



Empowering your business in the next normal

งานเสวนาออนไลน์

วันพฤหัสบดี ที่ 10 มีนาคม 2565 เวลา 9.00 – 10.30 น.

KPMG in Thailand



Executive Summary - alliance between KPMG and Microsoft



Our alliance with Microsoft has become a critical component in helping us deliver industry-leading solutions and services to clients. By harnessing Microsoft's intelligent and trusted cloud, we aim to help clients be at the forefront of change and better prepared for a digital-first future."

Bill Thomas
Global Chairman
KPMG International



KPMG's deep industry and process expertise, combined with the power of our trusted cloud — spanning Azure, Dynamics 365 and Microsoft 365 — will bring the best of both organizations together to help customers around the world become more agile in an increasingly complex business environment."

Satya Nadella
CEO
Microsoft

Speaker profile



วีพร อชาวรฤทธิ

ผู้อำนวยการฝ่าย Management Consulting (Technology and Innovation)
บริษัท เคพีเอ็มซี ภูมิภาคไทย ที่ปรึกษาธุรกิจ จำกัด



ณัฐวุฒิ ทิพย์แสนพรหม

ผู้จัดการฝ่ายลูกค้า Business Applications
บริษัท ไมโครซอฟท์ (ประเทศไทย) จำกัด.

Agenda

- Covid-19 Impacts and Six key trends impacting business in 2022
- Build a digital foundation
- Introduce KPMG Powered Enterprise
- Key Takeaways
- Q & A



Covid-19 Impacts

Strategic Move

- Portfolio of actions (incl. strategic moves, immediate moves, medium term, long-term)
- Scenario planning (Best to worst cases)

Customer

- Changing the Channel
- Shift to Value
- Healthy, Safe and Local
- Shock to Loyalty (Brand switching)

Supply Chain

- Logistics challenges
- Production and operations disruption
- Demand Management



Cash & Financial

- Shortage of cashflow and liquidity management
- Issues in assessing the impact of cash flows, EBITA

Workforce

- Uncertainties, fears and questions from employees
- Current business operations don't support Work form Home

Six key trends impacting business in 2022

Industry cloud

Tailored platforms become the next big evolution



Hybrid working

Choice in the digital workplace drives productivity and well-being



AI

Effective governance and tooling drive adoption at scale



Low-code / No-code

Cultural change needs to follow technological advancements



Metaverse

Business models pivot from physical to virtual real estate



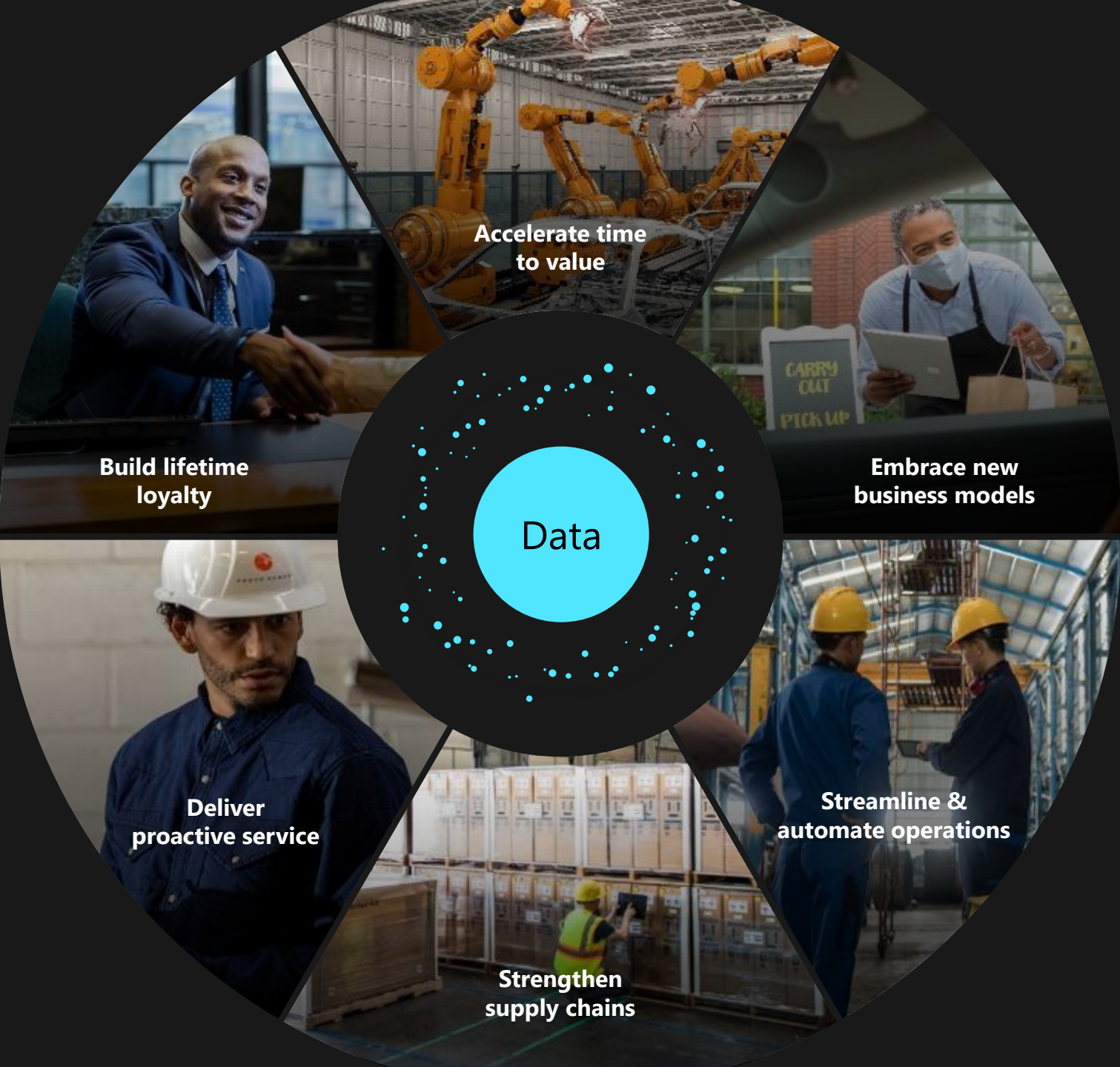
Cybersecurity

Threat actors playing in the gaps and software assurance are top challenges



Make Starter Decision with Microsoft Dynamics 365

Nattawut Tipsanprom
Partner Development Manager – Business Applications
10 March 2022



Accelerate time to value

Embrace new business models

Streamline & automate operations

Strengthen supply chains

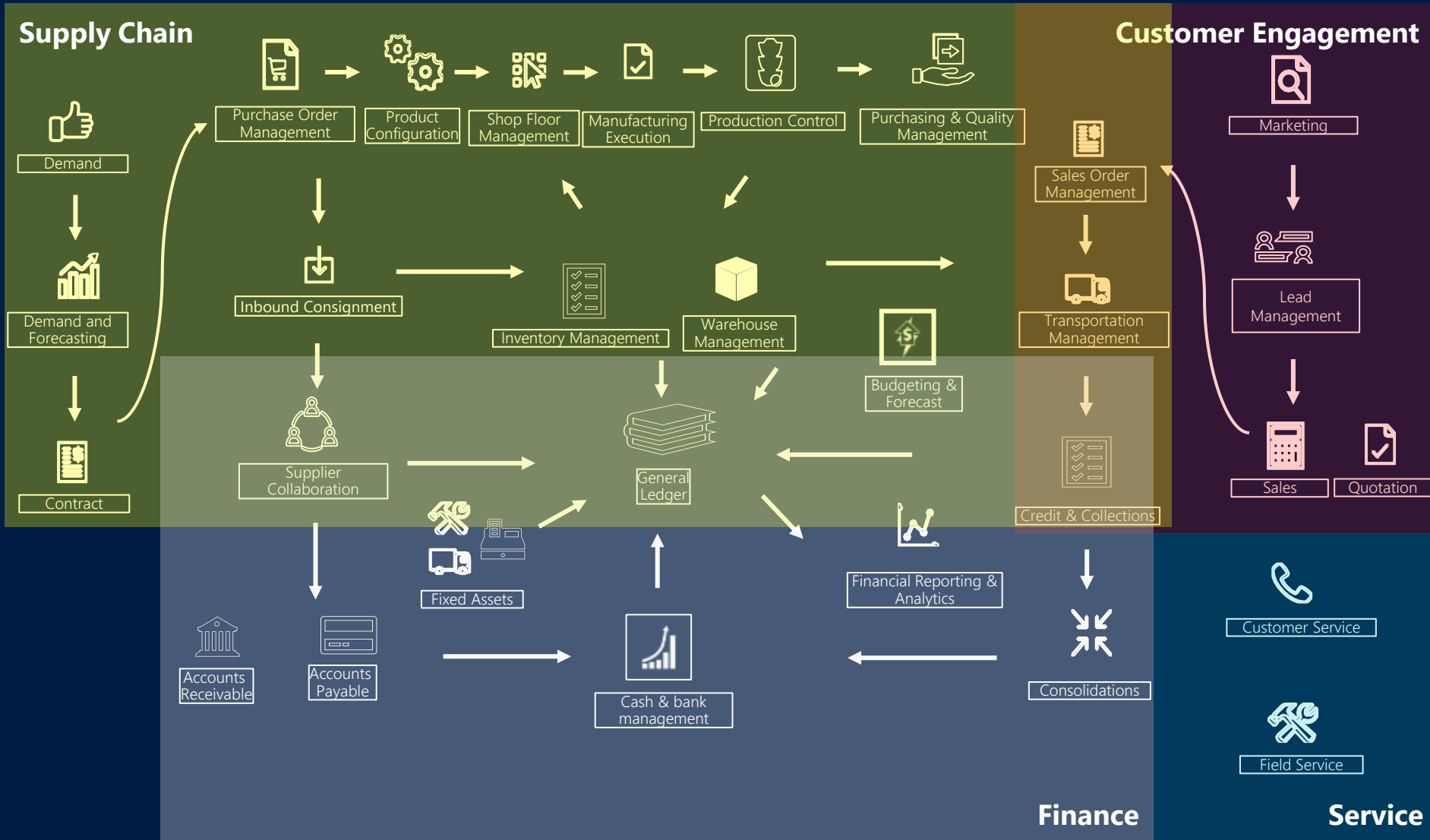
Deliver proactive service

Build lifetime loyalty

Data



Core Capacities



Microsoft Power Platform

No code, low code, and code first—all are welcome



Power BI
Business analytics



Power Apps
Application development



Power Automate
Workflow automation

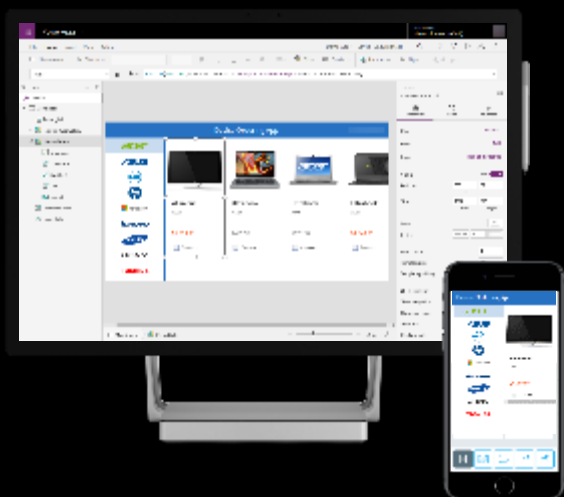


Power Virtual Agents
Intelligent virtual agents



PowerApps

A low-code approach to building apps



Easily build web & mobile apps with a full featured low-code/no-code platform (primarily LOB + B2E apps today)

Connect to your existing data with 400+ pre-built connectors and custom connectors

Strong enterprise governance & security

Pro-dev extensibility enable "no limits" development



Power BI

A low-code approach to self-service BI



Drive a data culture for everyone, every decision, at any scale

Empower every individual with familiar data experiences and AI infused insights

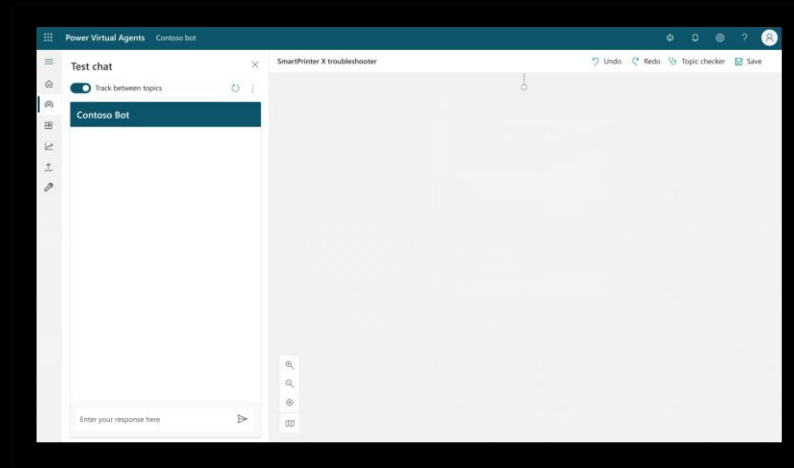
Infuse teamwork with data by weaving BI into the fabric of where you work

