



# KPMG Powered

Enabled Gen AI Solutions for  
Finance Transformation

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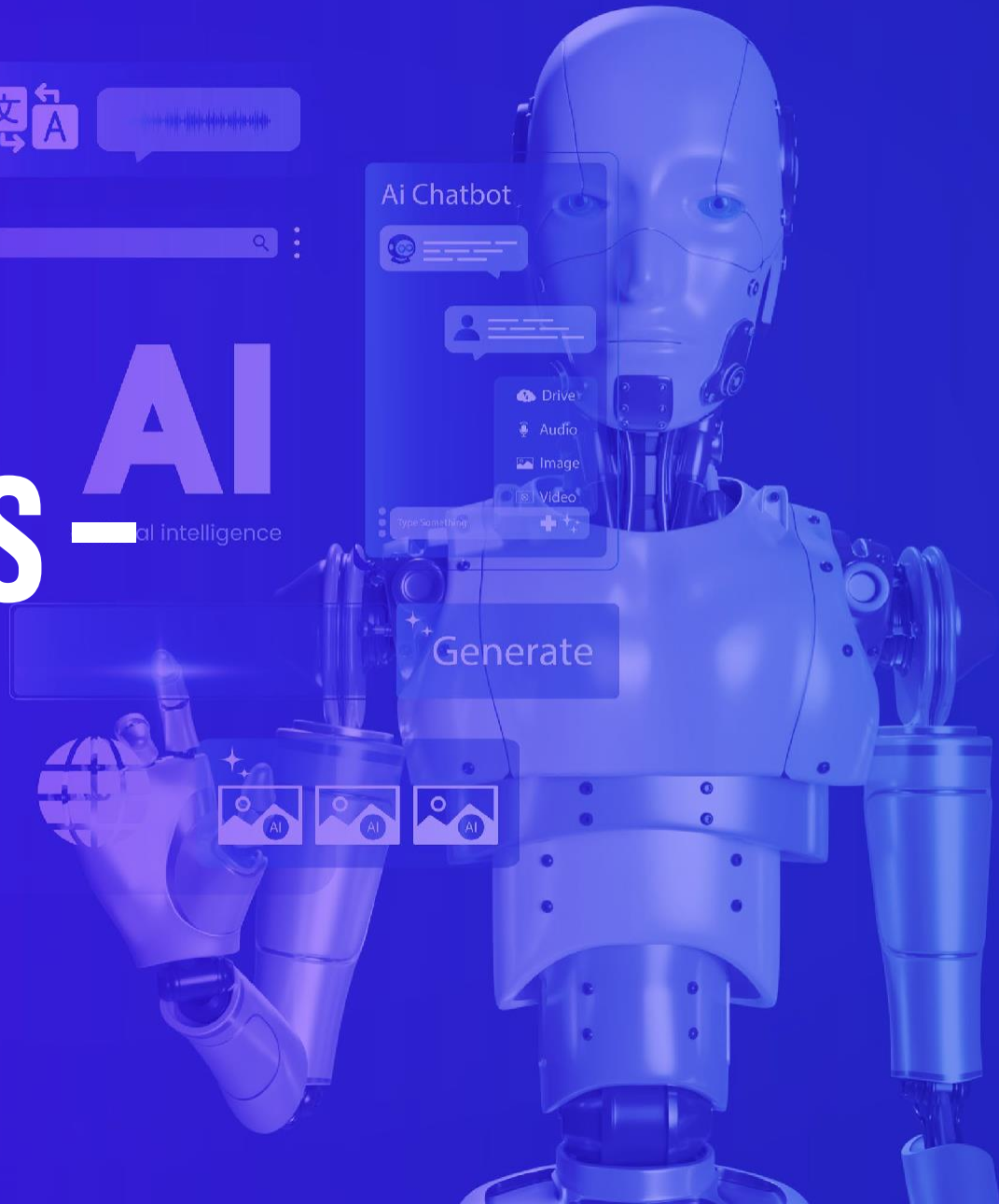


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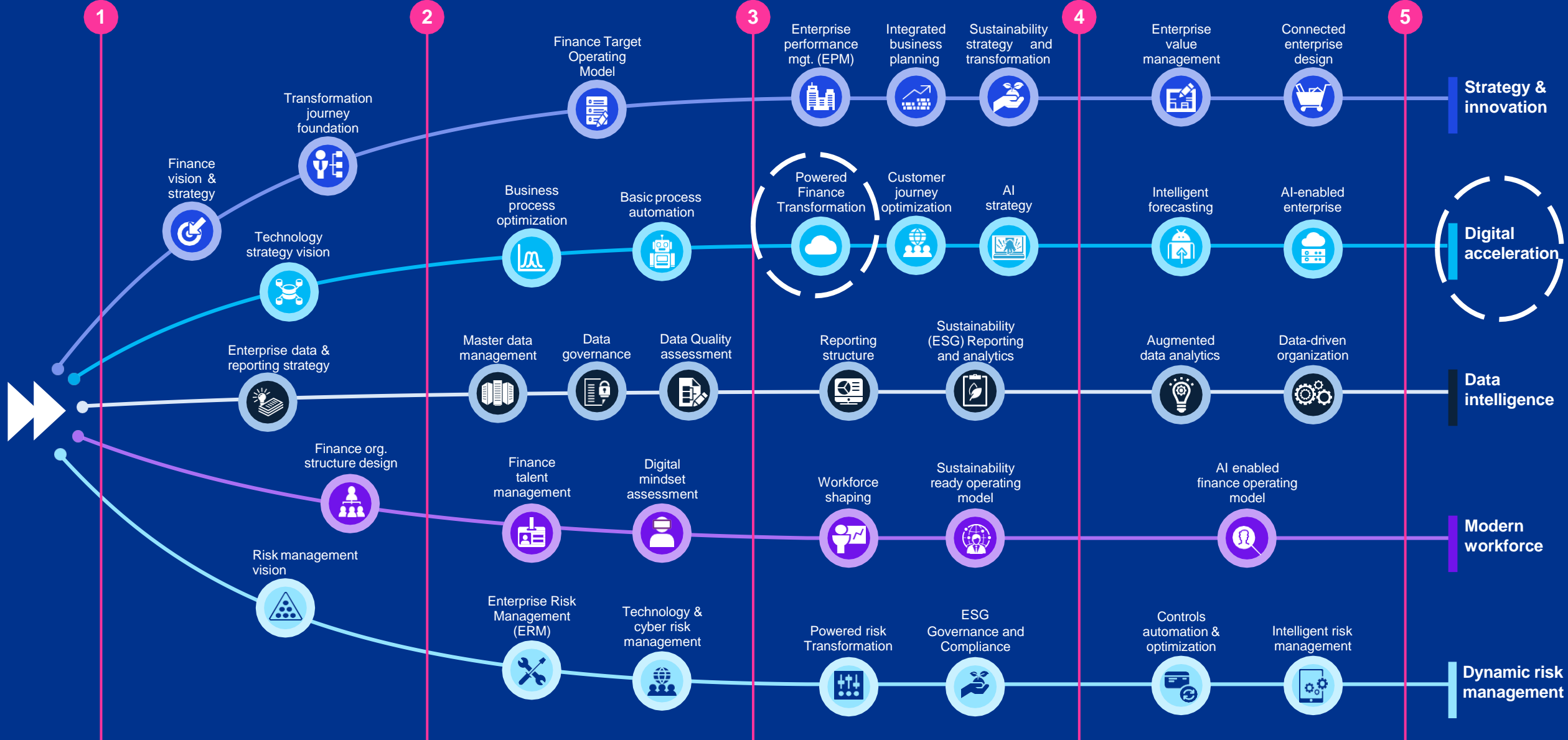
Create

