

Technology, Transparency & Talent: How Millennials Devour Data... and What it Means for the Future of Your Firm



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THE PEOPLE • THE PROFESSION • THE LIFESTYLE

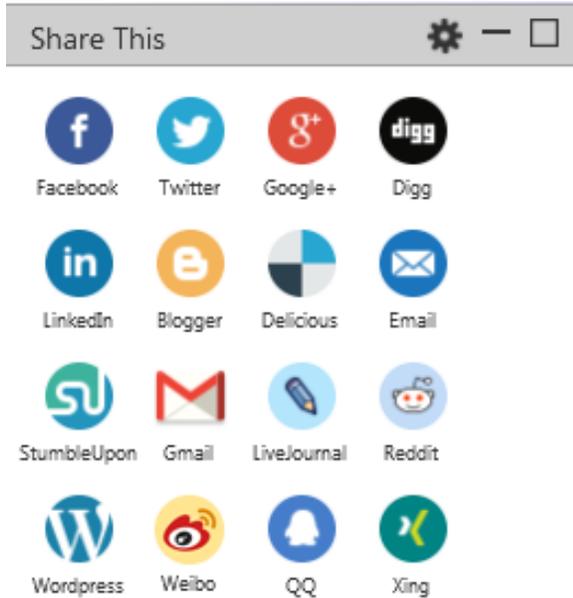
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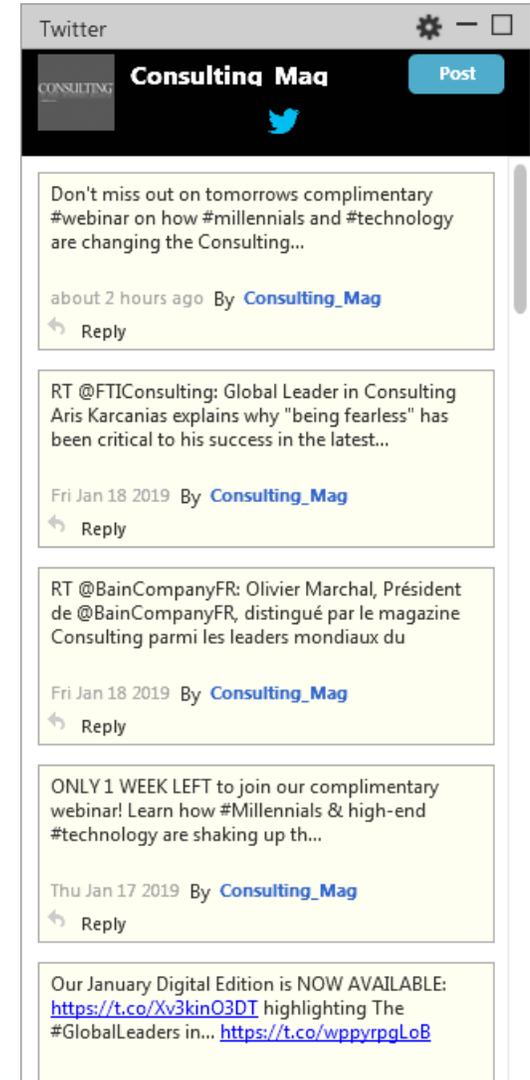
Deltek.

Before We Begin



← Post directly to social media!

Live Twitter feed displays your tweets (use #cmagWebinar) →

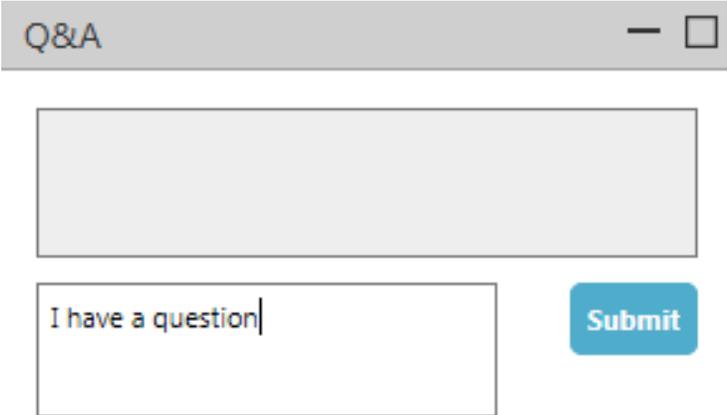


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Before We Begin

Ask questions through the Q&A widget



The image shows a screenshot of a Q&A widget. At the top is a grey header bar with the text "Q&A" on the left and a minus sign and a square icon on the right. Below the header is a large, empty rectangular text area. At the bottom of the widget is a smaller text input field containing the text "I have a question" with a cursor at the end. To the right of this input field is a blue button with the text "Submit".