Scale to 100,000s of users, meeting the most demanding enterprise needs



Power Virtual Agents

A low-code approach to conversation



Engage with your customers and employees conversationally. Resolve routine issues easily, freeing up staff to focus on complex matters

Empower your subject matter experts. Easily create powerful bots using a guided, no-code graphical interface and AI-driven suggestions

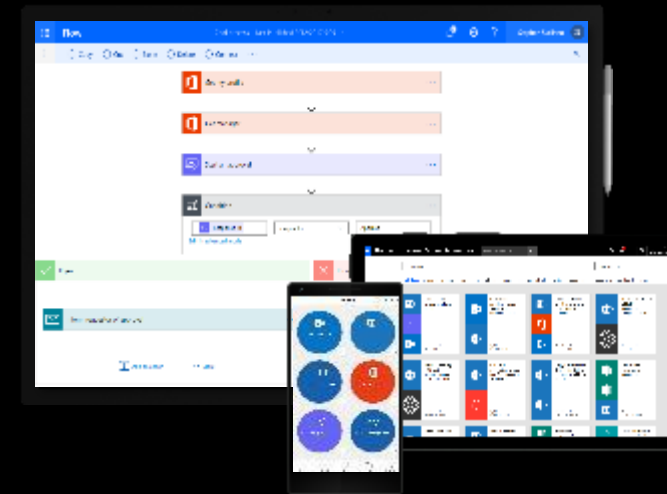
Less talk more action. Leverage all the Power Platform connectors or call APIs and custom processes using Power Automate

Easily extend your bots. Add even more complex capabilities using Microsoft Bot Framework



Power Automate

A low-code approach to automation



Model business processes and automate workflows and your apps and services

Connect to all your data with 400+ pre-built connectors, RPA and custom connectors

Strong enterprise governance and security

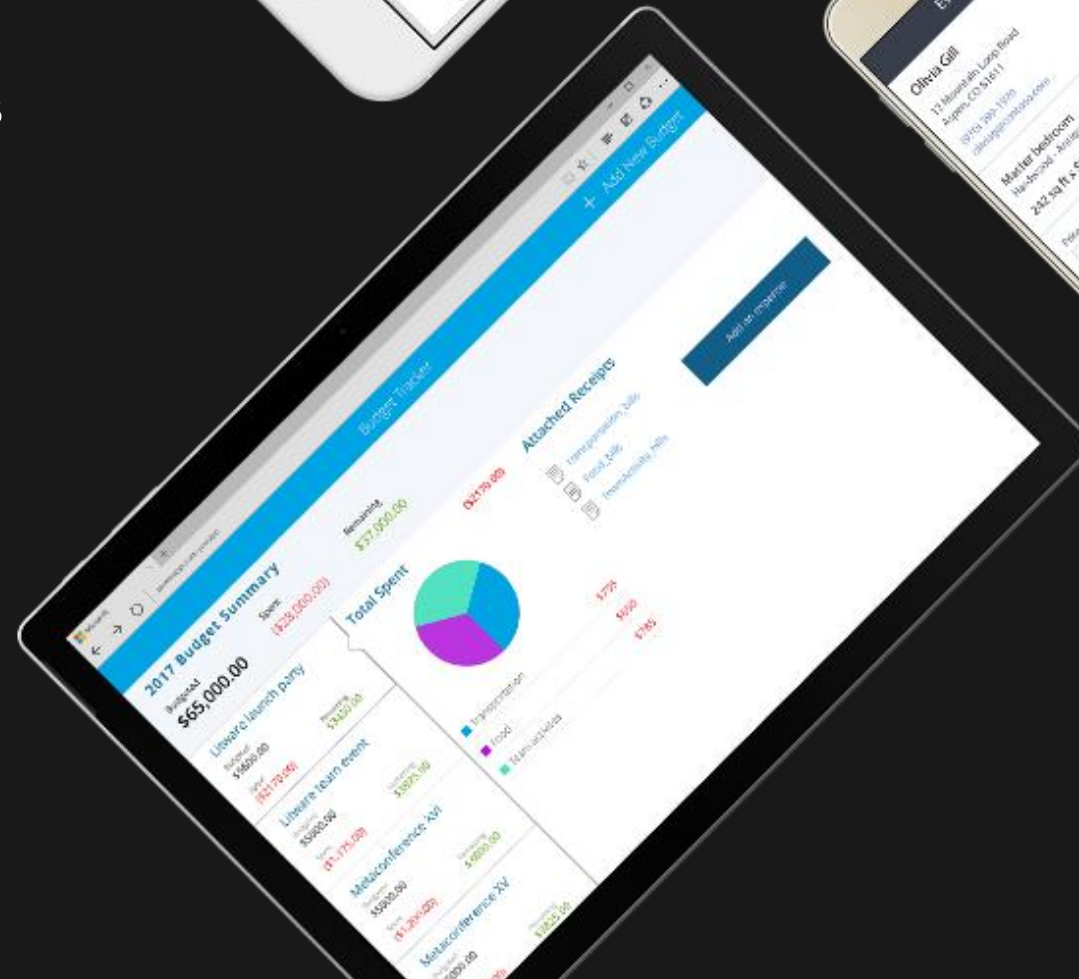
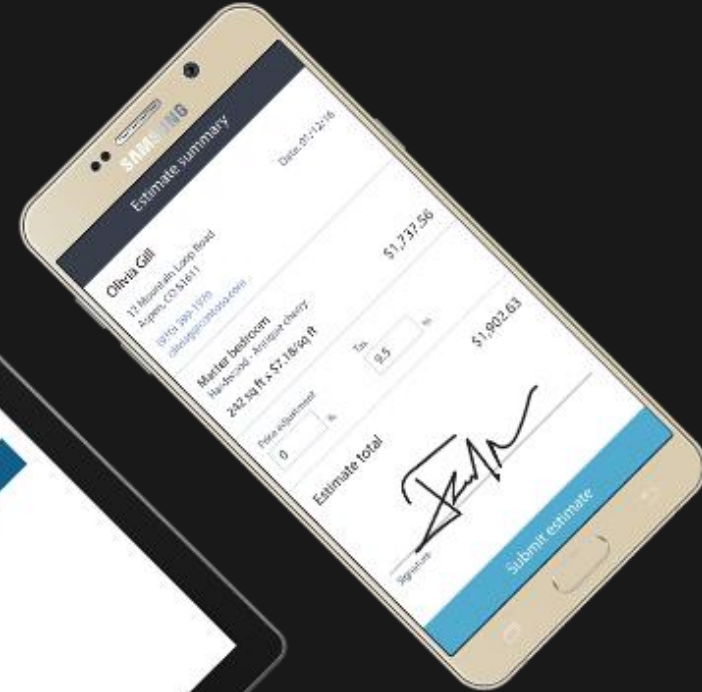
Pro-dev extensibility with Azure and custom logic

Cross-platform

Publish instantly to iOS, Android, Windows, and the web

Sharing apps is like sharing documents

Manage across environments



"Our industry does not respect tradition - It only respects innovation & trust."

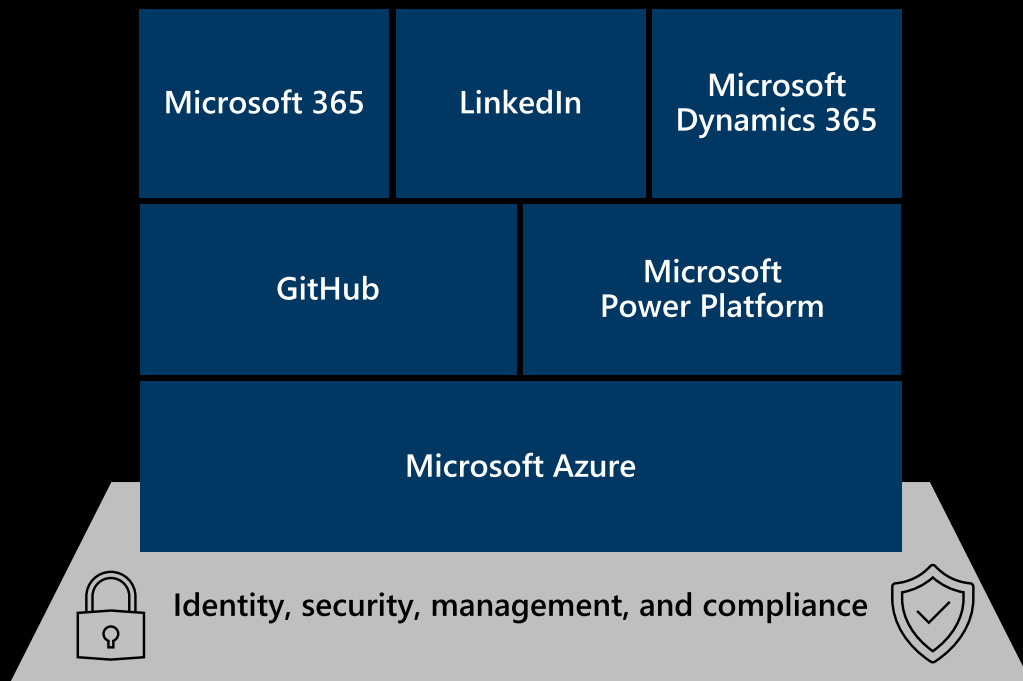


Satya Nadella
CEO Microsoft

Microsoft cloud

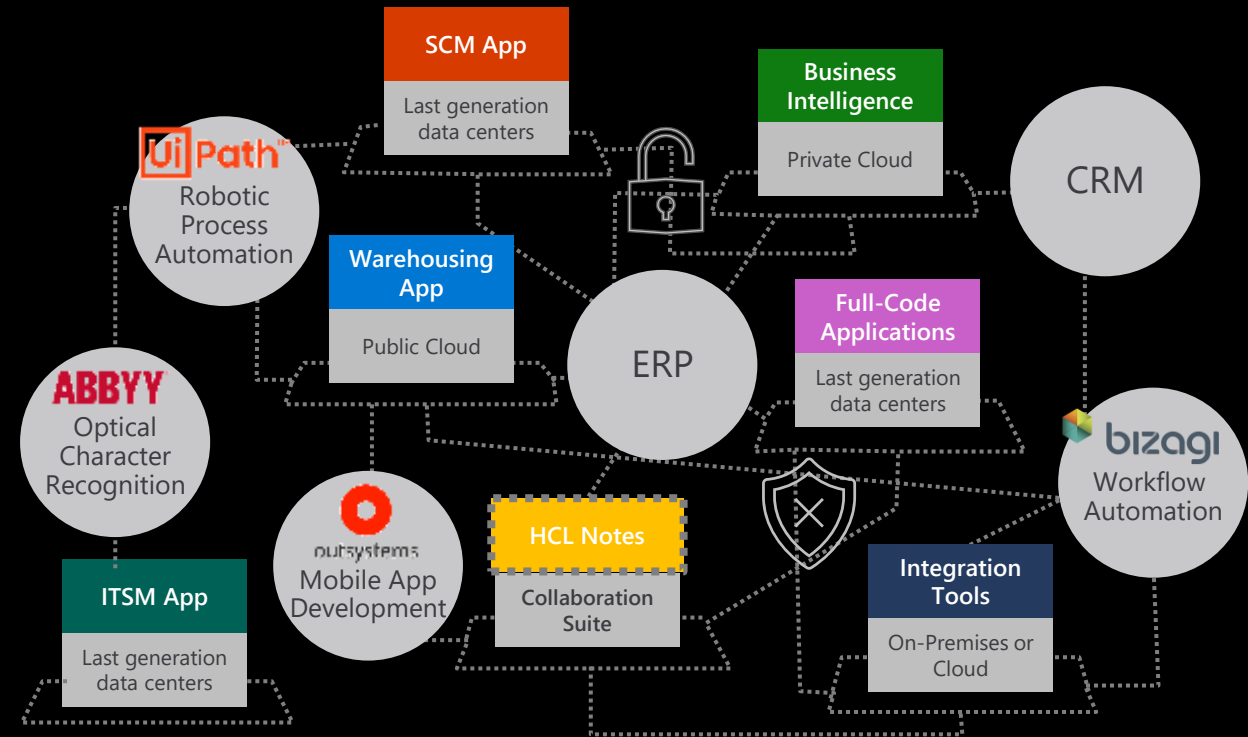


Microsoft Cloud



- ↑ Seamless integration architecture with lowest TCO
- ↑ Highest user satisfaction and always on latest version
- ↑ Hassle-free IT administration with focus on Innovation