KPMG Genesis — AI intelligence

the future of  
finance



# Genesis | What does the future finance function look like?



02

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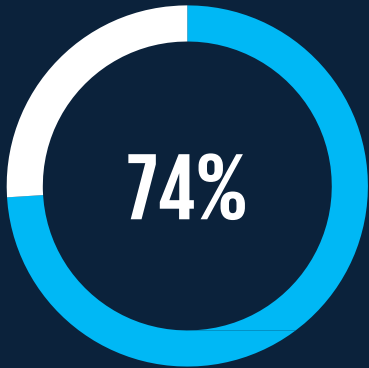
# Finance Function Reimagined with AI

# Based on KPMG survey data, GenAI is on nearly every exec's agenda

A shift from experimentation to large-scale industrialization

## 70%

of consumers believe the **benefits** of GenAI outweigh the **risks**



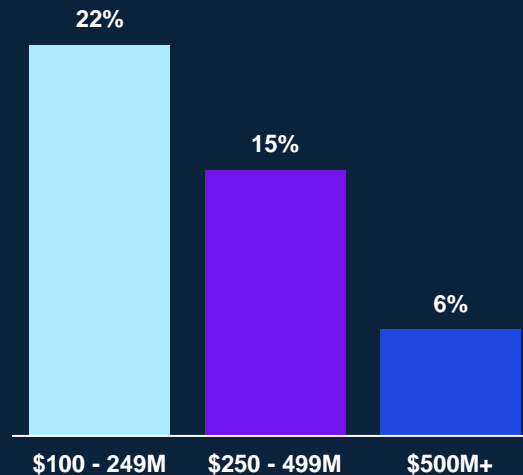
of consumers trust organizations that increasingly use GenAI in their day-to-day operations



## 97%

of executives are investing in GenAI in the next 12 months

With 43% of executives investing \$100M or more



% of leaders currently measuring GenAI-related ROI through...

## 51%

productivity gains

## 48%

employee satisfaction

## 47%

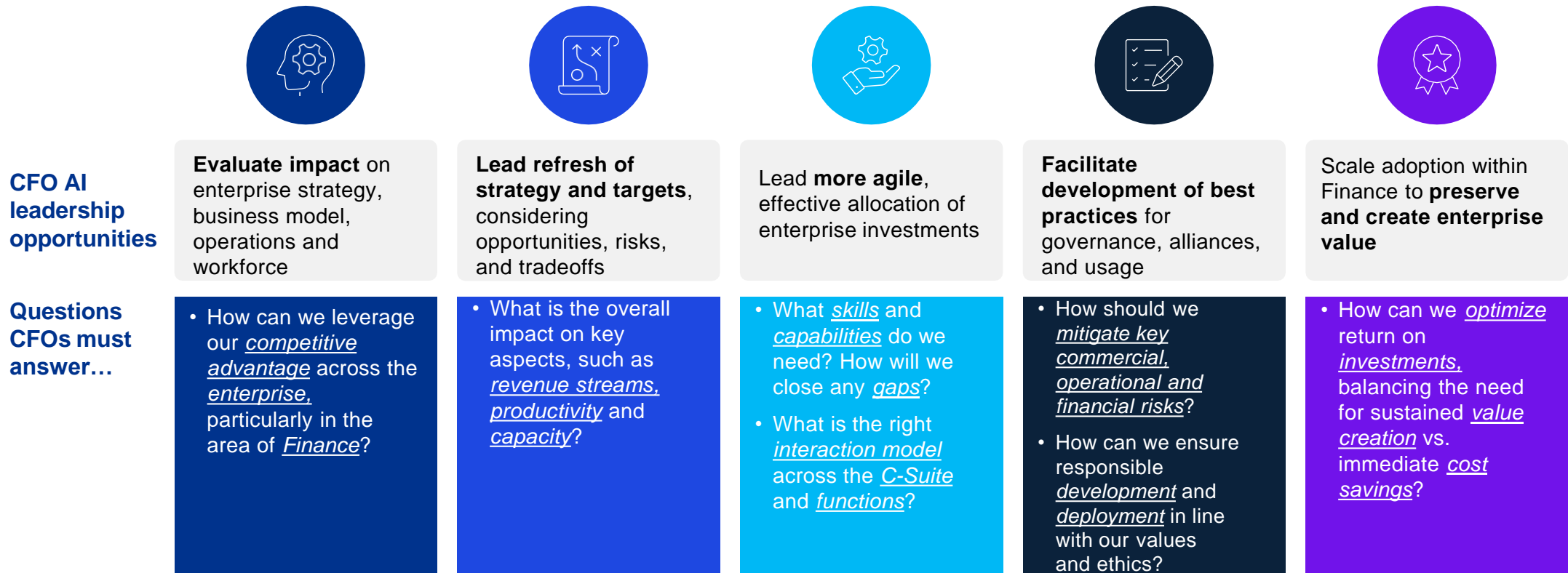
revenue generated

**54%** of leaders expect new business models to **support their growth strategies** in the next 12 months, followed by...