Questions will be answered during the Q&A segment

FAQs

- If you cannot hear the session currently, please check the following:
 - Google Chrome and IE are the two best browsers to use
 - Ensure that cookies are enabled for this site
 - Make sure FLASH is allowed
 - If using Chrome, click on “enable ADOBE FLASH PLAYER” (see below)
- Recorded On-Demand session will be available starting tomorrow, 1/25.



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Today's Speakers



Joseph Kornik
Publisher and
Editor-in-Chief
Consulting
magazine



Woody Driggs
Americas Advisory Digital
Transformation Wavespace
Leader
EY



Tom Rodenhauer
General Manager, ALM
Intelligence
*Managing Director, Advisory
Services*



Mark Rheault
Founder & CEO
Infinite Leap



Laura McQuaig
Director of Product Marketing
Deltek

A nighttime cityscape featuring a dense cluster of illuminated skyscrapers in the background. In the foreground, a multi-lane highway is shown with long-exposure light trails from vehicles, creating a sense of motion. Overlaid on the scene are several thin, white, curved lines that connect various points across the city, resembling a network or data flow diagram. A large, bright yellow trapezoidal shape is positioned on the right side of the image, serving as a background for the title text.

The Changing Landscape of Consulting Services

Consulting Magazine

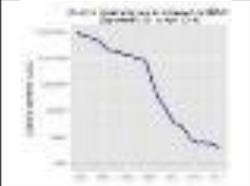
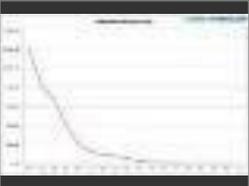
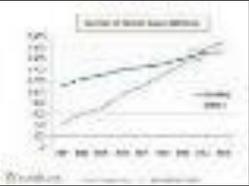
January 2019

The EY logo consists of the letters 'EY' in a bold, white, sans-serif font. A yellow trapezoidal shape is positioned above the 'Y', partially overlapping it and extending towards the right edge of the page.

EY

Building a better
working world

Millennials are coming of age in re-defined industries resulting from the “Cambrian like” collisions of emerging technologies

AGRITECH 	New Materials 	HD Imagery 	Genomics 	3D Printing 	Autonomous vehicles 	FINTECH 	
EDTECH 	Drones 	Advanced Robotics 	Cognitive Computing 	Quantum Computing 	RPA 		MEDTECH 
CLEANTECH 	Blockchain 	IoT 	Solar & Storage 	Sensors 	Bandwidth 		
Social & Gaming 	Cloud Computing 	Processing Power 	Storage 	Mobile 			

This “Transformative Age” change creates opportunities and threats up and down traditional value chains

Two billion jobs will be displaced by 2050 as a result of technology advances.



It will take 20 years for cybersecurity skills to catch up with demand.

Unilever’s CMO estimated a 29% rate of click fraud, prompting a claim that the industry was wasting \$8b–\$10b per year on fake clicks.



Seventy-five percent of companies in the Standard & Poor’s 500 will be new entrants by 2027 at the current run rate.

RPA enabling automation 24 hours a day, seven days a week, 365 days a year saves 25%–50% in costs.



In just 4 years, Airbnb reached the same inventory as Hilton Hotels, which took them 93 years to build.

Zappos offers \$2000 to every customer service employee who doesn’t buy into their “delivering happiness” philosophy after a four-week intensive training program.

A drone capturing and analyzing high-definition video on offshore oil rigs captures more data in 5 days than a traditional “rope lift” team can capture in eight weeks.

Thirty-five percent of new P&G products come from outside the company via its open innovation approach.

