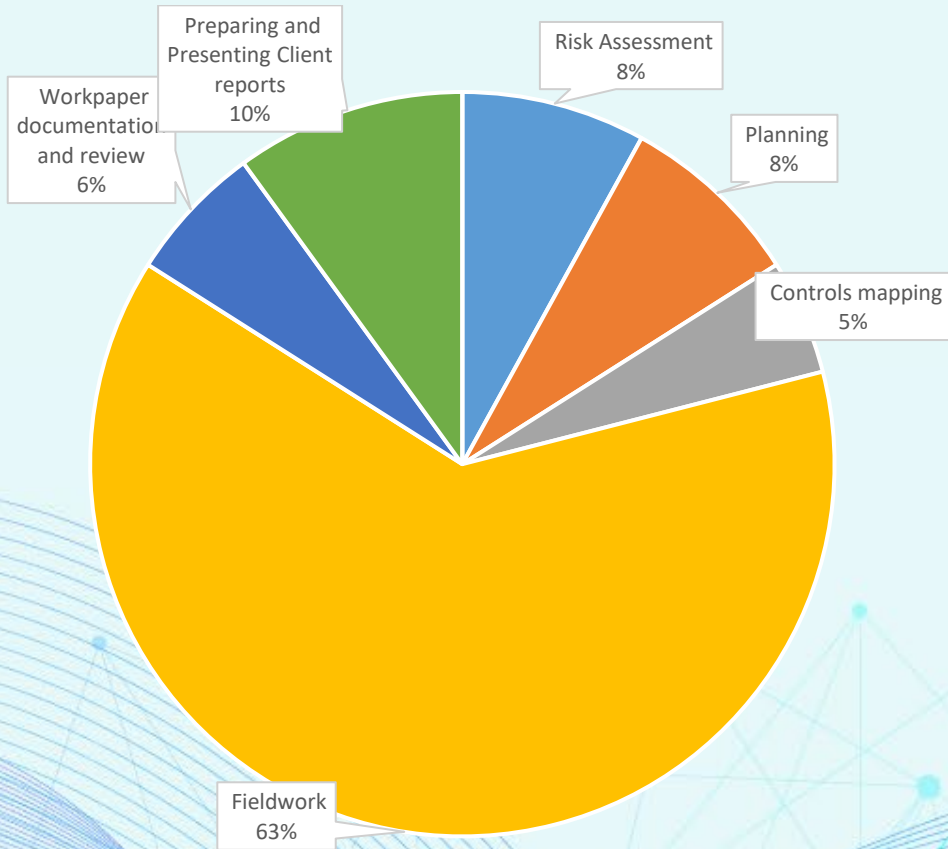
## Experience



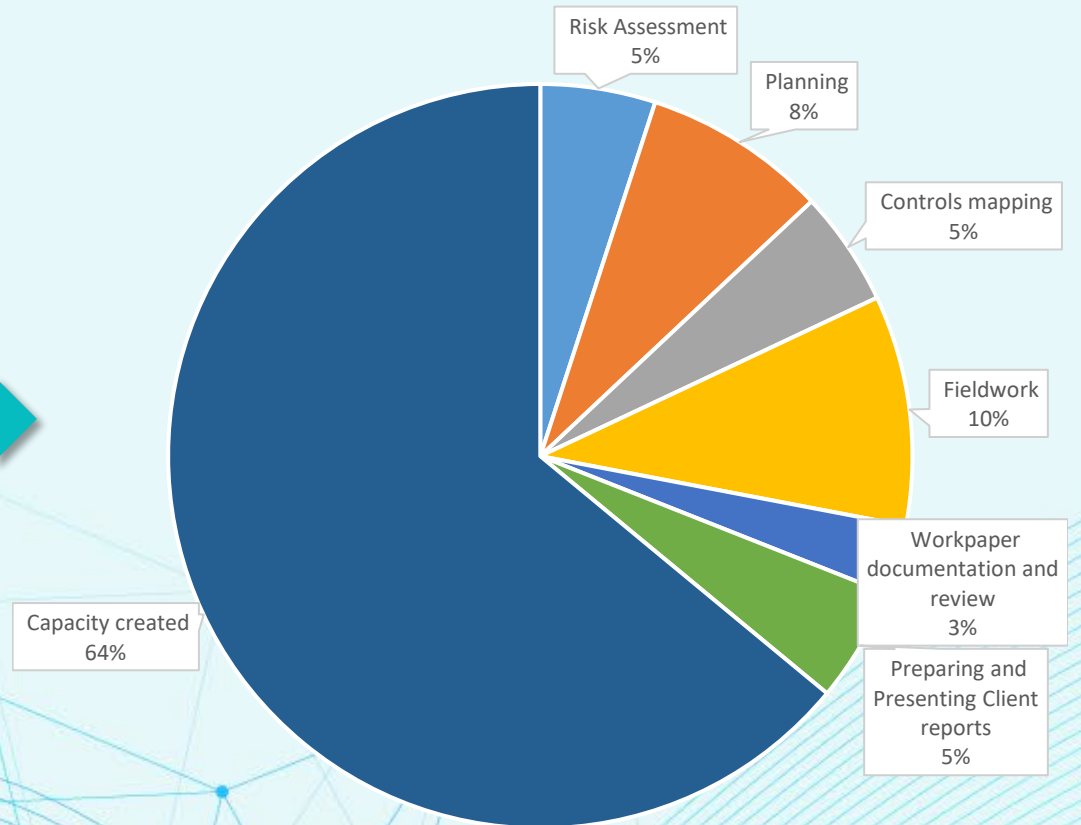
**Optimization of  
relationship value**  
for employees, customers  
and suppliers