- New product and revenue streams **(46%)**
- Productivity **(39%)**
- Profitability **(31%)**

# Why CFOs are positioned to be leaders of AI adoption

Gen AI is a natural extension to the CFO's existing responsibilities related to business strategy, digital transformation, and risk management

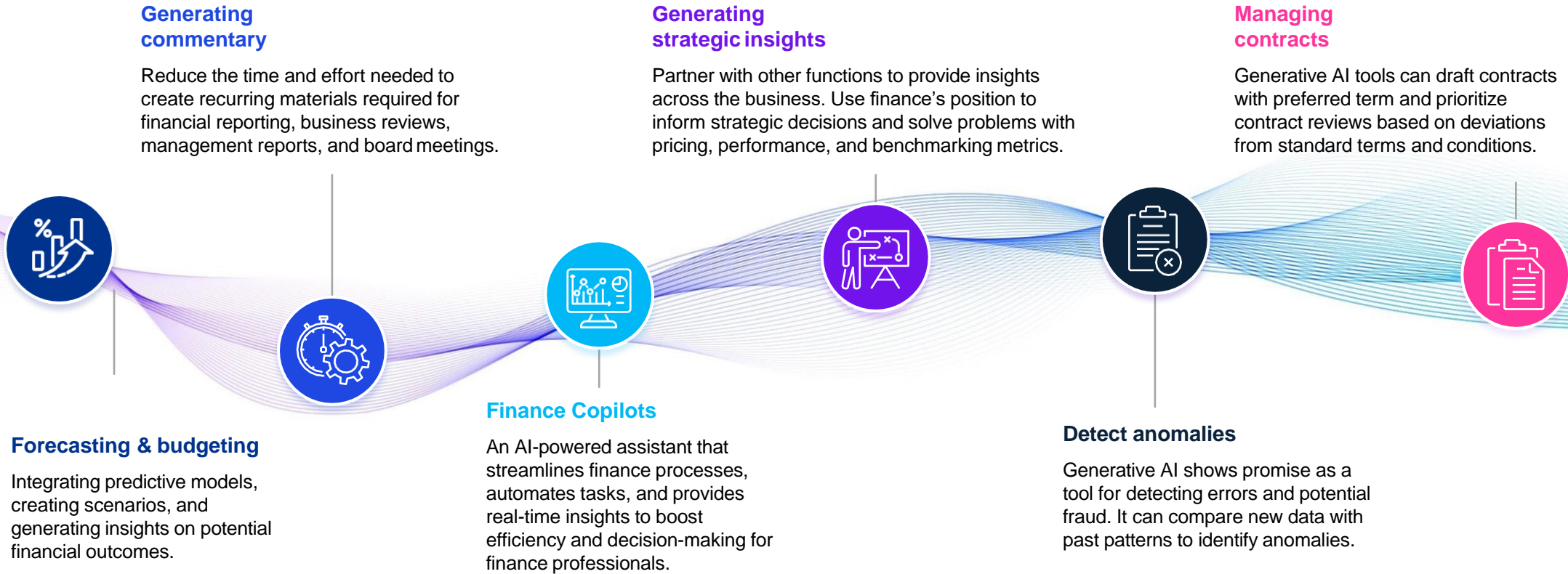


Gen AI adoption is a survival imperative and CFOs are ideally positioned to be leaders of the charge



# Where leading finance teams are adopting AI

Finance's role as a business partner has put them in an ideal position to lead enterprise adoption



**GenAI is a natural extension to CFO's responsibilities related to strategy, enabling technologies and risk management**

# KPMG's TOM provides an interconnected view of AI impacts across your organization....

## Governance

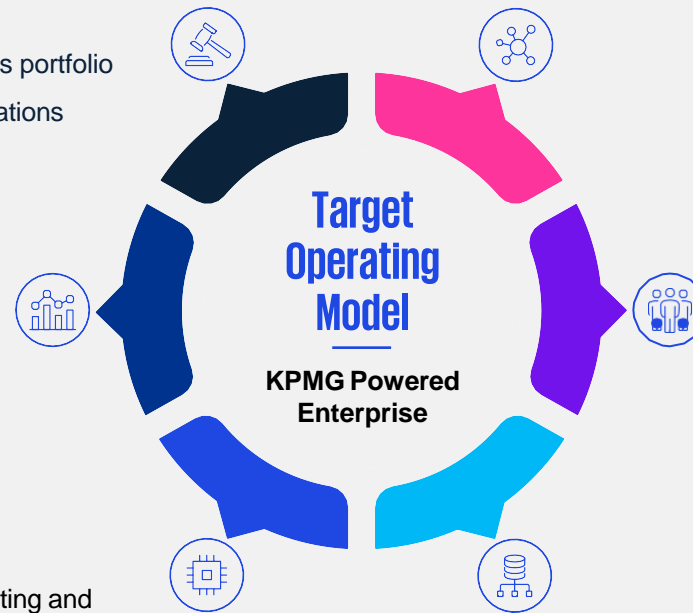
- Ethical AI dilemmas (e.g. algorithmic bias; privacy and data protection; accountability gaps)
- Significant changes to controls framework and overall controls portfolio
- Continuous need to adapt to AI regulatory and legal considerations
- **Adapted to reflect**

## Performance insights and data

- Gen AI-specific Data Management Frameworks for meeting new business needs
- Augmented reporting capabilities for fast, actionable AI-powered insights
- Data architecture evolution supporting business intelligence and storytelling

## Technology

- Shift from assessing and planning technology needs to operating and optimizing
- Need for cloud platform adoption with cognitive computing abilities and increased computing power
- Emphasis on re-skilling and up-training existing workforce and hiring new technical talent in finance organization



## Functional Process

- Substantially automated processes with integrated data, real-time analytics, and enhanced insights
- Major shift towards exception management from transaction processing, with a corresponding reduction in manual intervention and errors
- Increased capacity to augment and focus on strategic tasks

## People

- Need for seamless human and AI machine collaboration
- Shift towards exception management, with human labor focused on robust check / validation activities
- Augmentation of human intelligence with increased capacity for strategic tasks

## Service delivery model

- Shift from human-centric to system-centric service delivery
- Shift from reactive to predictive and proactive service delivery
- Workforce restructuring - redefining roles & responsibilities and optimization of work allocation