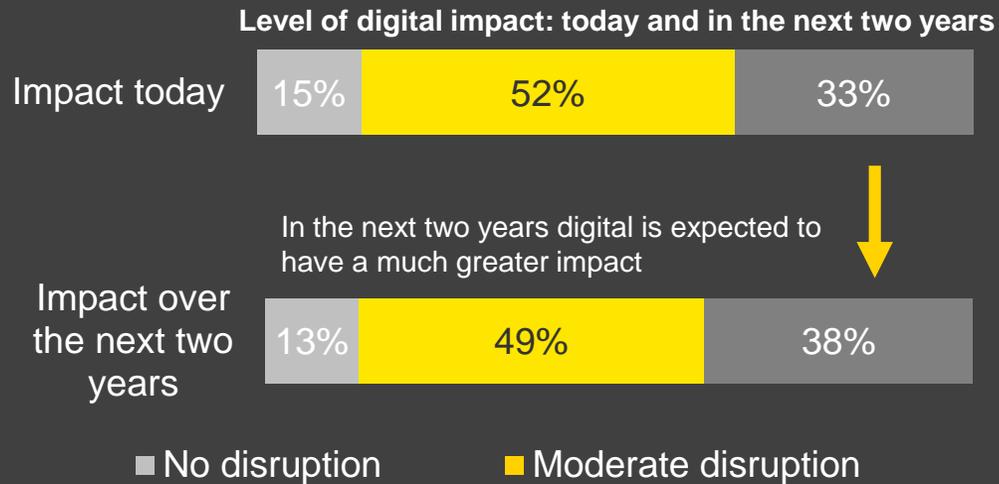


Threats

Opportunities

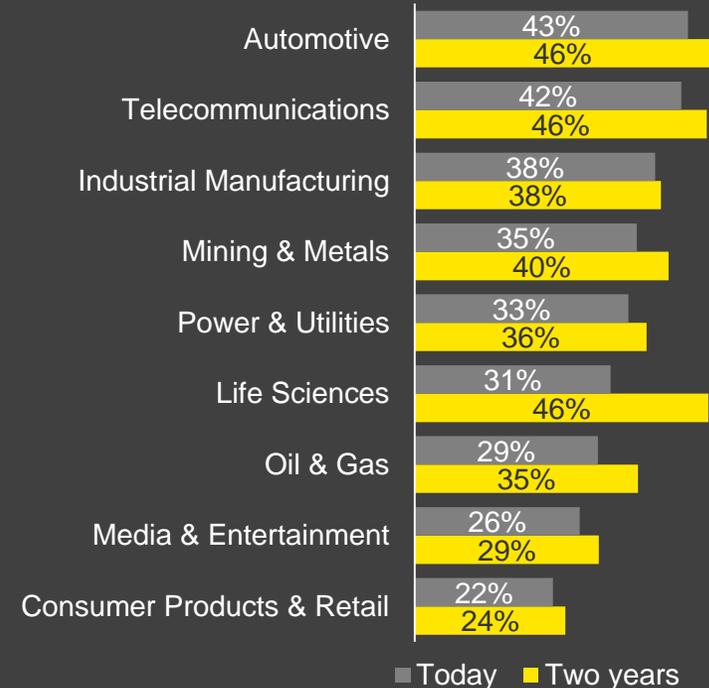
90% of companies are planning to increase capital allocation towards transformation over the next 2 years

87% of executives see moderate or complete disruption within 2 years



* By "complete disruption", we mean the point where technologies achieve deep penetration and where changing competitive dynamics put pressure on revenue and profits.

Level of impact: complete disruption by sector



Relative to the disruption that each sector has experienced to date

Digital Deal Economy Study, 2nd edition, January 2018

wavespace is a global network of growth and innovation centres in the hottest tech and innovation cities around the world



One global network & brand with shared methods, assets and tools



Local specialisms with a defined purpose and market proposition



Partnership ecosystems that enables open innovation



Immersive spaces with cutting edge technologies and multi-disciplinary practitioners

Flagships have different purposes and different capabilities which we connect to form a consistent global network

Seattle

A focus on analytics, AI and cloud based solutions, leveraging local relationship with Microsoft and related ecosystem



Union Square

Leverages RPA, AI and blockchain expertise to support financial services clients through business transformation



Bay Area

Combining San Francisco design and Silicon Valley innovation, this flagship specializes in disruptive innovation & technology strategy.