Traditional approach



- ↓ Increasing complexity | higher cost & security challenge
- ↓ Lower user acceptance due to entry hurdles
- ↓ Higher administration effort | need for experts

Build a digital foundation for agility and growth

The building blocks of a customer-first digital business

- Poorly informed decisions > **Break through barriers**
- Resistant to change > **Innovate everywhere**
- Slow time to value > **Create impact faster**
- Siloed progress > **Adapt to anything**

Break through barriers



**Harness data
everywhere**

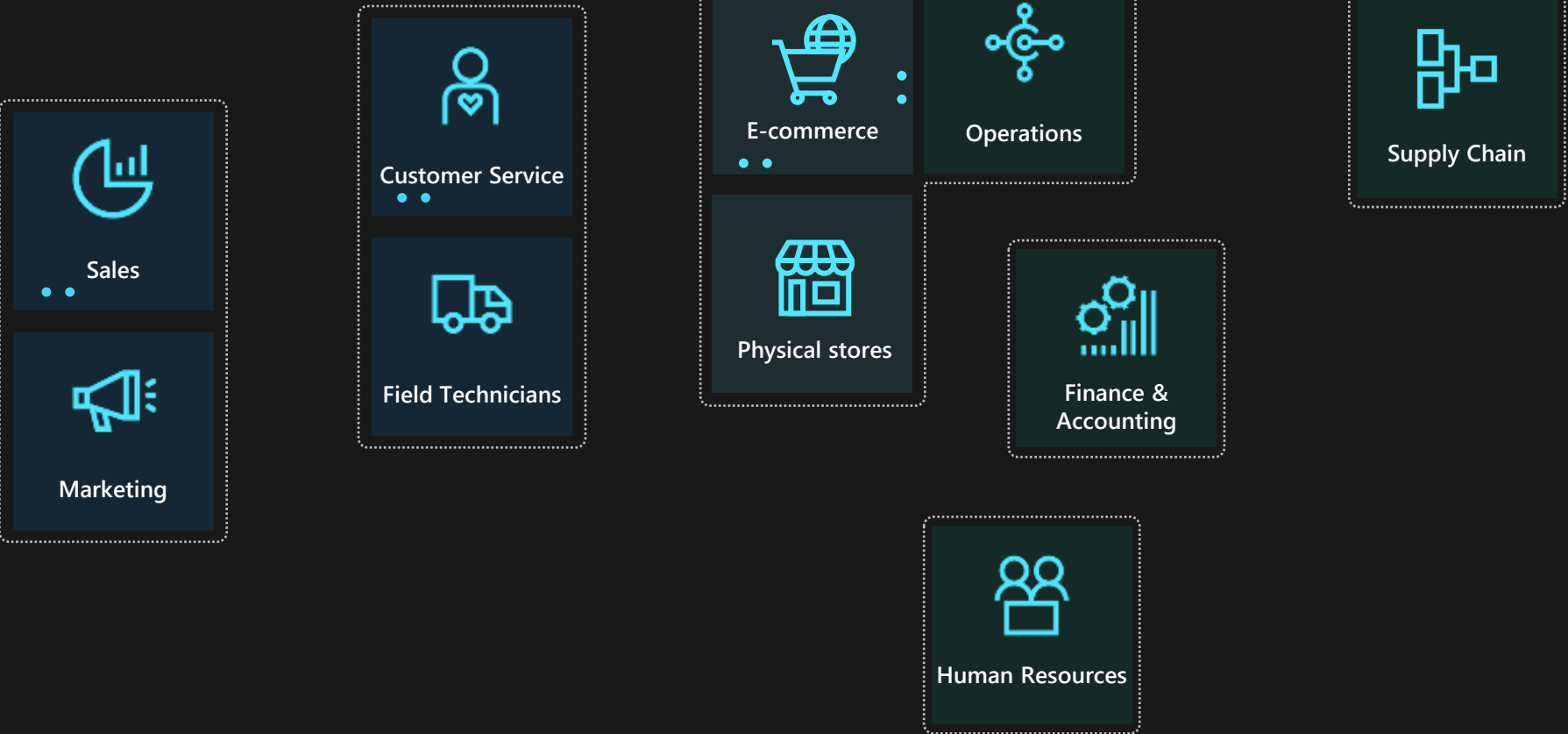


**Generate continuous
insights**



**Stay secure and
compliant**

Break down data silos across every department



Drive customer centricity across departments with unified data and insights



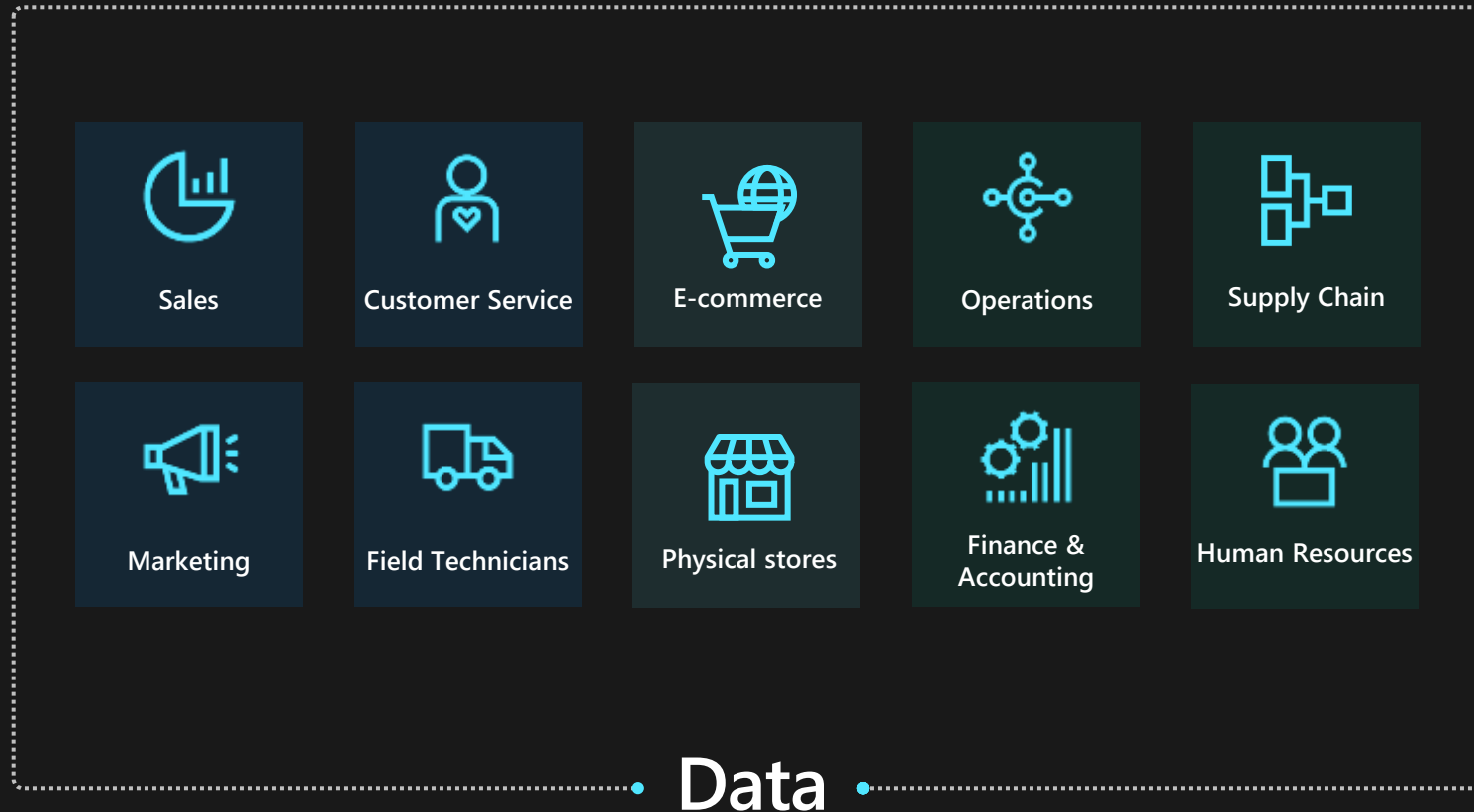
Customer activity



Market data



3rd party services



Drive customer centricity with unified data and insights

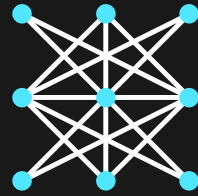




Walgreens
Boots
Alliance



• **Harness data everywhere** •



Unified and unlocked insights into 100 million member records

Revealed audience insights
to power personalized omnichannel experiences

Delivered more engaging customer offers
while respecting privacy choices

Innovate everywhere



**Seamlessly
integrated cloud**