# Illustrative Process Taxonomy - Source to Pay

Source to Contract					Requisition to Pay							Process Governance		
5.1 Procurement Strategy	5.2 Strategic Category Management	5.3 Supplier Relationship Management	5.4 Strategic Sourcing	5.5 Contract Lifecycle Management	5.6 Requisitioning	5.7 Purchasing	5.8 Receiving	5.9 Invoice Processing & Payment	5.10 Purchasing/ Payment Inquiries	5.11 P-Card/ T&E Card Administration	5.12 Period End Close	5.13 Reporting & Analytics	5.14 Manage Process	5.15 System Governance
5.1.1 Define Strategic Objectives	5.2.1 Define Category Portfolio Management & Segmentation	5.3.1 Define Supplier Portfolio Management & Segmentation	5.4.1 Identify Supplier Opportunity & Business Requirements	5.5.1 Establish Contract Portfolio Management	5.6.1 Create Requisition	5.7.1 Create Purchase Order	5.8.1 Receive Advanced Shipment Notice	5.9.1 Receive Invoices & Credit Notes (incl. Self Billing & Prepayments)	5.10.1 Manage Supplier Self-Service Portal	5.11.1 Administer P-Cards / T&E Cards	5.12.1 Close AP Sub ledger & Reconcile with GL	5.13.1 Prepare Category Performance Reporting & Analytics	5.14.1 Maintain Policies, Procedures, & Templates	5.15.1 Maintain Supplier & Employee Master Data
5.1.2 Develop Operating Model	5.2.2 Build Business Alignment	5.3.2 Certify & Develop Supplier	5.4.2 Develop Sourcing Strategy	5.5.2 Manage T&Cs & Contract Templates	5.6.2 Review & Approve Requisition (Incl. Budget Control)	5.7.2 Review, Approve, & Distribute Purchase Order	5.8.2 Accept/Refuse & Record Receipt of Goods/Services	5.9.2 Validate, Approve, & Post Invoices / Credit Notes	5.10.2 Support Requisition Inquiries	5.11.2 Create & Submit Card Expense Report	5.12.2 Perform Reconciliations & Identify Adjustments	5.13.2 Prepare Overall Spend Reporting & Analytics	5.14.2 Maintain Internal Controls	5.15.2 Maintain Application Configuration & Security
5.1.3 Define Governance & Stakeholder Management Strategy	5.2.3 Perform Category Analysis	5.3.3 On-board Supplier & Setup Supplier Master Data	5.4.3 Execute Sourcing Strategy	5.5.3 Manage Contract Compliance & Admin.(Incl. Master Data)	5.6.3 Modify or Cancel Requisition	5.7.3 Manage Purchase Order Lifecycle	5.8.3 Research/Resolve Exceptions (Disputes, Warranty, Return)	5.9.3 Generate Payments File & Release Payments	5.10.3 Support Purchase Order Inquiries	5.11.3 Audit Card Expenses & Resolve Exceptions	5.12.3 Prepare GRNI & Other Month End Accruals	5.13.3 Prepare PO Reporting & Analytics	5.14.3 Maintain Delegation of Authority – Spend Approval	5.15.3 Manage Application Releases & Upgrades'
5.1.4 Define People & Resourcing Strategy	5.2.4 Define Buying Channel	5.3.4 Manage Supplier Performance & Risk	5.4.4 Negotiate & Select Supplier	5.5.4 Close Out Contract		5.7.4 Modify or Cancel Purchase Order		5.9.4 Perform Bank Reconciliations	5.10.4 Manage Payment Inquiries & Exceptions	5.11.4 Post Approved Card Expenses to AP Sub ledger		5.13.4 Prepare Invoice Reporting & Analytics	5.14.4 Manage Process Efficiency & Effectiveness'	5.15.4 Maintain Reports
5.1.5 Define Risk Management & Regulatory Compliance Strategy	5.2.5 Develop & Execute Category Strategy		5.4.5 Author & Finalize Contract			5.7.5 Expedite Order				5.11.5 Modify or Close P-Cards/T&E Cards		5.13.5 Prepare P-Card / T&E Expense Reporting & Analytics	5.14.5 Enhance Business Partner/ Employee Experience	5.15.5 Manage Interfaces
5.1.6 Define Technology Strategy	5.2.6 Govern & Manage Category		5.4.6 Enable Supplier & Item Master / Catalog							5.11.6 Manage P-Card/ T&E Card Provider Payment		5.13.6 Prepare KPI Reporting & Analytics	5.14.6 Archive & Maintain Records	5.15.6 Maintain Process Automation & Digital Labor
5.1.7 Define Data Insights & Performance Management Strategy														

# How CFO's can leverage AI Disruption to transform their finance function



## Sample Finance Use Cases with value impact

**Legend**

**T** Top Line Impact  
(delivers outcomes related to increased revenue and market share)

**B** Bottom Line Impact  
(delivers outcomes related to improved profit margin, efficiency and productivity)

### Plan to Perform

Market Trend Analysis & Intelligence

T

### Quote to Cash

Intelligent Pricing Strategy

T

### Project to Result

Project Cost Forecasting

B

### Initiate to Operate

Predictive Capital Project Accounting

B

### Source to Pay\*

Automated Source to Pay Workflow (PR> PO> IR> GR)

B

### Acquire to Retire

Depreciation Predictor

B

### Transact to Record

Intelligent Accounting Hub Close

B

### Record to Report

Performance Commentary and Management Presentations

B

### Treasury

Cash (Liquidity) Forecasting

B

### Cost Accounting

Predictive Production Cost Modelling

B

03

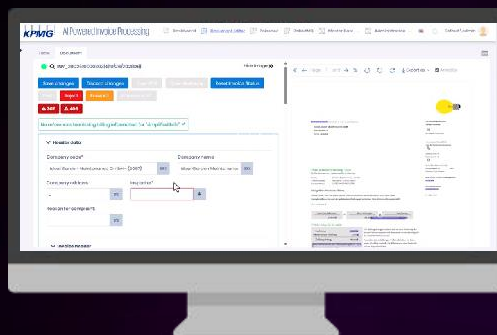
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# KPMG Powered AI Use cases

# Real world case studies: Finance

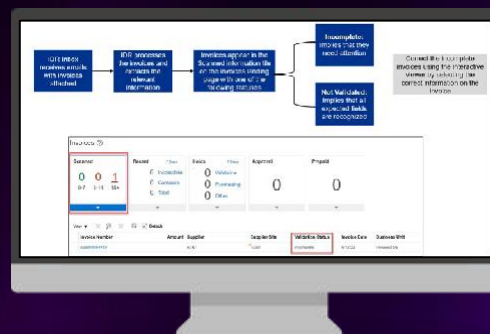
## FIN Sector use cases

### AI-Driven Fraud Detection



Machine learning algorithms to detect and prevent fraudulent transactions in real-time by analyzing patterns and anomalies

### Intelligent document recognition



Extract invoice information from PDF documents to create invoices in accounts payable