Tel Aviv

Tel Aviv works as a matchmaker, gauging clients' challenges and partnering them with innovative start-ups



Berlin

Specialises in technology strategy, flexing solutions across multiple areas of innovation depending on client requirements



Madrid

Specialises in the use of big data and advanced analytics to help companies solve their most pressing issues



London

A focus on customer research, user experience and design thinking, leveraging EY Seren expertise



Paris

Focus on cyber security, analytics and dedicated to cross-service line R&D in all fields of digital transformation



Trivandrum

Established by GDS, Trivandrum acts as an enabler to provide innovation support to EY globally



Warsaw

Focuses on IoT, security solutions & cyber security, including pen tests, mobile apps and network testing



Each flagship is multi-functional, and has a multi-disciplinary (and cross service line) team on hand, either resident in the flagship or on rotation

wavespace archetypes

Design studio

Typically a creative space, potentially off-site in a design district to house service design, UX/UI, rapid prototyping capabilities e.g. EY Intuitive design studio

Showcase

A dedicated demonstration environment to showcase solutions to clients e.g. Frankfurt Robotics showcase



Facilitated workshop

A space for high-impact events and facilitated workshops, combining dedicated physical space, methods, tools & facilitators e.g. Momentum Centre



Lab / Incubator

A research environment to explore & pilot new technologies against client or business issues e.g. EYx



Competence Centre

A centre of excellence for an emerging capability set focussed on client delivery or offshore delivery e.g. Warsaw IoT, Dublin Managed SOC



Pop up / mobile environment

A temporary set up of a hub e.g. on a client site, hosted at WeWork or housed in a temporary structure e.g. Amsterdam WeWork design studio



A facilitated, immersive experience, underpinned by our “Scan, Focus, Act” methodology

Flagships

Flagships encompass most or all of the above archetypes and house multi-disciplinary EY teams working across our digital capabilities and representing all of our service lines

Satellites

Satellites have one or more of the above archetypes. They may be focused on specific competencies, technologies or solutions e.g. Blockchain, Automotive, Finance Transformation, etc.

Mobile

Pop-up experiences that can deliver the benefits of wavespace in a variety of environments including major events, temporary locations and client locations

The continuous delivery cycle of digital strategy & transformation

1. Digital Strategy & Transformation Engine Room

Governs the overall digital transformation journey, ensuring alignment to the company's Purpose and Strategy (Think) along with portfolio management (Orchestrate) and co-ordination / acceleration of initiatives (Unblock)

2. Digital Innovation Labs

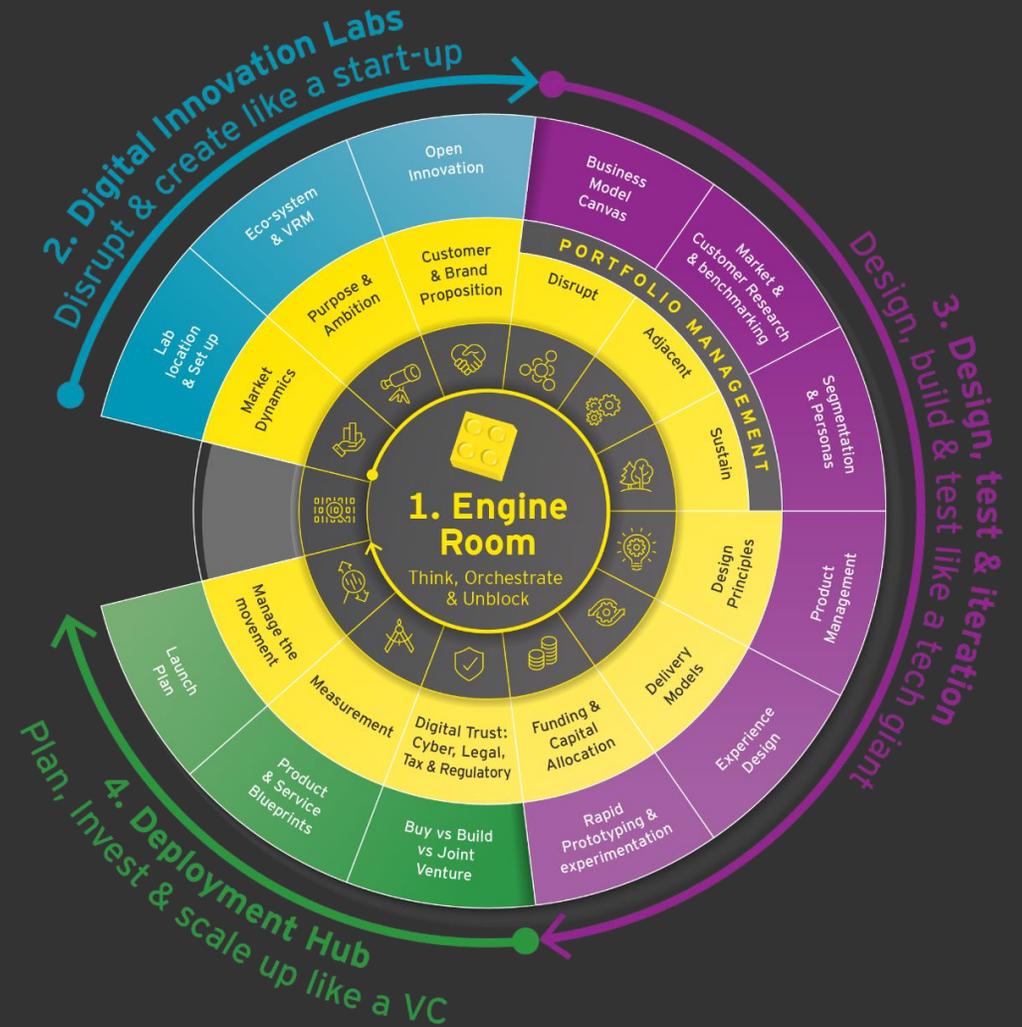
Gives the company a capability and environment to rapidly ideate and test new business models, ideas and experiences in a environment unconstrained from the day to day business