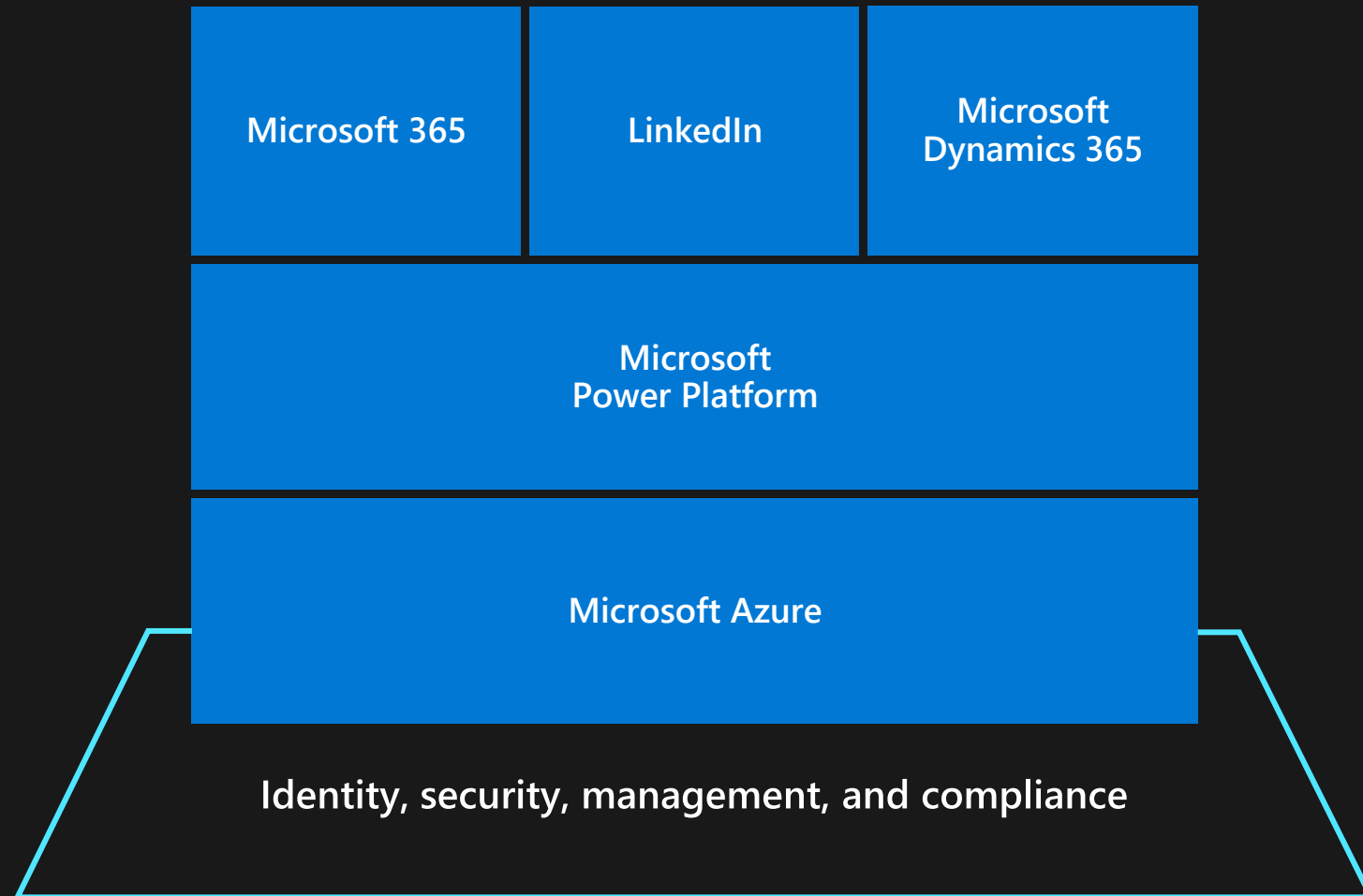


**Turn any idea
into action**



**Elevate
teamwork**

Microsoft cloud



Microsoft cloud

Single source of business data

World-class identity and data protection

Enhance business processes with AI



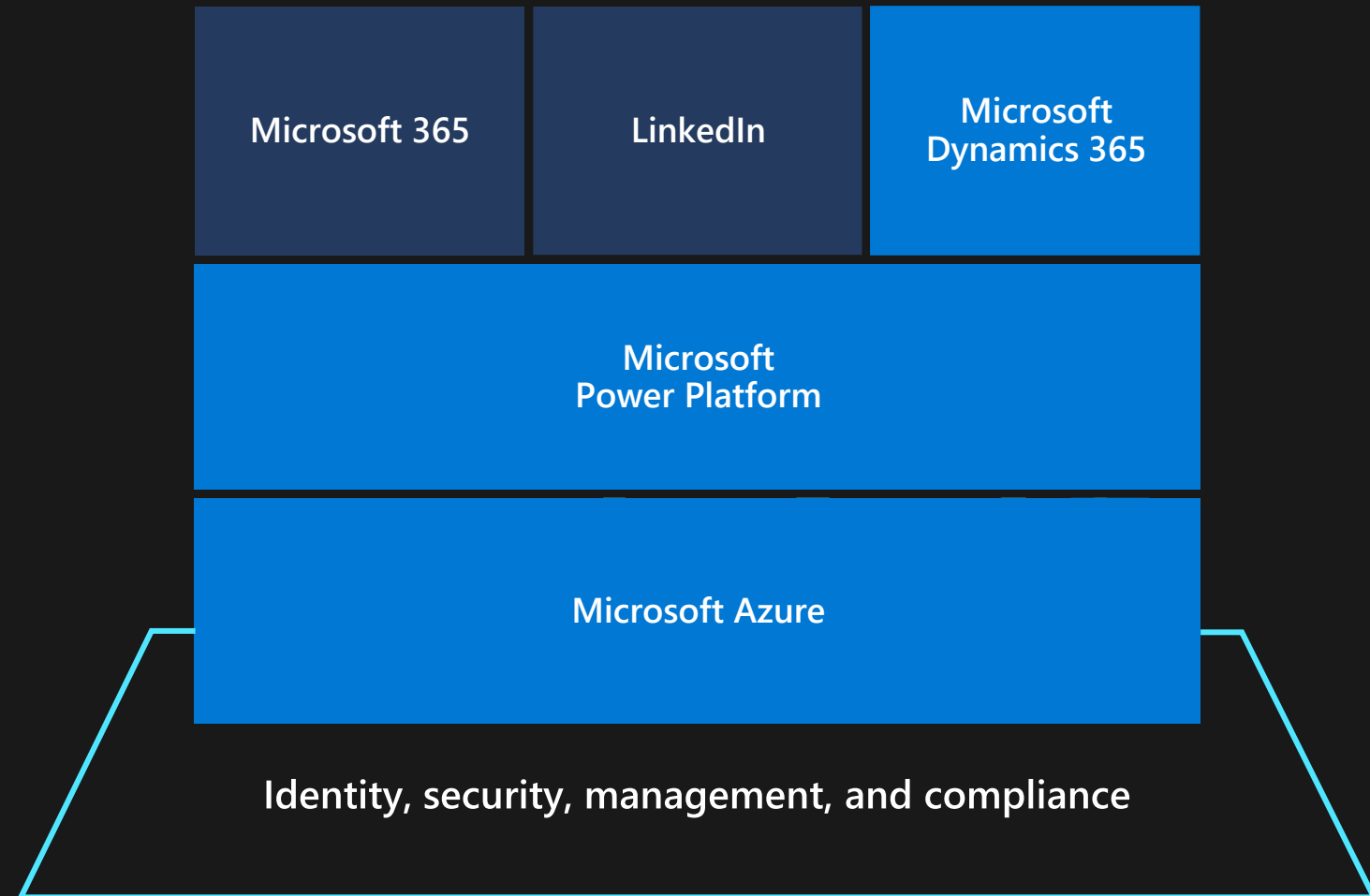
Microsoft cloud

Optimize service with virtual agents

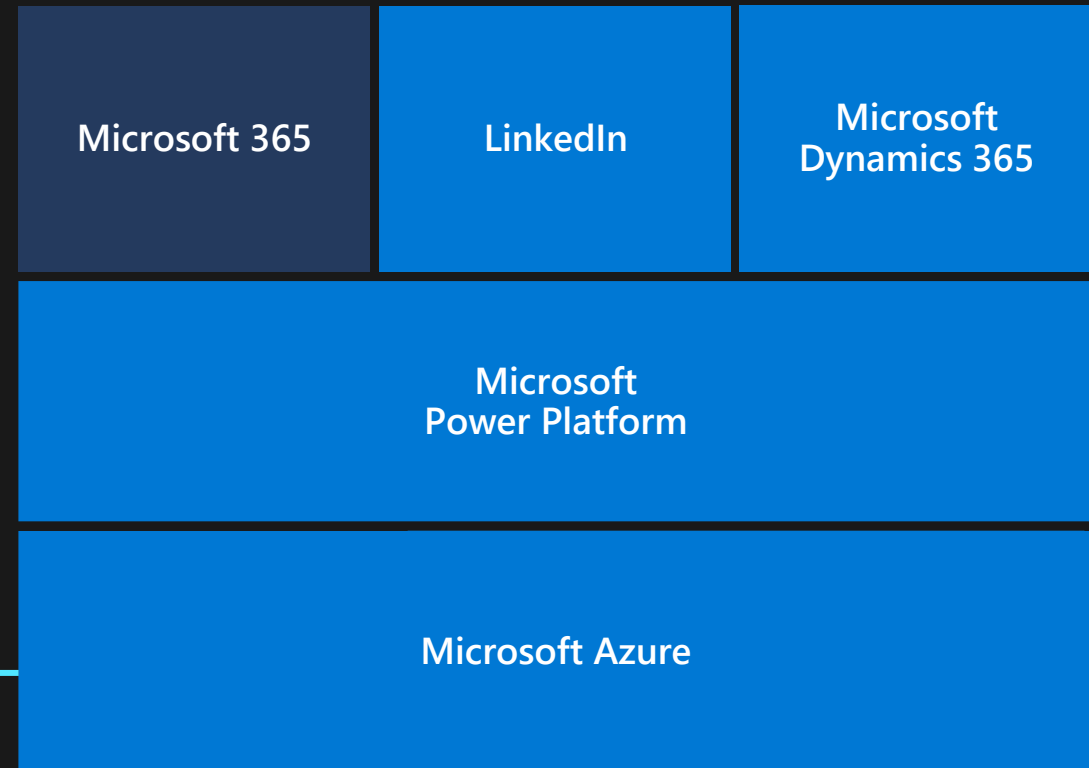
Democratize app development

Embed advanced analytics dashboards

Automate manual, complex workflows



Microsoft cloud



Identity, security, management, and compliance

Sync LinkedIn profile data with Dynamics 365 records

Track buyer activities with actionable insights

Personalize engagement with icebreakers and mutual contacts

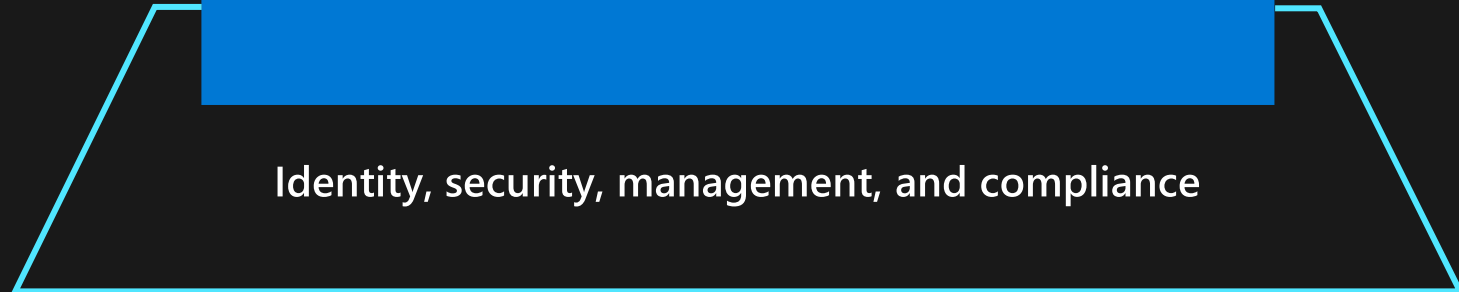
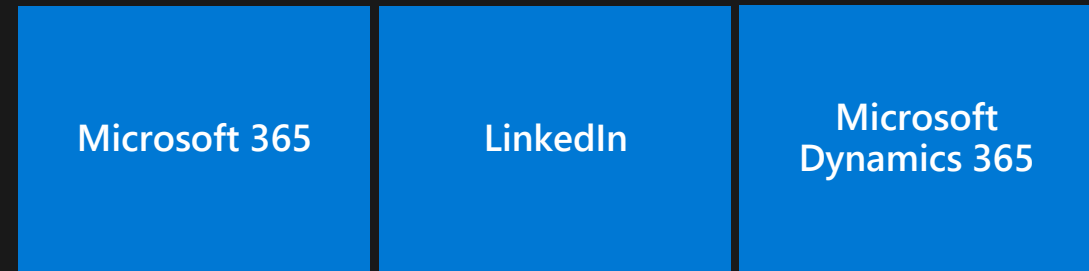
Microsoft cloud

Bridge processes, productivity and collaboration

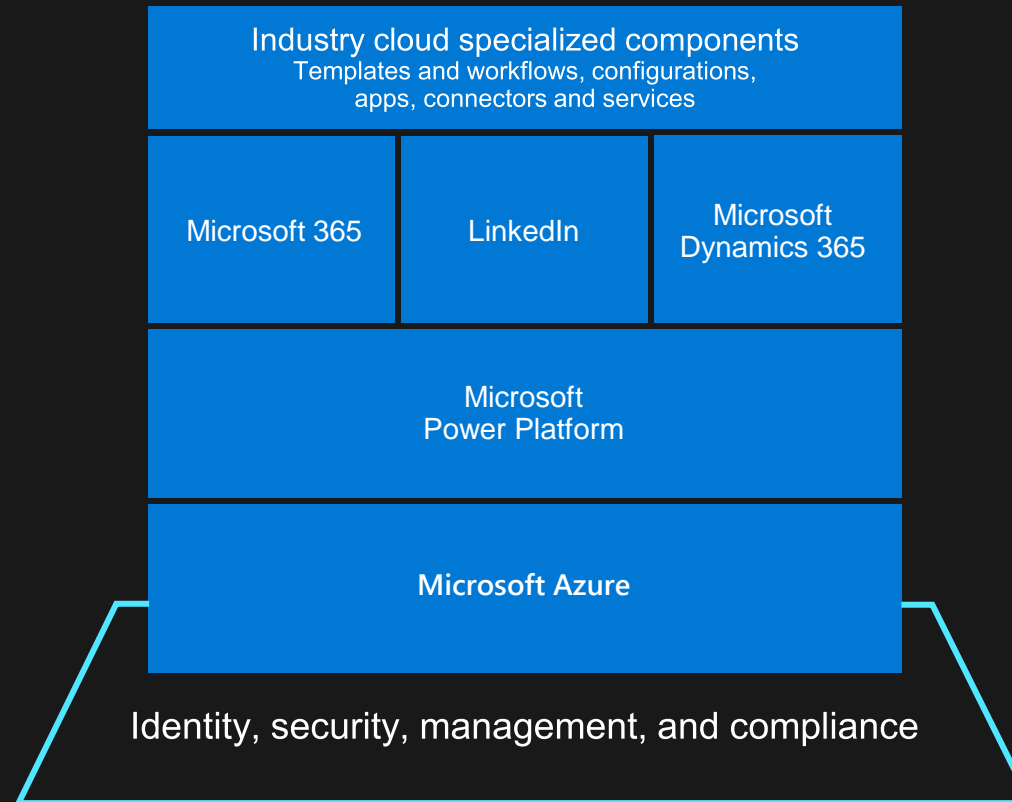
Integrated workspace for teamwork

Share data and records seamlessly

Boost collaborative selling and engagement



Introducing Microsoft industry clouds



Integrate

industry-specific capabilities

Accelerate

adoption of Microsoft cloud

Extend

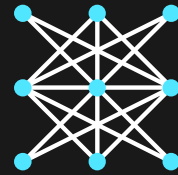
through partner ecosystem

L'ORÉAL

PARIS



Innovate Everywhere



L'Oréal reduces carbon footprint while resolving equipment issues faster—remotely