### Intelligent Credit Scoring

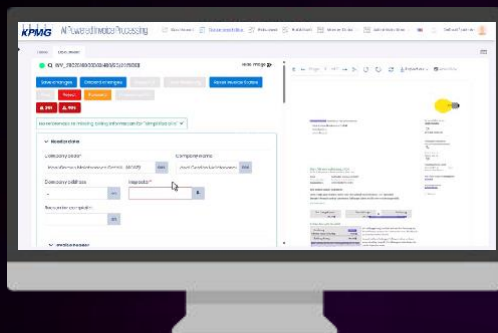


Leverages AI and machine learning algorithms to assess creditworthiness

# Real world case studies: Finance

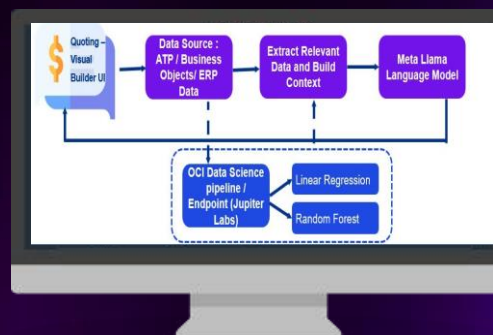
## FIN Sector use cases

### AI Powered invoice processing



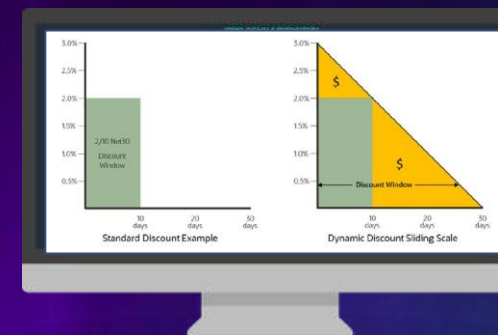
Automated processing of incoming invoices using historical data

### Quote price predictors



Users get real time recommendations for selling price based on historical pricing and win/loss data

### Dynamic discounting



Enables discounted payments to be made throughout the entire payment term of an invoice

# Top challenges for use and adoption of AI



01

How do I articulate the **value** that AI will deliver in my **business case**?

02

How do I **jumpstart** my AI capabilities?

03

How do I have **trust and confidence** in my AI?

04

What does it take to transform my **entire enterprise** with AI?

05

What can AI transform in my **business function**?

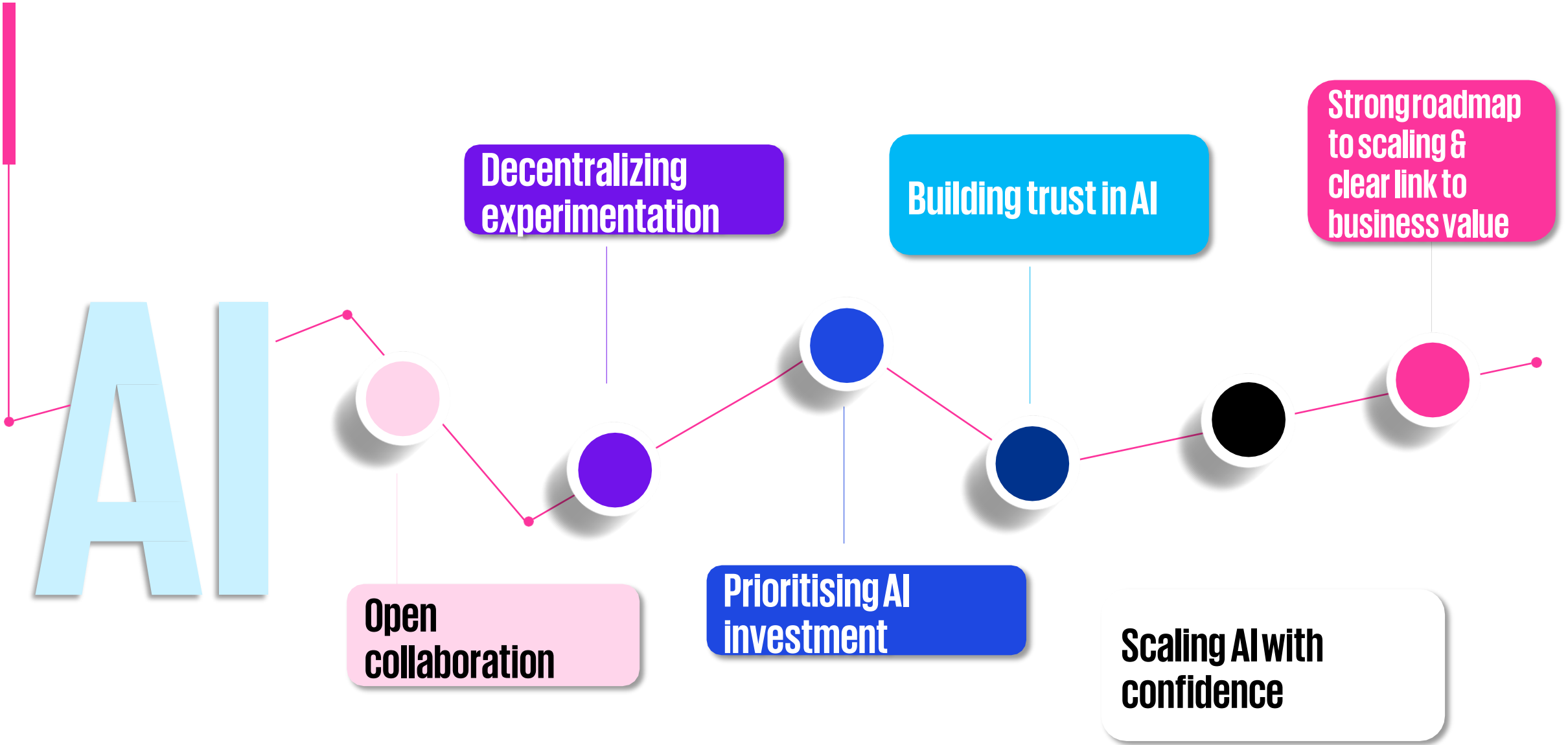
06

Do I have the **right skills** for implementing and operating AI?

07

Do I have the **right foundation** in cloud technology and data for AI?