3. Design Test & Iteration

Applies design thinking, rapid proto-typing and in-market experimentation to quickly take new products and services to MVP, test, validate and iterate

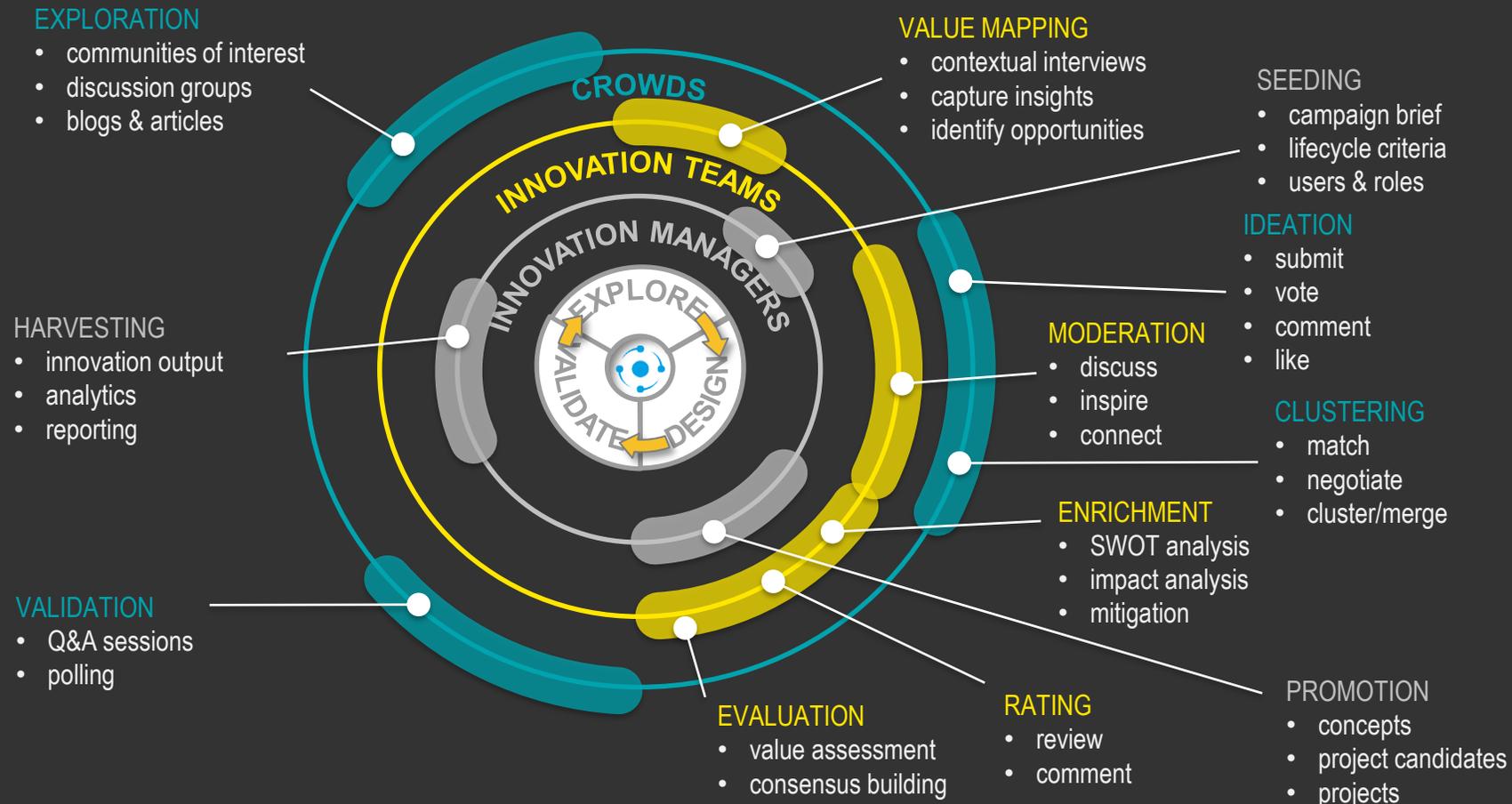
4. Deployment Hub

Executes and scales new innovation through a variety of mechanisms e.g. transformation programs acquisitions, NewCos, JVs etc. Helping clients to raise capital and execute in the most appropriate way, ensuring tax, legal & regulatory compliance, people & organisational implications as well as Cyber protection.



EY CogniStreamer provides capabilities for crowdsourcing, innovation teams, and innovation leaders

EY CogniStreamer guides a continuous innovation process and mindset:



EY | Assurance | Tax | Transactions | Advisory

About EY

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

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ED None

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ey.com



Joseph Kornik
Publisher and
Editor-in-Chief
Consulting
magazine

Q&A with Tom Rodenhauser



Tom Rodenhauser
General Manager, ALM
Intelligence
Managing Director, Advisory
Services

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Technology, Transparency & Talent: How Millennials Devour Data...

Mark Rheault, CEO
mark.rheault@infiniteleap.net

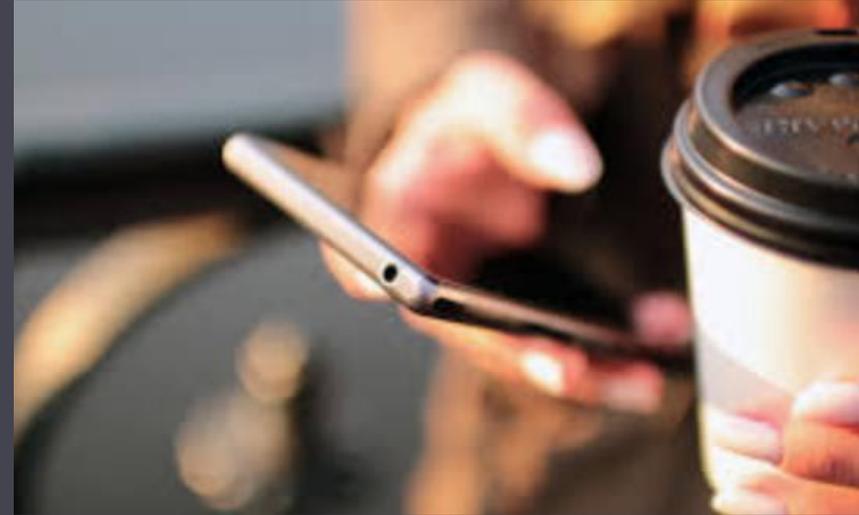
About Infinite Leap

- Healthcare Technology consulting and solutions firm with hubs in NC, ND, and NY
- Fast growing: 76% CAGR since 2011
- *15th Fastest Growing - 2018 - Consulting Magazine*