# The Technology Impact

## Current Status



## Post Technology



- ❖ Over 60% of time spent on Fieldwork
- ❖ Over 15% of time spent on documentation / review of workpapers and preparing reports for stakeholder
- ❖ Security tested and aligned once

- ❖ Fieldwork limited to physical procedures and top 1% risk areas
- ❖ Consistency in workpapers eliminates significant rework
- ❖ Capacity created could be used to do more with the same or less human effort



# Where to Start?



Know what problem are you trying to solve

1



Eat the elephant bite for bite

2



Perfection is the enemy of progress

3



Be willing to engage and be open to alternative perspectives

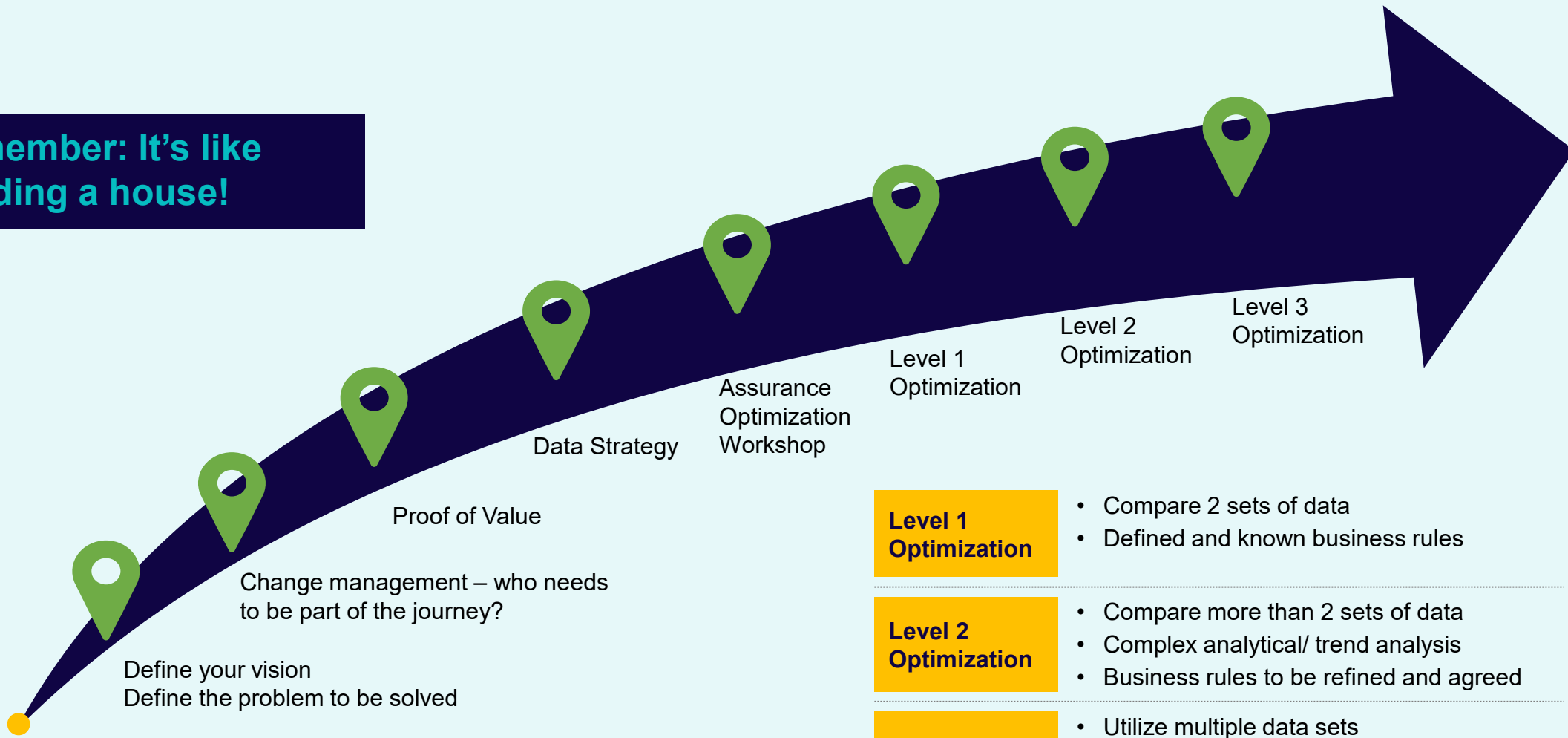
4



# Journey to Digital Actualization



Remember: It's like building a house!



Define your vision  
Define the problem to be solved

Change management – who needs to be part of the journey?

Proof of Value

Data Strategy

Assurance Optimization Workshop

Level 1 Optimization

Level 2 Optimization

Level 3 Optimization

**Level 1 Optimization**

- Compare 2 sets of data
- Defined and known business rules

**Level 2 Optimization**











- Compare more than 2 sets of data
- Complex analytical/ trend analysis
- Business rules to be refined and agreed

**Level 3 Optimization**

- Utilize multiple data sets
- Unstructured data
- Machine Learning
- OCR
- Business rules to be defined and agreed

# Impact of Audit's Digital Transformation

*Reimagine. Reinvent. Upskill. Elevate. Accelerate.*

 <p><b>More Coverage</b></p> <p>No more sampling. <b>100% coverage.</b></p> <p>Limits exposure of findings/issues</p>	<p>SOX effort limited to exception management. Resources focus on <b>operational audits, judgmental and high-risk areas.</b></p>  <p><b>More Scope</b></p>	<p><b>More Scale</b></p> 	<p><b>No limitation</b> of time, capacity and skill sets.</p>