04

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# Accelerating value with KPMG Powered AI

# Powered Enterprise differentiates KPMG



## Business transformation

Global leading practices for every end-to-end Finance process coupled with Organizational Change Management



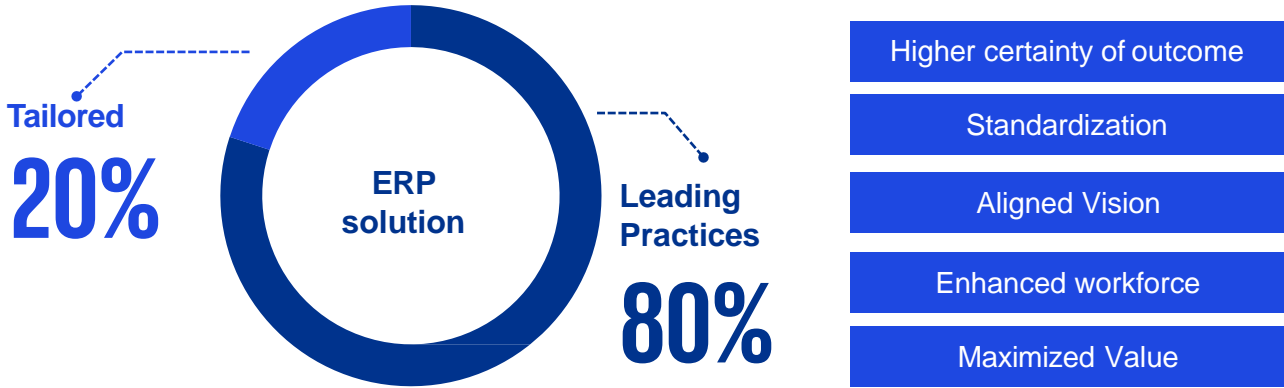
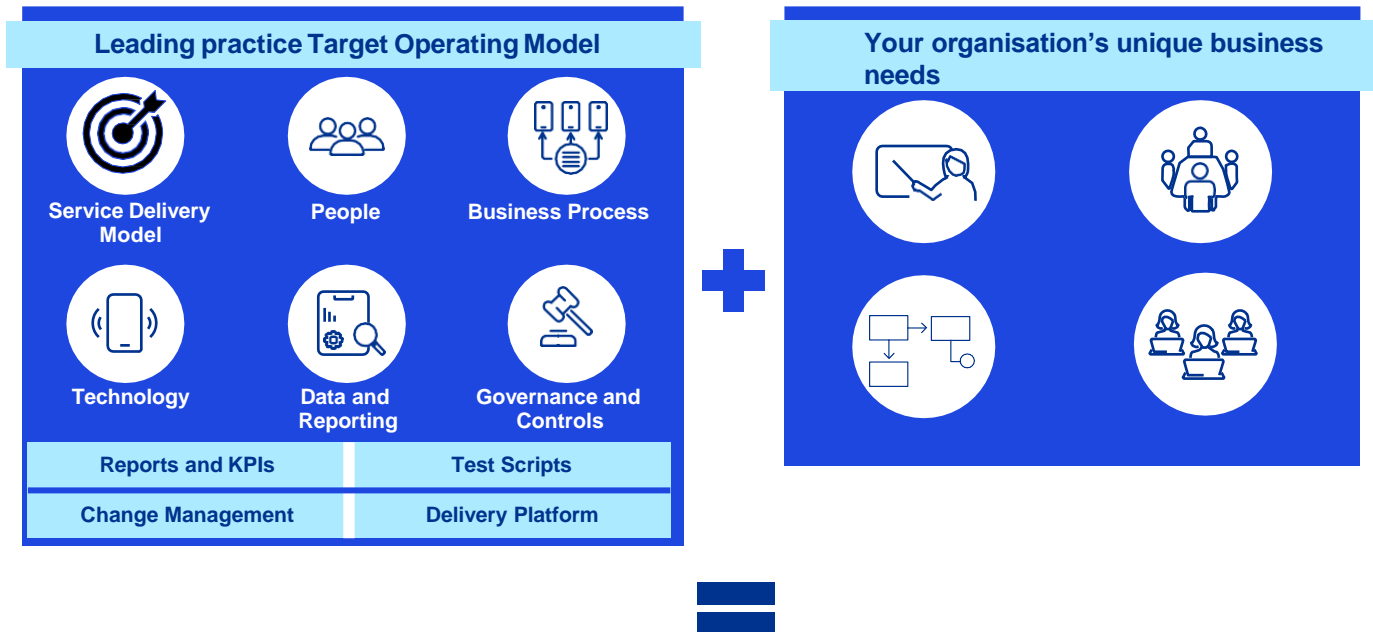
## Technology

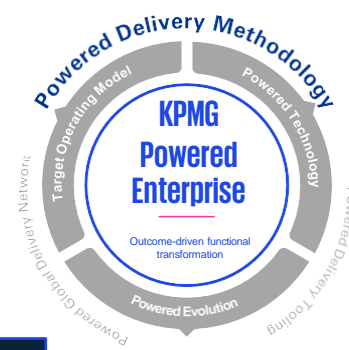
Tech configurations and methods, based on experience and lessons learned



## Sector expertise

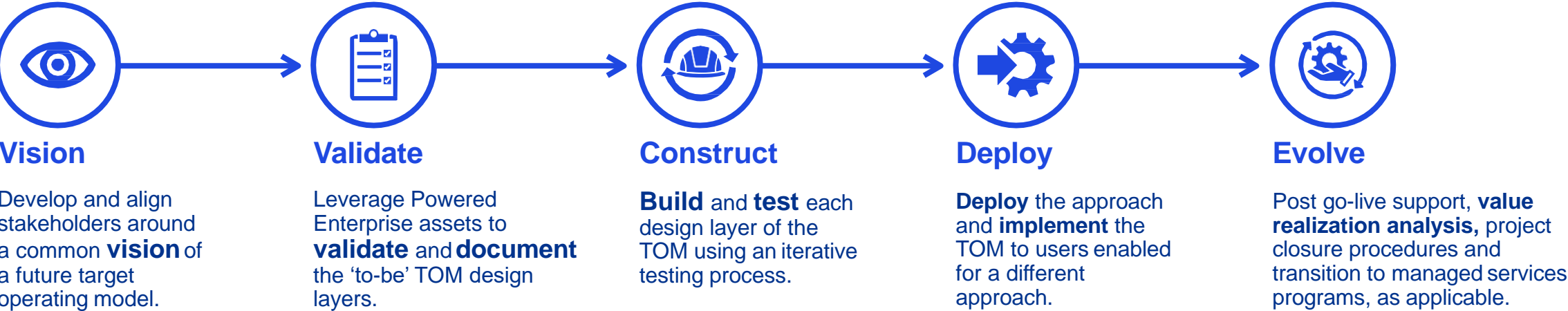
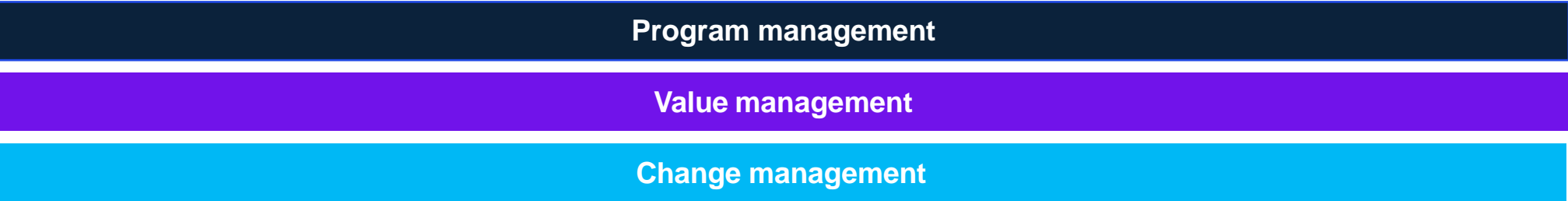
Latest trends and practices in different sectors