- ~ 50 team members in 7 states and 3 countries
- 70% of employees work from home, with the remaining 30% working at client sites full-time
- Approx half are in the Millennials age range

How Are Millennials Different?



“Jimmy”
(Non-Millennial)



“Kari”
(Millennial)

(Images and names have been changed to protect the innocent...)

How we use technology...

For effective communications and mobile lifestyles:

- 100% cloud based apps - we own no servers and no files are stored on local laptops/devices
- Use a team collaboration tool for all internal comm: a single tool that replace or incorporates IM, email, texting, screen share, voice, video conf
- Fully integrated CRM, Support, HRIS, PM, Finance
- Central code repository, cloud app hosting

Technology enables the “Digital Nomad” lifestyle...
Work anywhere, live anywhere...
... just add a laptop & the internet



Digital nomad



Digital nomads are a type of people who use telecommunications technologies to earn a living and, more generally, conduct their life in a nomadic manner. Such workers often work remotely from foreign countries, coffee shops, public libraries, co-working spaces, or recreational vehicles. [Wikipedia](#)

Millennials like data-driven biz

- Not only good business practice, but allows us to hire the best talent that we can find anywhere
- Forces us to be very good at setting clear goals, capturing data, track to targets, accountability
- Current big initiative: Provide automated dashboards with 77 metrics and 56 KPIs, with each KPI having a target and stretch goal

True fact...