<p><b>More automation</b></p>  <p>No more mundane and/or manual work from gathering data to testing controls to reporting exceptions. <b>Reduced interaction</b> with stakeholders</p>	<p>More with the same or less human effort</p>  <p><b>Run-cost reduced by 60%</b></p> 	<p><b>More real-time Monitoring</b></p> 	<p>No more last-minute findings. Exceptions identified as they happen. Control owners and auditors can <b>review results all year-long.</b></p>
<p><b>ALICE University</b> to actualize and accelerate individual and collective digital transformation journeys.</p>  <p><b>More employee engagement</b></p>	<p><b>More continuous monitoring</b></p>  <p>All digital procedures will become <b>CCM tools.</b> Better governance, monitoring and managing of risk.</p>	<p>Access to <b>data science</b> and <b>cognitive analytics</b> to strengthen IA-Business partnership</p>	<p><b>More value-add</b></p> 

An abstract digital network graphic on the left side of the slide. It features a complex web of interconnected nodes and lines, rendered in shades of red and orange against a dark blue background. The lines form a grid-like structure that is slightly distorted, giving it a three-dimensional, wireframe appearance. The nodes are small, glowing points of light.

# THE DIGITAL REVOLUTION

“It is not the strongest of  
the species that survive,  
nor the most intelligent,  
but the one  
**most responsive to change**”

- Charles Darwin



# The Future is **HERE!**

*Reimagine. Reinvent. Upskill. Elevate. Accelerate.*



**THANK YOU!**