# We know how to get things done

KPMG's assets can help to collaboratively deliver results



## Powered Execution Suite



# Organizational Financial Performance Dashboard

## Financial Performance Jul FY24



Board  
room  
ready  
sample  
MIS  
report

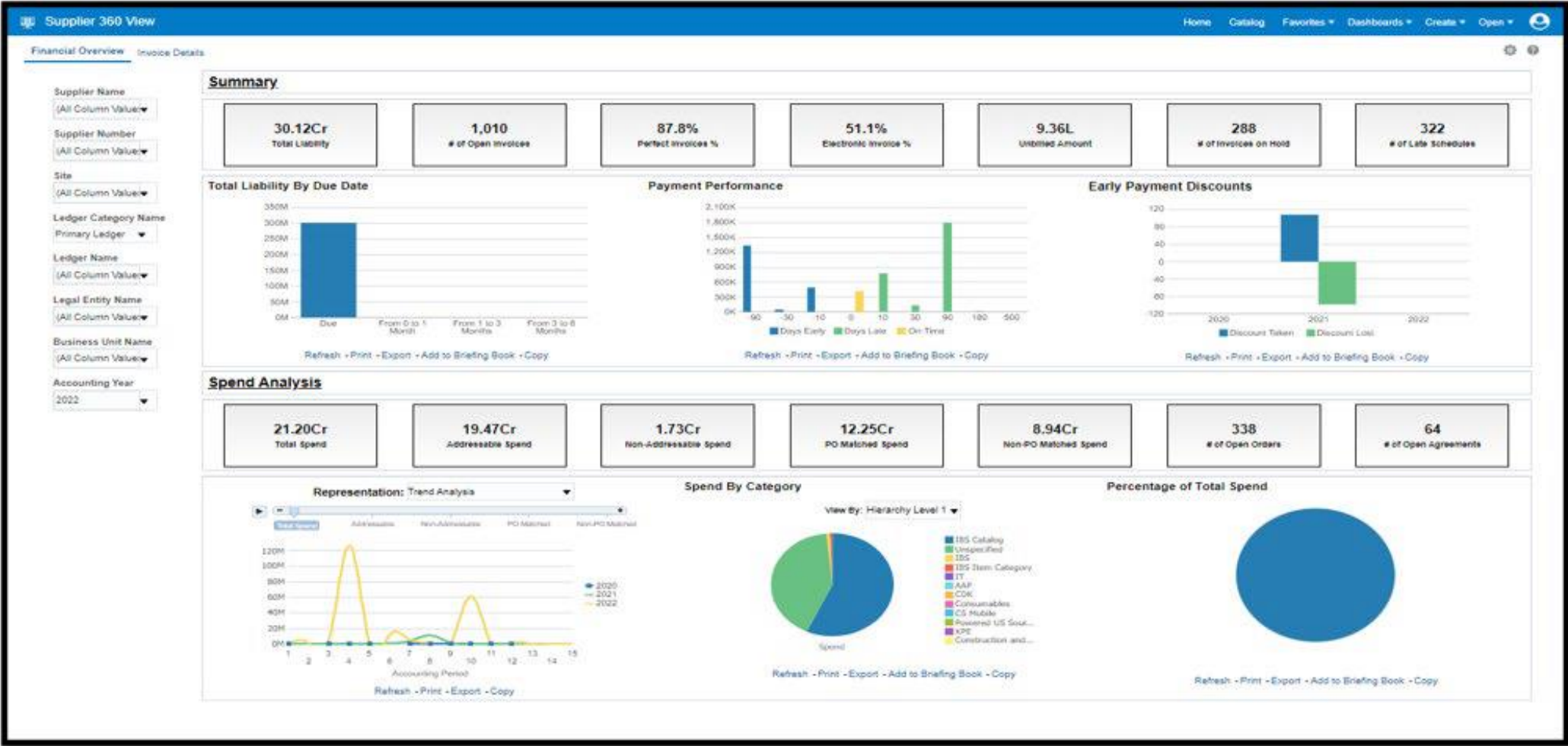


Adobe Acrobat  
Document

\* - Activities & Deliverables not requested in the RFP but are leading-practice for this stage of your Transformation Journey. These are priced separately.