The combined amount Infinite Leap pays for rent, utilities, and office furniture *per month* company-wide by having a distributed team is less than staying *two nights* in a NYC hotel



Millennials like a great culture...

Transparency:
info sharing
builds a culture
of trust



Millennials like a great culture...

Recognition:
“awesome job”
channel

#il-awesome_job

38 | 1 | Add a topic

December 6th, 2018

12:19 PM **Mark Rheault** I want to again congratulate @Sue on her graduation from the Women's Leadership Program yesterday, and share a couple photos from the event. This is a great program, and we are all very proud and happy for you Sue! Great job!

Pasted image at 2018-12-06, 12:10 PM



4 5

12:23 PM [Redacted] Congratulations Sue. May you lead us all to greatness.

12:29 PM [Redacted] Congrats Sue! Very happy for you!

12:29 PM [Redacted] Congrats @Sue. 😊

12:32 PM [Redacted] Awesome HIPAA Sue! (edited)

12:51 PM **Sue** [Redacted] Awe, Thank you everyone! I am honored to be able to stand up with the rest of the women in the class and represent Infinite Leap in our community. It was an awesome experience for the past 6 months and very sad to see it ending!

1:13 PM [Redacted] congrats @Sue!

December 7th, 2018

6:58 AM [Redacted] Yaaas @Sue congratulations!! that is a great headshot!!!

7:19 AM [Redacted] That's so awesome! Congratulations Sue!!

8:28 AM [Redacted] Congrats @Sue!

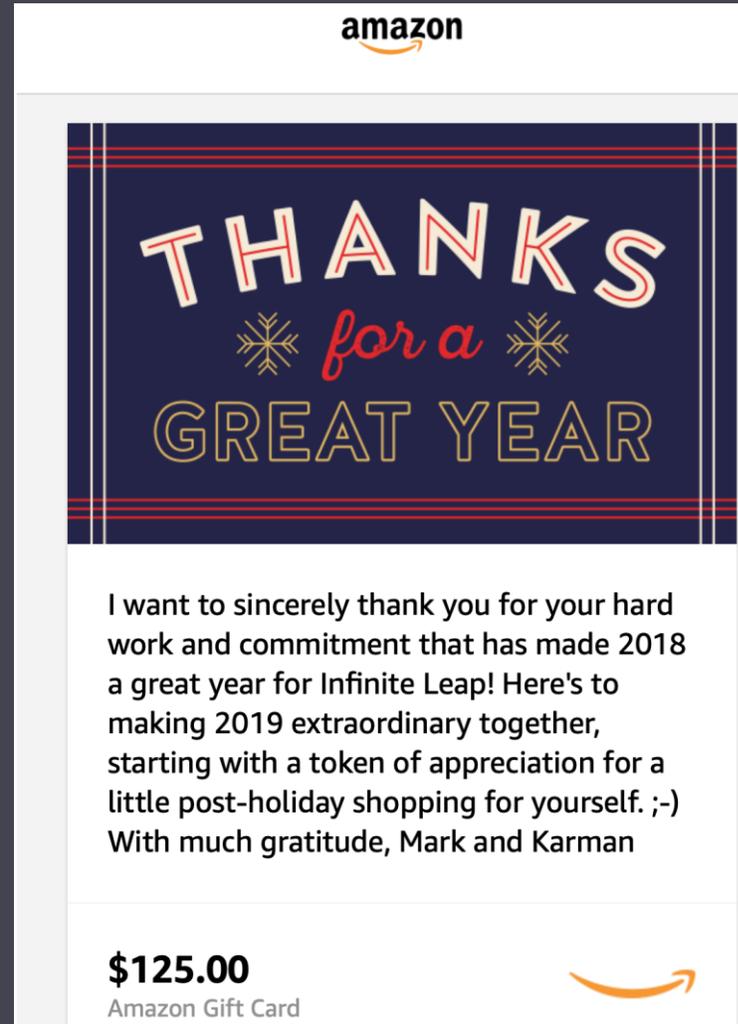
8:49 AM [Redacted] Congrats, that's awesome!

9:11 AM **Sue** [Redacted] Thank you so much everyone!!! 😊

Millennials like a great culture...