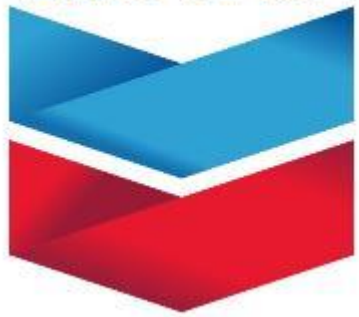
Downtime dramatically reduced

Time spent on diagnostics and resolution reduced by half

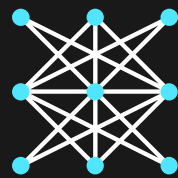
Decentralized operations

Enabling decentralized operations across globe

Chevron



Innovate Everywhere



Mixed reality and Microsoft Teams enable remote inspections and expert guidance anywhere

**Global experts everywhere,
any time**

Experts empowered to remotely inspect facilities, guide engineers in real-time

**Solving issues faster,
more safely**

Saves hours or days of troubleshooting, resolves issues in dramatically shorter time

Create impact faster



**Modular and
purpose-built**



**Connected
end-to-end**

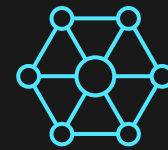


**Rapidly deploy
and onboard**

CRM



ERP





Sales



Marketing



E-commerce



Finance &
Accounting



Operations



Customer Service



Field Technicians



Physical stores



Human Resources



Supply Chain



Dynamics 365 stands above the rest

Dynamics 365 is the only portfolio of intelligent business applications that combines immediate impact with the flexibility to rapidly extend without limits

• **Data + Intelligence + Security** •

Customer Engagement

Sales



Marketing



Customer Service



Field Service



Product Visualize



Customer Insights



Virtual Agent for Customer Service



Remote Assist



Customer Voice



Connected Operations

Commerce



Human Resources



Business Central



Finance



Supply Chain Management



Connected Store



Fraud Protection



Project Operations



Guides



IOM



Microsoft Power Platform:



Power BI



Power Automate



Power Apps



Power Apps

CAMPARI GROUP



• Create impact faster •



Deployed Dynamics 365
—and first marketing
campaign—in two weeks

**Unifying
disconnected data**

across marketing, sales,
and customer service
for a 360-degree
customer view

**Engaging
with impact**

Customer Insights
reveals customer activity
across different sites and
channels

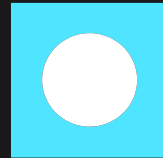
**Orchestrating end-to-
end customer journeys**

with Dynamics 365
Marketing for
personalization across
all touch points.

Adapt to anything



**Rapidly respond
to change**



**Reshape and
transform**



**Be future
ready**

Customer engagement

Personalized customer experiences

Predictive service & maintenance

Omnichannel fulfillment



Customer engagement



Personalized customer experiences

Predictive service & maintenance

Omnichannel fulfillment



Customer engagement



Personalized customer experiences

Predictive service & maintenance

Omnichannel fulfillment



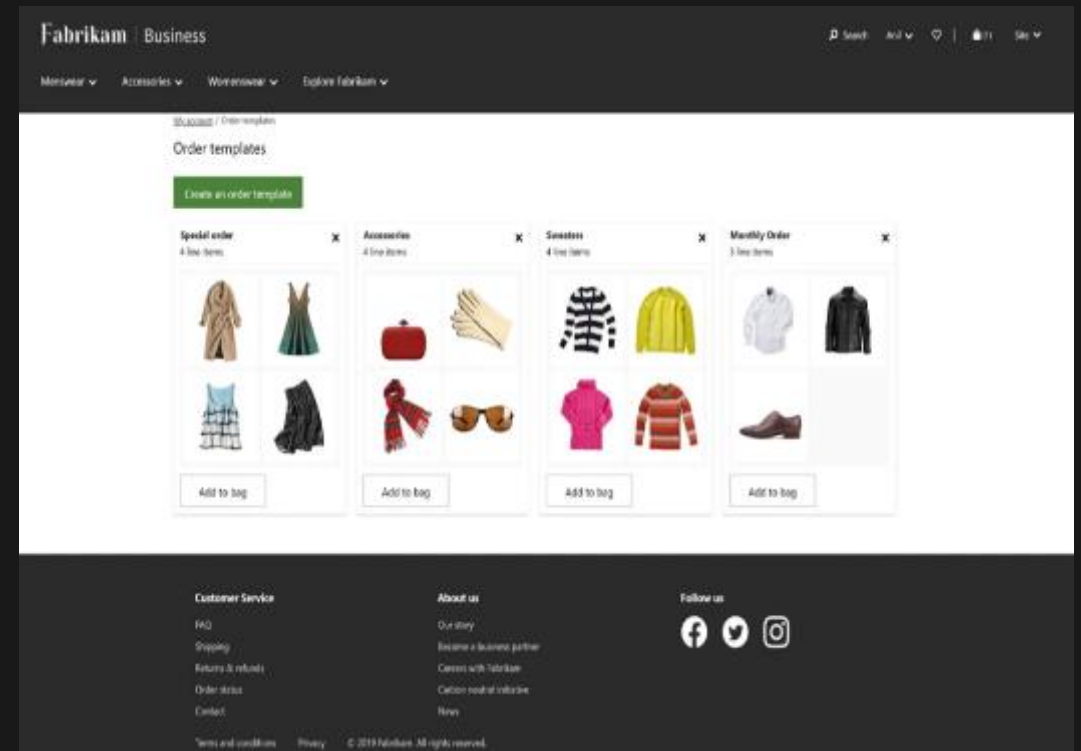
Connected operations

B2C + B2B e-commerce

Automated order fulfillment

Real-time, cross-channel inventory visibility

Comprehensive financial insights



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Automated order fulfillment

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Comprehensive financial insights



Unify teams
around
exceptional
experiences,
at scale



Personalized
engagement

Relationship
selling

Intelligent
manufacturing

Microsoft
Dynamics 365

Proactive, always-on
service

Hyper-efficient order
processing

Adaptable
supply chain



Mercedes-Benz



• **Adapt to anything** •



**Deployed first-ever
mixed reality automotive
maintenance support system
in six months**

**Faster service &
maintenance**

with hands-free global
remote collaboration
between technicians

**improved service
technician efficiency**

3D hologram schematics
and diagrams overlay real-
world field of views



“

Microsoft technology runs our business. Dynamics 365 for Operations provides the backbone infrastructure for the Renault Sport Formula One team, supporting everything from design to manufacturing to our success on the race track.

”

- Cyril Abiteboul
Managing Director, Renault Sport Racing





“

Our focus in moving to the cloud was to allow our team to access our data anywhere. [It] is revolutionizing our relationship with our customers and it's empowering us with information on hand to answer questions anytime, anywhere

”

-Ben Hagler
VP of Engineering & Ops, Hagler Systems





“

We wanted to become more automated in order to free ourselves from human errors and build a company knowledge base all employees can rely on, as well as standardization and improvement of process efficiency in all areas but especially operations and back-office, and improvement of cash flow, thanks to reduction of inventory both in terms of raw materials and finished products


”

-Wojciech Knapik: CIO
Selena FM SA



A recognized leader in the market

Gartner®

 Magic Quadrant

Leader in the Magic Quadrants for:

- Sales Force Automation
- Field Service Management
- CRM Customer Engagement Center

Visionary in the Magic Quadrants for:

- Cloud ERP for Product-Centric Enterprises
- Cloud Core Financial Management Suites for Midsize, Large and Global Enterprises

FORRESTER®

Leader in the Forrester
Wave for Customer
Analytics Technologies



2020 Gartner Peer Insights Customers' Choice
for CRM Lead Management

Powering limitless agility for global brands



500,000

customers worldwide







Our experience

KPMG in Thailand



During the COVID-19 situation

Components Used:



Special endeavor around crisis management and business continuity

The image displays five sequential screenshots of the KPMG mobile application interface, illustrating the process of managing a vaccine profile. The app is titled 'KPMG' and features a blue header with the KPMG logo. The first screenshot shows a main menu with options: 'KPMG ANYWHERE', 'Self-Declaration Survey', 'Vaccine Profile', 'Request office access', and 'My QR'. The second screenshot shows the 'Vaccine Profile' screen for a user named Akawit Santisakulart, an Advisory Manager at BC Tech Innov (KPBA). It displays 'Vaccination Information' (AstraZeneca, First Shot on: 23-Jun-2021, Second Shot on: 02-Sep-2021) and 'Booster Dose' (Vaccine: Shot on: Edit Booster). The third screenshot asks 'Do you wish to receive the Moderna booster shot once it becomes available?' with 'Yes' and 'No' radio buttons. The fourth screenshot shows the 'Create Profile' screen with 'Vaccination Information' (Vaccine: AstraZeneca, First Shot on: 23-Jun-2021, Second Shot on: 02-Sep-2021) and 'Vaccine Preferences' (Option 1: Moderna, Option 2: Pfizer-BioNTech). The fifth screenshot shows the 'Booster dose (3rd dose)' screen with a warning message and fields for 'Vaccine' and 'Shot on: 31-Dec-2001'.

Key features include:

- **KPMG Anywhere** – Feature for KPMG staff to check-in, identifying whether they are working at a client office, KPMG office or working from home.
- **Self-Declaration Survey** – As part of KPMG staff's health, safety and social responsibility initiative, KPMG staff must answer a self-declaration survey every Monday.
- **Vaccine Profile** – KPMG staff must input all vaccine information, and can be able to request the booster shot from this app.
- **Request Office Access** – Those that would like to access KPMG office will need to submit a request and get approval before being able to enter the KPMG office.



Purchase requisition & Budget control App

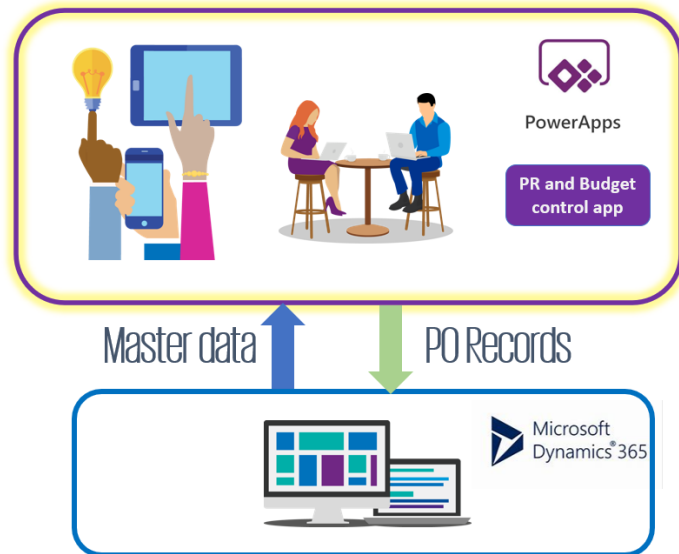
Components Used:



KPMG client case study

Key features include:

- **Purchase Requisition and budget control** – Feature for staff to create and maintain PR with budget control by departments, Report.



ERP Consult

PURCHASE REQUISITION / การขออนุมัติซื้อ

สถานะการขอซื้อ **DRAFT**

แบบฟอร์มการขอซื้อ

REQUESTER DETAIL

DATE / วันที่เอกสาร: 14/02/2022

REQUEST BY / ผู้ขอซื้อ: ERP Consult

BRANCH: Warehouse

BU: COCO

DEPT: IT

Location / สถานที่จัดส่ง: Warehouse

Request Type: สินค้า / บริการ / สินทรัพย์ ขอมบ่ารุงรายการสินทรัพย์

REASON CODE: PR

REASON / เหตุผลในการขอซื้อ: ขอซื้อ

INFORMATION / รายละเอียดการขอซื้อ

VENDOR / ผู้ขาย: บริษัท จาโกต้า บราเดอร์ส เทคดิง จำกัด

LIST ITEM / รายการขอซื้อ: + ADD ITEM

ITEM NO.	DESCRIPTION	QTY	UNIT	PRICE
3087	เฟรนฟรายส์ - American Style	1	CARTON	10,000.00
SUB TOTAL				10,000.00
VAT		7		
TOTAL				10,700.00
DATE NEED		18/02/2022		BUDGET AMOUNT: 0

ITEM NO.	DESCRIPTION	QTY	UNIT	PRICE
3037	เฟรนฟรายส์ - Simplot	10	CARTON	1,000.00
SUB TOTAL				10,000.00
VAT		7		
TOTAL				10,700.00
DATE NEED		18/02/2022		BUDGET AMOUNT: 0

DOCUMENT EVIDENCE / แนบเอกสารประกอบการขอซื้อ: There is nothing attached.