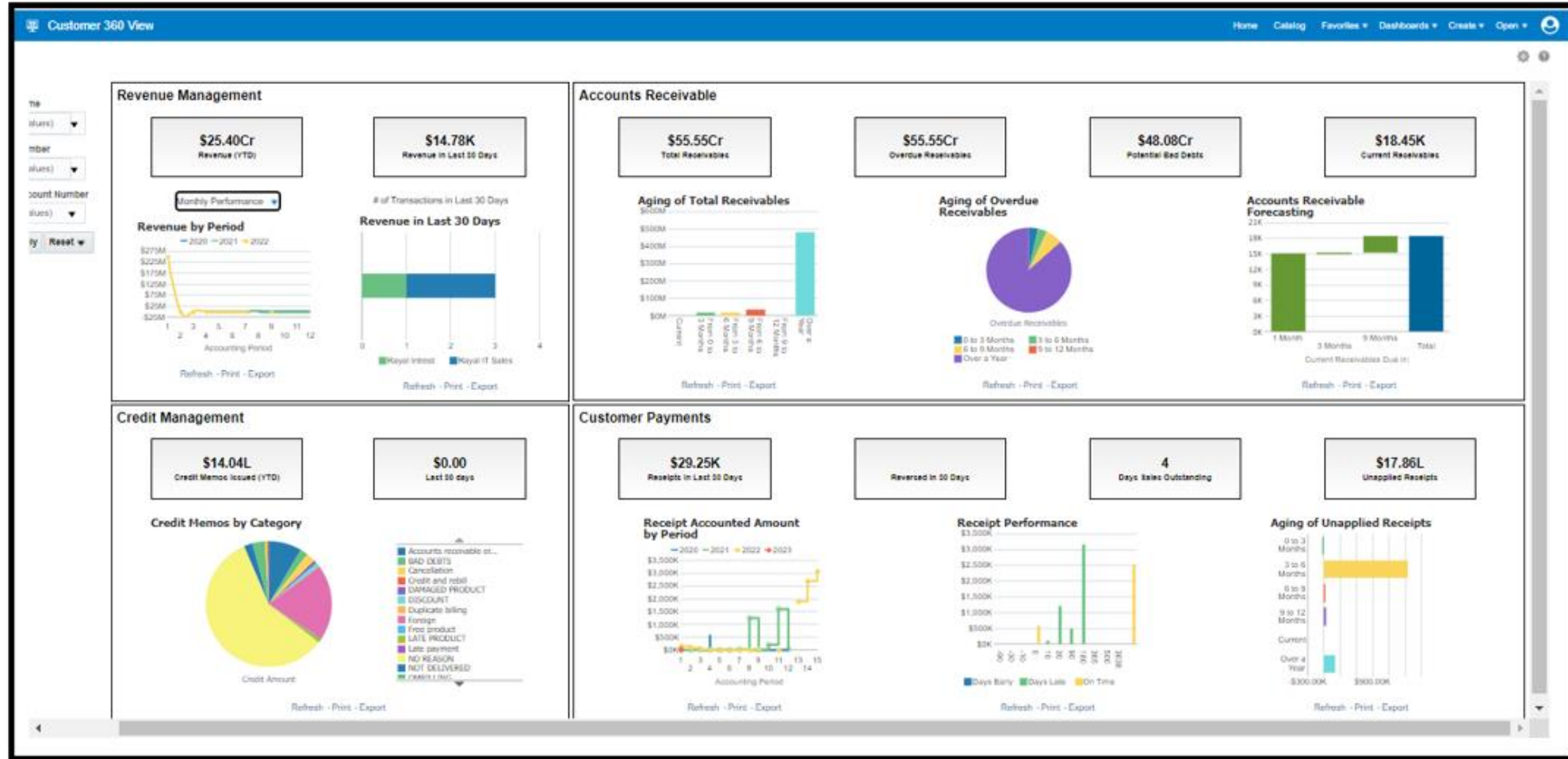
# Sample Assets - Supplier 360 View



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# Sample Assets - Supplier 360 View



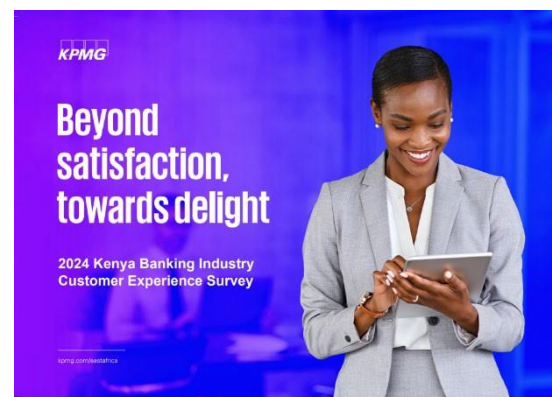
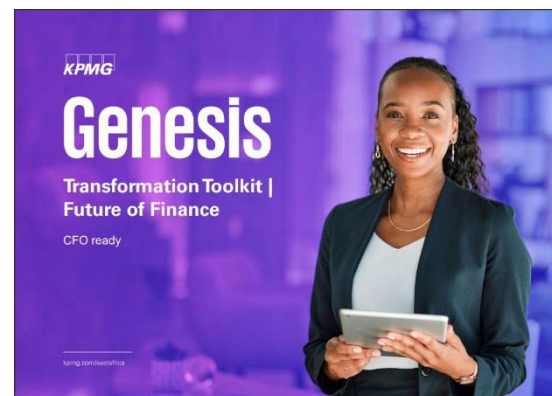
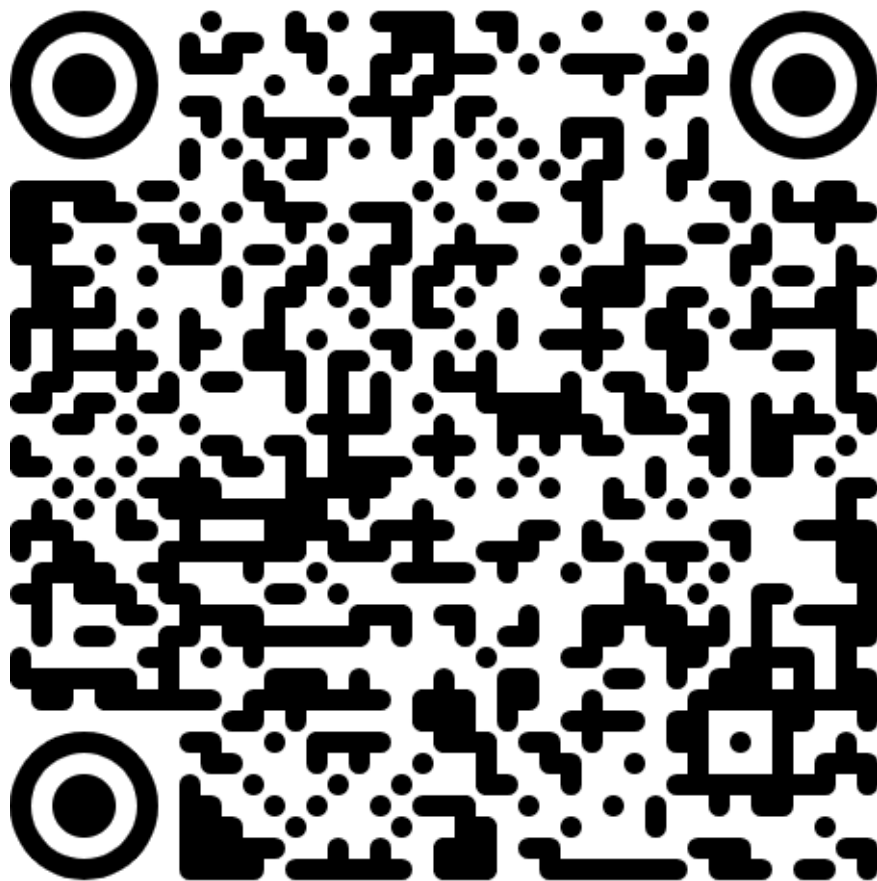
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05

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# Relevant resources

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# Contacts



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