REQUEST AMOUNT / จำนวนเงินรวม: 21,400.00

Attach file

CLEAR FORM
Check Budget
SAVE
SUBMIT REQUEST

Purchase requisition & Budget control App

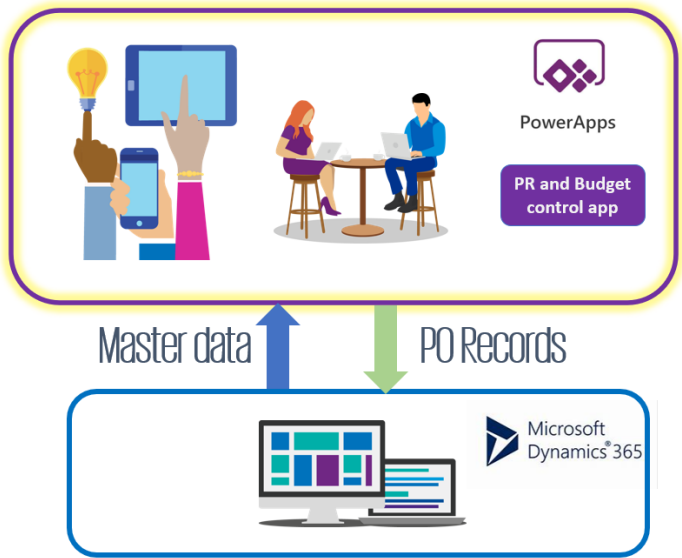
Components Used:



KPMG client case study

Key features include:

- **Approval process** – Notice an approval request by email, approval process applicable on mobile and PC.



The screenshot shows the 'Approvals' section in the Power Automate interface. The left sidebar contains navigation options: Home, Action items, Approvals (selected), Business process flows, My flows, Create, Templates, Connectors, Data, Monitor, AI Builder, and Process. The main area displays a table of pending approvals.

Request	Received	Details	Requ...
Please Approve or Reject : PR2105-0008	May 17, 12:39 PM (1 wk ago)	PR No. : PR2105-0008 R...	ERP Ad...
Please Approve or Reject : PR2105-0016	May 13, 03:08 AM (2 wk ago)	PR No. : PR2105-0016 R...	ERP Co...
Please Approve or Reject : PR2105-0015	May 13, 02:45 AM (2 wk ago)	PR No. : PR2105-0015 R...	ERP Co...
Please Approve or Reject : PR2105-0008	May 12, 01:49 PM (2 wk ago)	PRNo : PR2105-0008 Re...	ERP Ad...
Please Approve or Reject : PR2105-0005	May 12, 10:39 AM (2 wk ago)	PR No. : PR2105-0005 R...	ERP Ad...

Purchase requisition & Budget control App

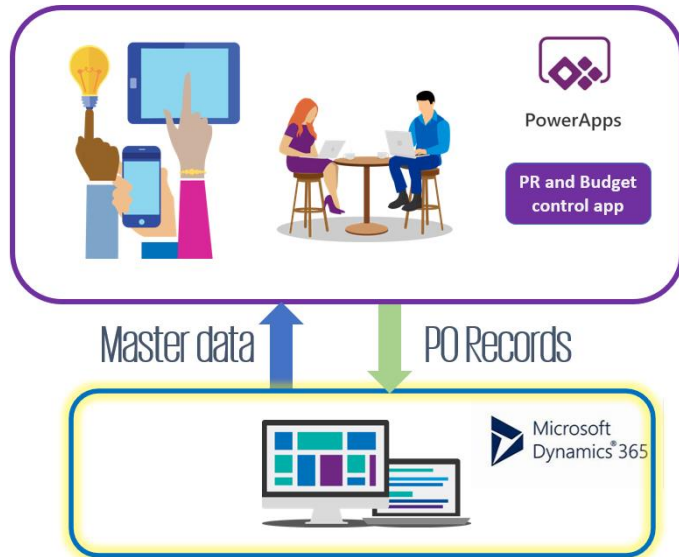
Components Used:



KPMG client case study

Key features include:

- **Automate create Purchase order** – Send approved PR to automatically create as PO on Microsoft Dynamics 365 .

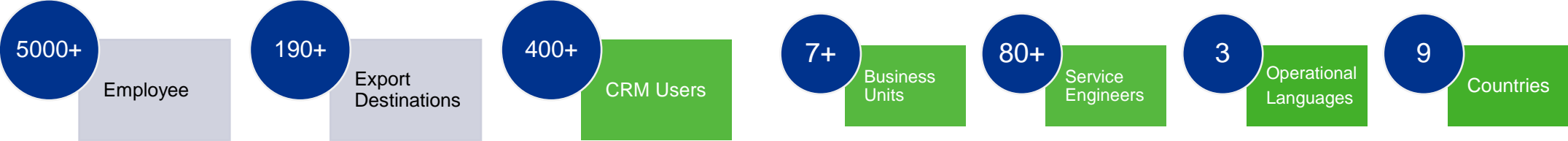


Purchase Orders

No.	PR No ↓	Document Date	Buy-from Vendor No.	Posting Description	Buy-from Vendor Name	Due Date	Status	Location Code
POD2106-0196	PR2106-0081	21/06/2021	VTD0001	Order POD2106-0196	บริษัท จาโกต้า บราเดอร์ส เทรดตั้ง จำกัด	20/07/2021	Open	
POD2106-0197	PR2106-0080	21/06/2021	VTD0001	Order POD2106-0197	บริษัท จาโกต้า บราเดอร์ส เทรดตั้ง จำกัด	20/07/2021	Open	
POD2106-0195	PR2106-0080	21/06/2021	VTD0001	Order POD2106-0195	บริษัท จาโกต้า บราเดอร์ส เทรดตั้ง จำกัด	20/07/2021	Open	
POD2106-0194	PR2106-0078	20/06/2021	VTD0001	Order POD2106-0194	บริษัท จาโกต้า บราเดอร์ส เทรดตั้ง จำกัด	20/07/2021	Open	
POD2106-0192	PR2106-0077	25/06/2021	VTD0017	Order POD2106-0192	บริษัท ไฟโก้ จำกัด	25/07/2021	Released	
POD2106-0191	PR2106-0076	25/06/2021	VTD0017	Order POD2106-0191	บริษัท ไฟโก้ จำกัด	25/07/2021	Released	
POD2106-0189	PR2106-0074	18/06/2021	VTD0067	Order POD2106-0189	บริษัท ฮีโลฟ ซิสเต็มส์ จำกัด	25/06/2021	Released	
POD2106-0190	PR2106-0073	18/06/2021	VTD0415	Order POD2106-0190	บริษัท ไชยชีพ (ประเทศไทย) จำกัด		Open	
POD2106-0188	PR2106-0072	18/06/2021	VTD0067	Order POD2106-0188	บริษัท ฮีโลฟ ซิสเต็มส์ จำกัด	25/06/2021	Released	
POD2106-0187	PR2106-0071	25/06/2021	VTD0067	Order POD2106-0187	บริษัท ฮีโลฟ ซิสเต็มส์ จำกัด	25/06/2021	Released	
POD2106-0185	PR2106-0071	25/06/2021	VTD0067	Order POD2106-0185	บริษัท ฮีโลฟ ซิสเต็มส์ จำกัด	25/06/2021	Released	
POD2106-0186	PR2106-0070	25/06/2021	VTD0067	Order POD2106-0186	บริษัท ฮีโลฟ ซิสเต็มส์ จำกัด	25/06/2021	Released	

Medical Equipment Manufacturer: The Client Needs...

About the Customer



Customer Key Needs

<p>Harmonized processes</p> <p>A consistent, harmonized region-wide Marketing, Sales and Service Processes & solution</p>		<p>Visibility & "Speed"</p> <p>Improved visibility across affiliates and optimizing the daily operations across Sales and Service</p>
<p>Data Governance</p> <p>Ease of use for sales and service, to ensure data are properly collected, entered and analyzed</p>		<p>Service Team Efficiency</p> <p>Solution to increase field service efficiency and improve daily operations from case logging to raising invoice</p>
<p>Mobile First</p> <p>Mobile capability to allows sales & Service to record activity & fasten daily operations</p>		<p>Quick Quote Vision</p> <p>Deliver company's vision to deliver quick quote turnaround</p>

Deploying the Industry Proven Solution

Agile Implementation

CRM Online Sales

- Customer 360* View
- B2B Sales management (lead – Quote)
- Monitoring Sales Pipeline
- Complex Quote Price Calculator
- Project Planning & Monitoring using **Project Service Automation**



Microsoft
Dynamics 365

Dynamics 365 Online

- Cloud driven CRM Transformation
- MOCA Mobile app for Sales transformation
- RESCO Mobile app for Service Optimization



CRM Field Services

- Customer Service Operations in 9+ Countries
- Planned & Unplanned Maintenance
- Sales & Service Agreements
- Engineer Scheduling & Dispatching
- Service Reporting in 4 + Languages
- Spare Parts Availability
- Customer Signature



Integrations

- Integrations with ERP (SAP ECC) at various touch points including Master Data & Transactional Data
- Outlook
- SharePoint
- Yammer for Cross Collaboration



Mobility

- RESCO for D365 Field Service
- MOCA App for D365
- Offline Mobile Solution
 - End TO End Sales & Service Process
 - Service Reports



Data Management

- Data Cleansing
- Data Migration



Business Intelligence

- MIS Reports
- Power BI Sales & Service KPI driven Power BI Reports



User Adoption & Change Management

- Diagnose
- Insights & Analysis
- Leadership alignment
- Develop Interventions
- Implement Interventions
- Monitor



Trainings

- Effective, experienced Train The Trainer approach
- Easy To User Training Manuals



Program Management Office

Service Management- Example use case

Components Used:



PowerApps



Power BI

SLA tracking

Track job compliance information against defined KPIs.

Queue Management

Maintain queues for handling specific job card queries assigned to appropriate skilled executives

Customer Consent

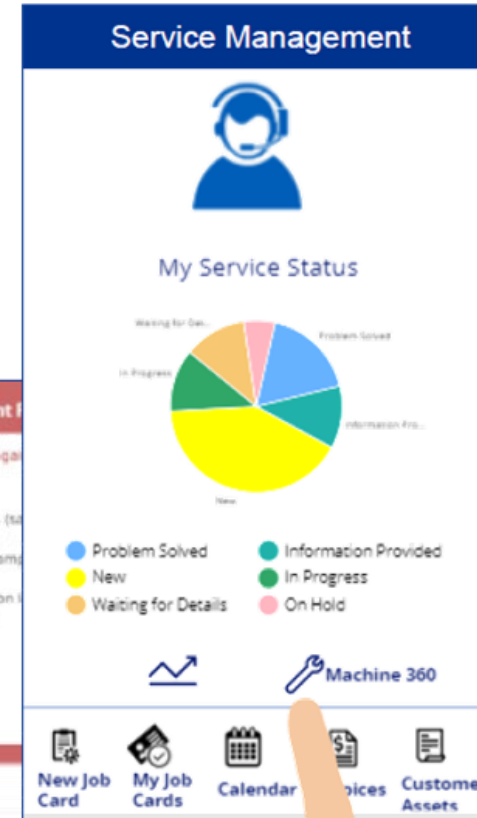
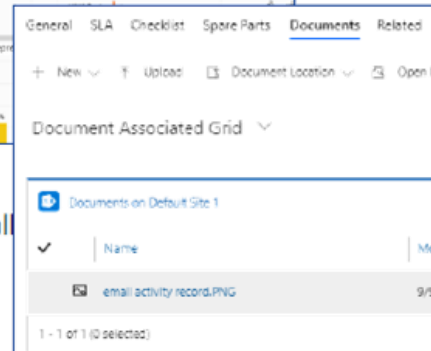
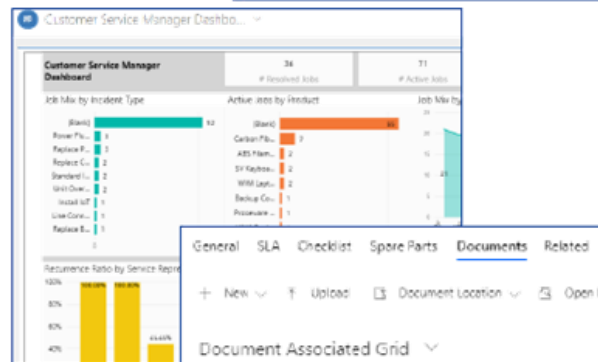
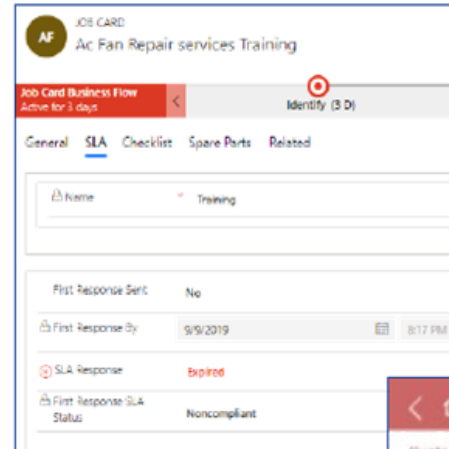
Take customer's consent for the services rendered by capturing its digital signature

Power BI Dashboards

Effective Performance visualizations using Power BI.

Document Management

Assess the Job card related documents all at one place in your SharePoint which is accessible from the Model App



Real time Job Status

Chart displaying the different statuses of service job cards assigned to the executive

Job Card creation

Provides a way to capture new job card details while the executive is on the go

Calendar View

Get a Calendar view of the scheduled and upcoming jobs with one click

Invoice Generation

Raise quick Invoices for the services performed

Machine 360

Provide a 360 degree view of the different customer assets in the system and their profile information

Dynamics 365 Customer Insights - Example use case

Components Used:

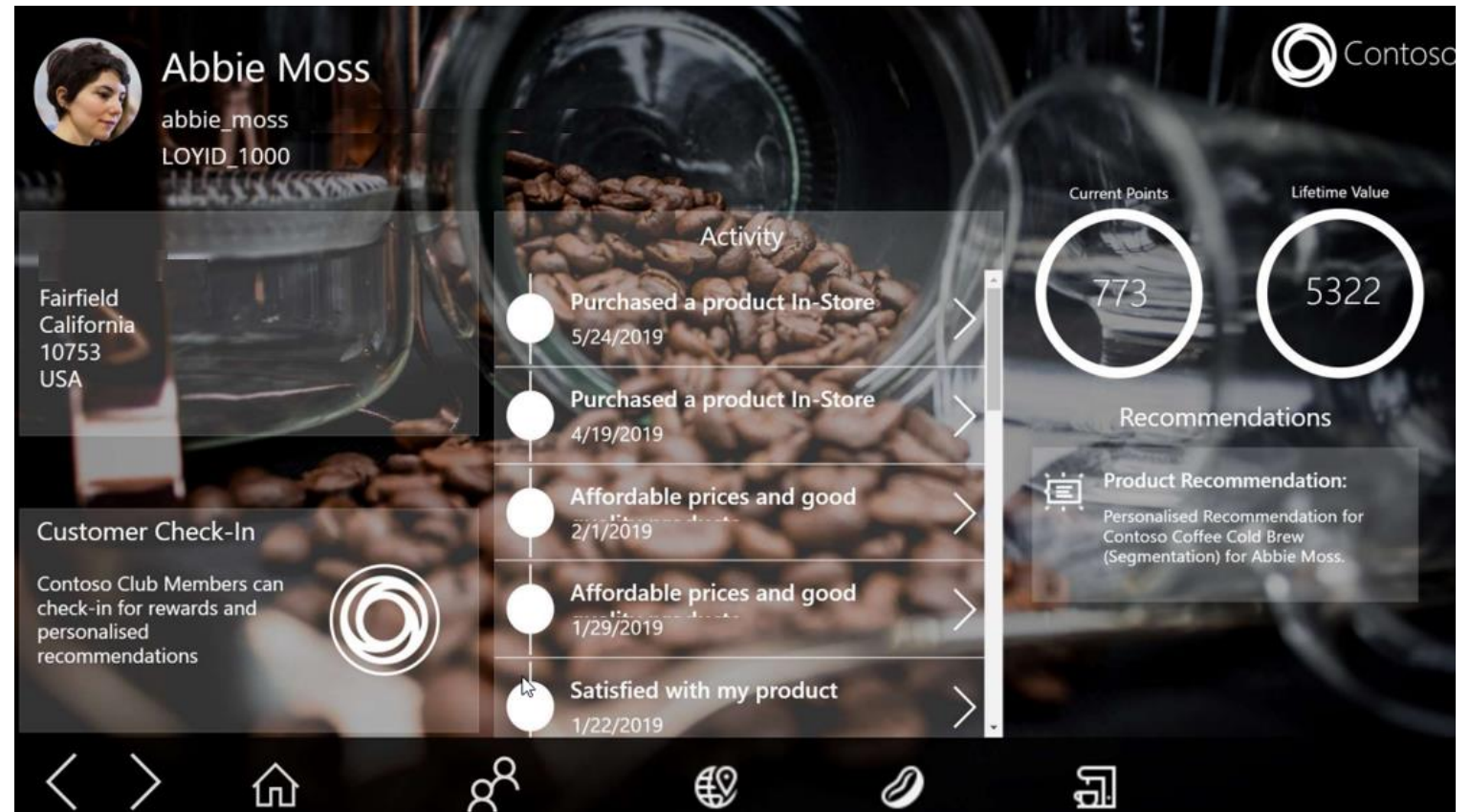


How Audience insights works

- Capture customer name and phone number into application (Power app).
- System will provide the complete picture of who the customer is

This customer description will include:

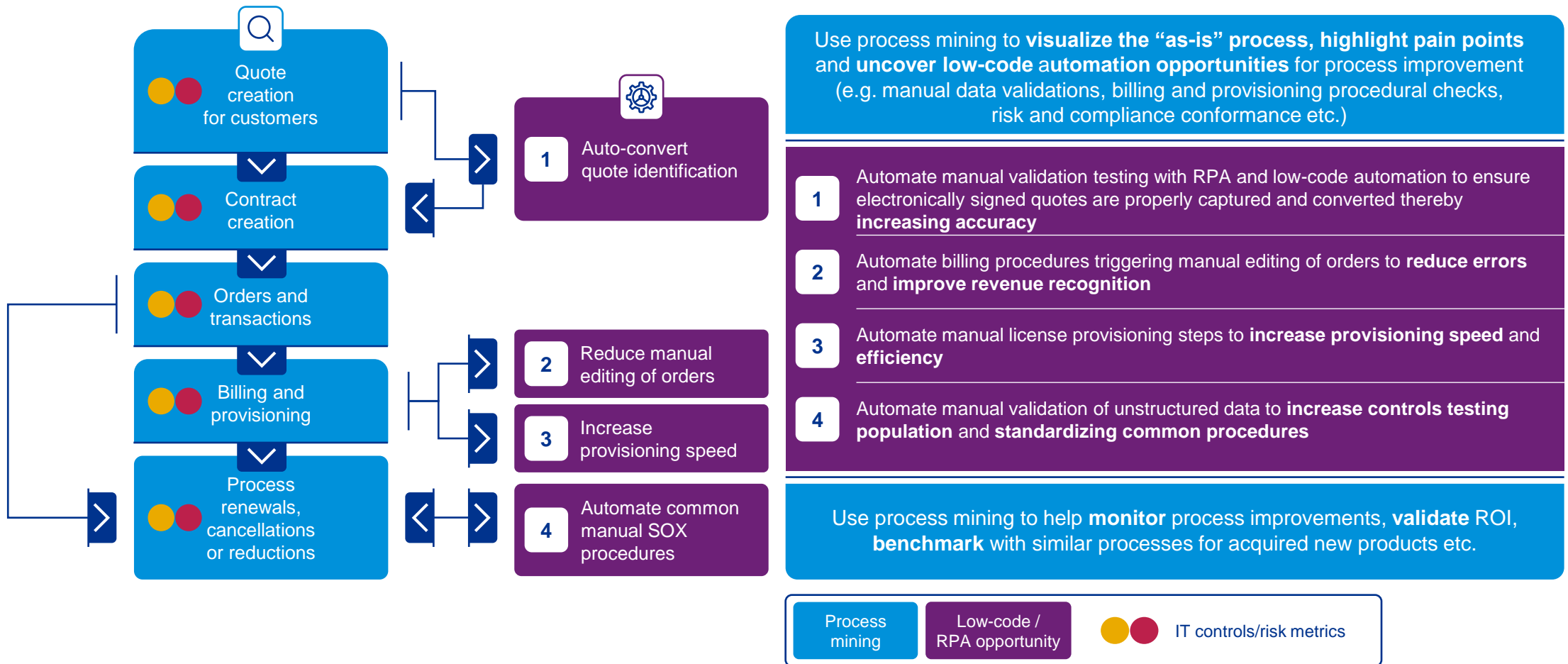
- All recent activities across Contoso's different touch points.
- The customer's current reward points balance.
- How much the customer has spent over their lifetime with Contoso.
- Product recommendations based on past buying patterns.





Quote-to-Cash

Leveraging process mining to map Quote-to-Cash activities and monitoring controls, while using low-code / RPA solutions to automate manual process inefficiencies



KPMG Expertise On Power Automate Across Domains



EFFICIENCY

SALES EFFICIENCY

- Power Automate Connector with Facebook (LeadGenerator)
- Generate leads from Chatbots and auto Assign to Sales Teams
- Automatic Report Generation from Invoices
- Automatically create Digitally signed Invoices



EXPERIENCE

CUSTOMER SERVICE OPTIMIZATION

- KYC Verification
- Track Customer Emails and auto download of attachments
- Customer report generation from a single consolidated file
- Bot will automatically align the SR to respective owners in ticketing tool.



AUTOMATION

FINANCE EFFICIENCY

- Purchase Order Creation
- GRN Entry and Two-way Matching
- Auto compilation of tax deduction Form 15CA
- Order to Cash Reconciliation
- Daily currency exchange rate update



PRODUCTIVITY

HR & EMPLOYEE PRODUCTIVITY

- Setting up New Hires
- Screening of candidates
- Create and Post Job Descriptions
- Automatic Team Meeting Setup



How can KPMG help you?

The background is a deep blue color with a subtle grid of small, light blue dots. A bright, glowing light flare is visible on the right side, creating a sense of depth and energy.

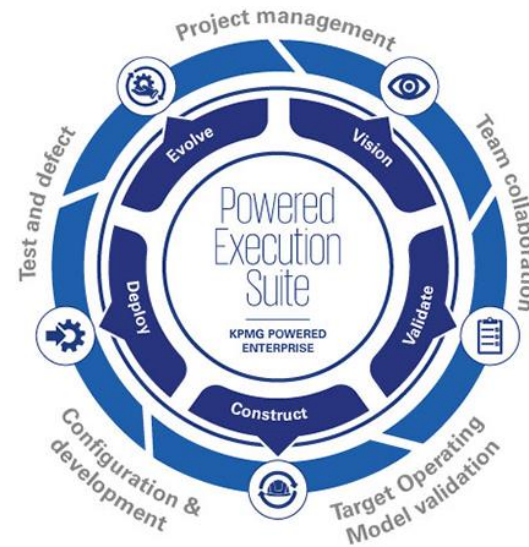
KPMG Powered Enterprise

KPMG Powered Enterprise



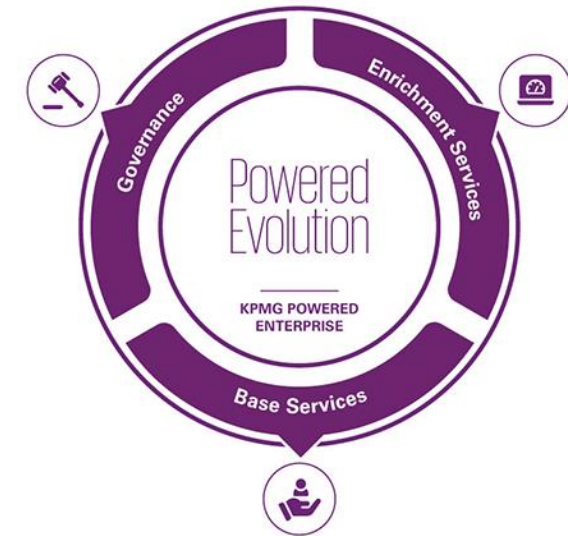
KPMG Target Operating Model

Shape how transformation plays through every layer of your organization. Ensure you gain maximum benefit from your technology platform, simplify organizational challenges and choose the most efficient path to achieve your functional goals by using KPMG leading practice pre-configured on the platform of your choice.



KPMG Powered Execution Suite

Achieve transformation value faster with reduced program risk. Access an integrated platform of next generation tools and methods to help deliver functional transformation. Take the complexity out of implementation and unlock value faster with reduced risk.

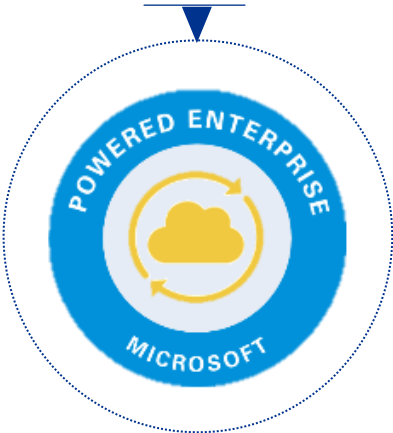
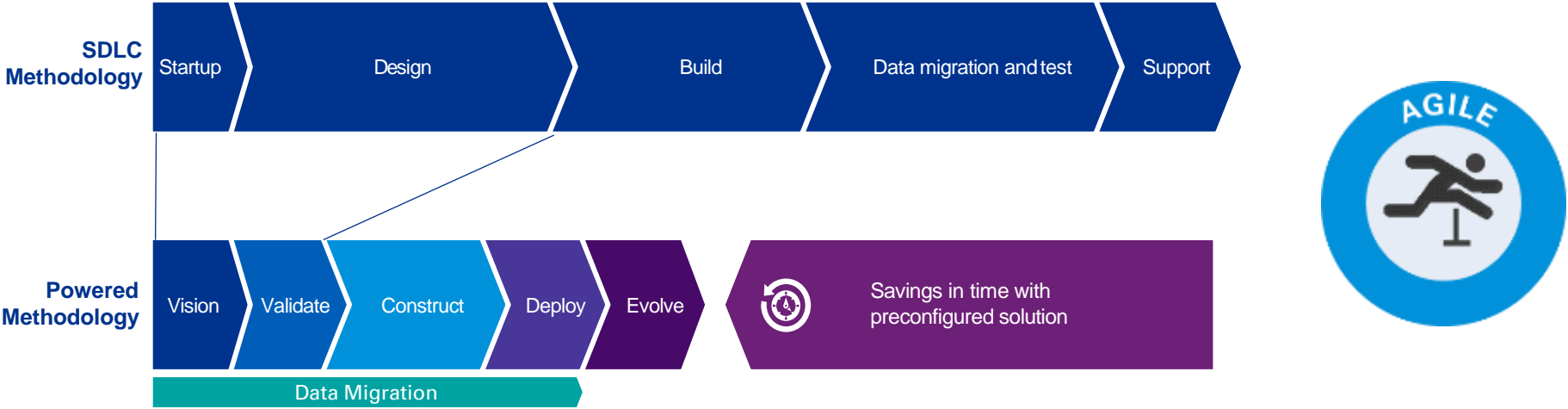


KPMG Powered Evolution


Adopt a platform and approach that drives continuing evolution and innovation. Use specialized on-demand services to drive continuing evolution and innovation. Keeping pace with the latest developments in technology and leading practice allows you to make transformation a way of business.

Helping organizations accelerate the Transformation journey


Our Cloud delivery method focuses on what is unique to the client's industry while providing pre-defined business solutions that are common to many companies.




Validation-driven design drives faster implementation :



80/20 rule: With **80% of the solution pre-defined**, our practitioners can focus on the **20% that is unique** to our clients and matters to their business and/or industry.



Experience the solution immediately: **Pre-configured solutions** allow our clients to view process scenario playbacks sooner.



Adapt versus adopt: Accelerated decisions are made with **pre-built business processes** that are configured in the cloud technology.

How can KPMG Help with Power Platform?

There are numerous ways we can help you with your PowerPlatform Journey...



Pilot Program

- Power Apps Workshops
- Use Case Evaluation
- POC Build, Test and Deploy
- Readiness Assessment
- Best Practices, Guidance



App Development

- Mobile-First app development
- Requirements and Wireframes
- Custom UI / UX
- Canvas and Model-Driven Apps
- Portal Apps for External Users



Workflow Automation

- Power Automate Flows for Apps
- UI Flows and Business Process Flows
- Business Rules, Alerts and Notifications
- RPA using WinAutomation (Desktop)



Embedded AI

- AI Builder Integration within Apps and Flows
- AI Model - Prediction, Recognition and Extraction
- Chabot - Scenario Mapping and Flows
- Dashboards / BI Analytics and Forecasting



Center of Enablement

- COE Design, Build and Deployment
- Policies Methods, Tools and Standards
- Power Apps COE Starter Toolkit
- Governance of Connectors / Integrations
- Power Platform Admin Center



Data Policy and Security

- User and Role Management
- Data Connectors Classification
- Data Loss Policies
- Security and Controls
- App Analytics and Monitoring



O365 and Teams

- Apps and Flows within MSFT Teams
- Integration with Outlook, SharePoint
- Native Teams Apps using Node and JS
- Dashboards and Actions from Team Chats



Enablement /Support

- Change Management
- Training and Enablement
- Technical Support
- Professional Services Support

We can meet your organization wherever you are on this journey and bring you to scale, fast

Preparing for IPO



Business Process Improvement



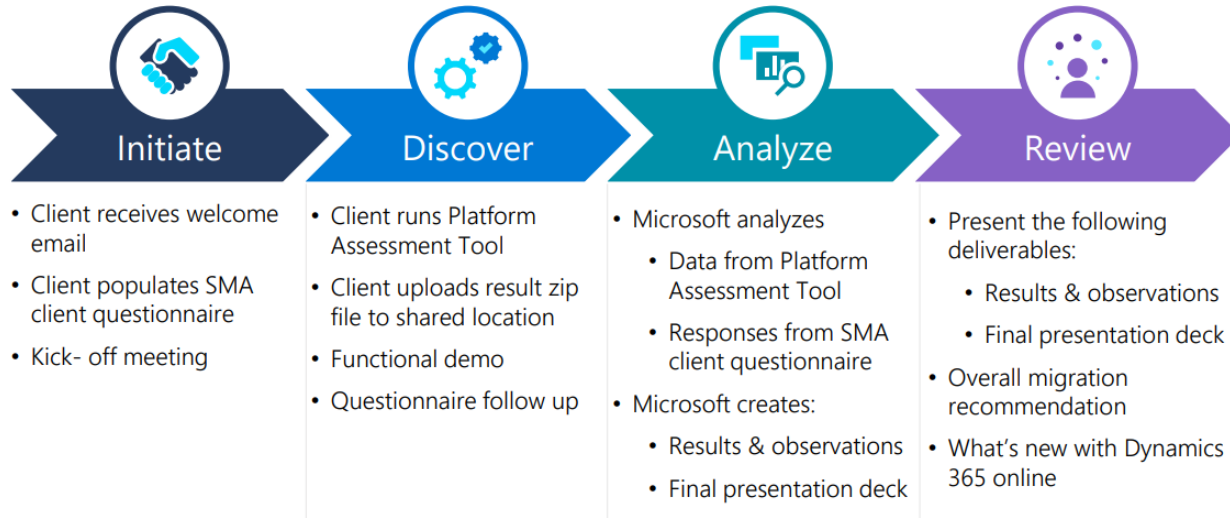
Key Takeaway



With Dynamics 365, you can take the next step

Join the industry leaders and become part of the movement

Dynamics 365 Migration Program Standard Migration Assessment



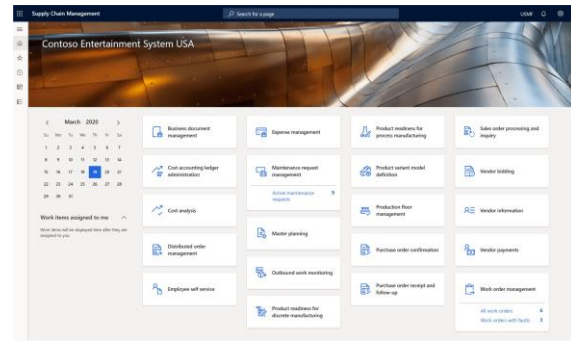
Dynamics 365 Finance

Automate and modernize your global financial operations for visibility and profitability



Dynamics 365 Supply Chain Management

Move from reactive to proactive operations with an agile, resilient supply chain

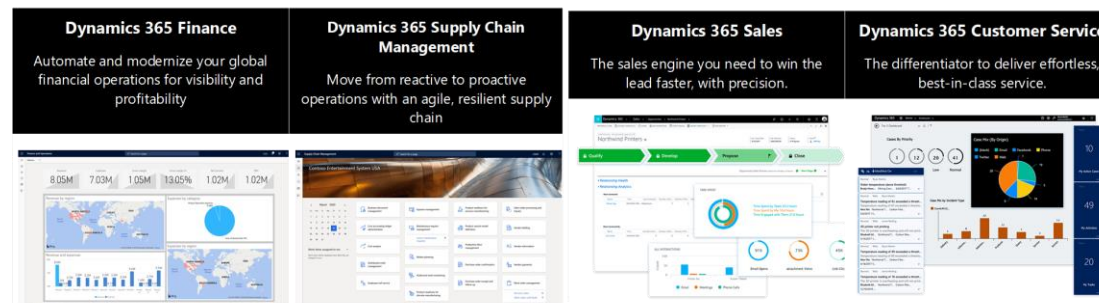


Title	Description	Discount	Start date	End date
Dynamics cloud migration promo	Dynamics cloud migration promo	40%	1-Aug-21	29-Jun-23
Dynamics 365 Business Central SMB OnPrem Transition Promo	Dynamics 365 Business Central (Cloud)	60%	1-Sep-21	30-Jun-22

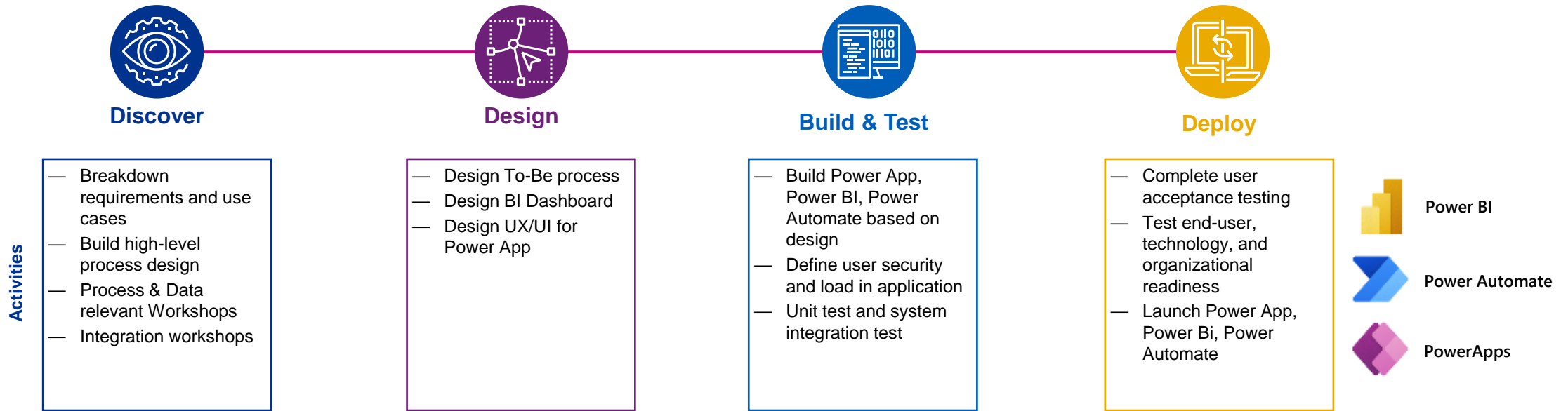
With Dynamics 365, you can take the next step

Join the industry leaders and become part of the movement

Situation	Activity to deliver	Desired outcome	Execution deliverables to customer
Engage the customer to discover specific opportunities for digital transformation	Envisioning workshop	Customer identifies specific areas of improvement	<ul style="list-style-type: none"> Output document with list of prioritized scenarios
Establish the business case by capturing, and connecting desired business outcomes with proposed capabilities	Business Value Assessment	Customer discloses desired KPI improvements	<ul style="list-style-type: none"> ROI report Scenario-specific value map
Showcase value of the solution in customer's own environment	1:1 "X" In A Day	Customer intends to purchase	<ul style="list-style-type: none"> Sample solution (app/dashboard etc.) built to operate with customer's own data -OR- Full-function limited time trial that extends to production seamlessly
Provide a curated path to production via a trial/pilot for a subset of users	Pilot	Customer intends to extend to production	<ul style="list-style-type: none"> Full-function limited time trial that extends to production Integration with related customer IT and data systems



POC for Power Platform offering



Promotion	POC period	Discount*	Start date	End date
Power Platform (Power App, Power BI, Power Automate) POC Offering	2 weeks	Up to 80%	1-Mar-22	30-Jun-22

*Remark: Discount will depend on scope of POC.

Project team ?



Future Skill sets

Vision

- Define your ambition
- Set the expected outcome

Feasibility Study

- Possibility assessment
- Seeking measurement metric
- Way forward to delivery

Agile Delivery

- Focus on achieving business value
- Make it quick, fast but deliver value

Continue Improvement

- What went wrong
- Improvement area
- Future opportunity can be build on top



Ideation

- Creativity
- Innovation
- Design Thinking



Cognitive Flexibility

- Analytical Thinking
- Critical Thinking
- Judgement
- Decision Making



People Skills

- Communication
- Service Oriented
- Empathy



Personal Growth

- Adaptability
- Flexibility
- Agility

Key Takeaway



Right Time

Right People

Right Process

Resilience

Q & A

Questionnaire QR





Thank you

Questionnaire QR





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