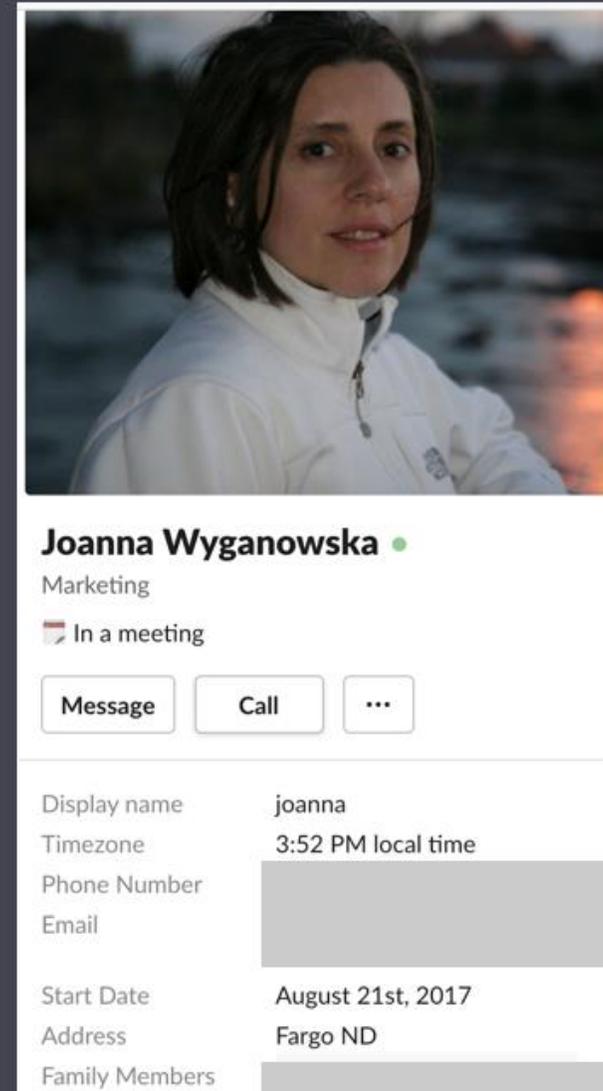
Showing Gratitude:

Gift cards from Amazon
(sent electronically, of course)



Millennials like a great culture...

Team Directory:
photos and profiles
of every team member



A screenshot of a team directory profile for Joanna Wyganowska. The profile includes a photo of a woman in a white jacket, her name, department (Marketing), and a status indicator 'In a meeting'. Below the photo are buttons for 'Message', 'Call', and a menu icon. A table below lists contact and personal information.

Display name	joanna
Timezone	3:52 PM local time
Phone Number	
Email	
Start Date	August 21st, 2017
Address	Fargo ND
Family Members	

Millennials like a great culture...

Team Spirit:
Swag gets
mailed out



Millennials like a great culture...

Charity Drive:
Infinitely Grateful
company giving
event



Millennials like a great culture...

Having Fun:
“Random” channel

#il-random
☆ | 👤 41 | 🗑️ 0 | ✎ Add a topic

December 9th, 2018

8:11 PM [redacted] Back by popular demand. What is the movie? Hint: It is a true story.
Hot Tub Movie Trivia ▾


9:02 PM [redacted] A-Team
😄

August 27th, 2017

8:19 AM [redacted] Nope. There is a number in the title.
August 28th, 2017

7:42 AM [redacted] Is it Close Encounters of the Third Kind?

Starting to look like Fargo out here....




THANK YOU
to Consulting Magazine and Deltek

Mark Rheault, CEO
mark.rheault@infiniteleap.net

The background of the slide features a photograph of three business professionals walking away from the camera on a wooden pier. The scene is captured in silhouette against a bright, hazy sunset sky. The individuals are dressed in professional attire: a man in a light-colored shirt and dark trousers, a man in a white shirt and dark tie, and a woman in a dark dress. The pier has a metal railing on the right side, and the water of a harbor or bay is visible in the background. A large blue triangle is overlaid on the left side of the image, containing the text.

Deltek[®]

Powering Your Engagement Success

Using Technology for Trusted,
Real-time Transparency into Your
Firm

What is Deltek Vantagepoint?



Project Command Center

Control all engagement information in one place – from pursuit and proposal, through planning and billing, to financial management.



Complete View of Your Business

Gain visibility across your organization, from engagement initiation to completion. Get actionable insights to make more informed decisions.

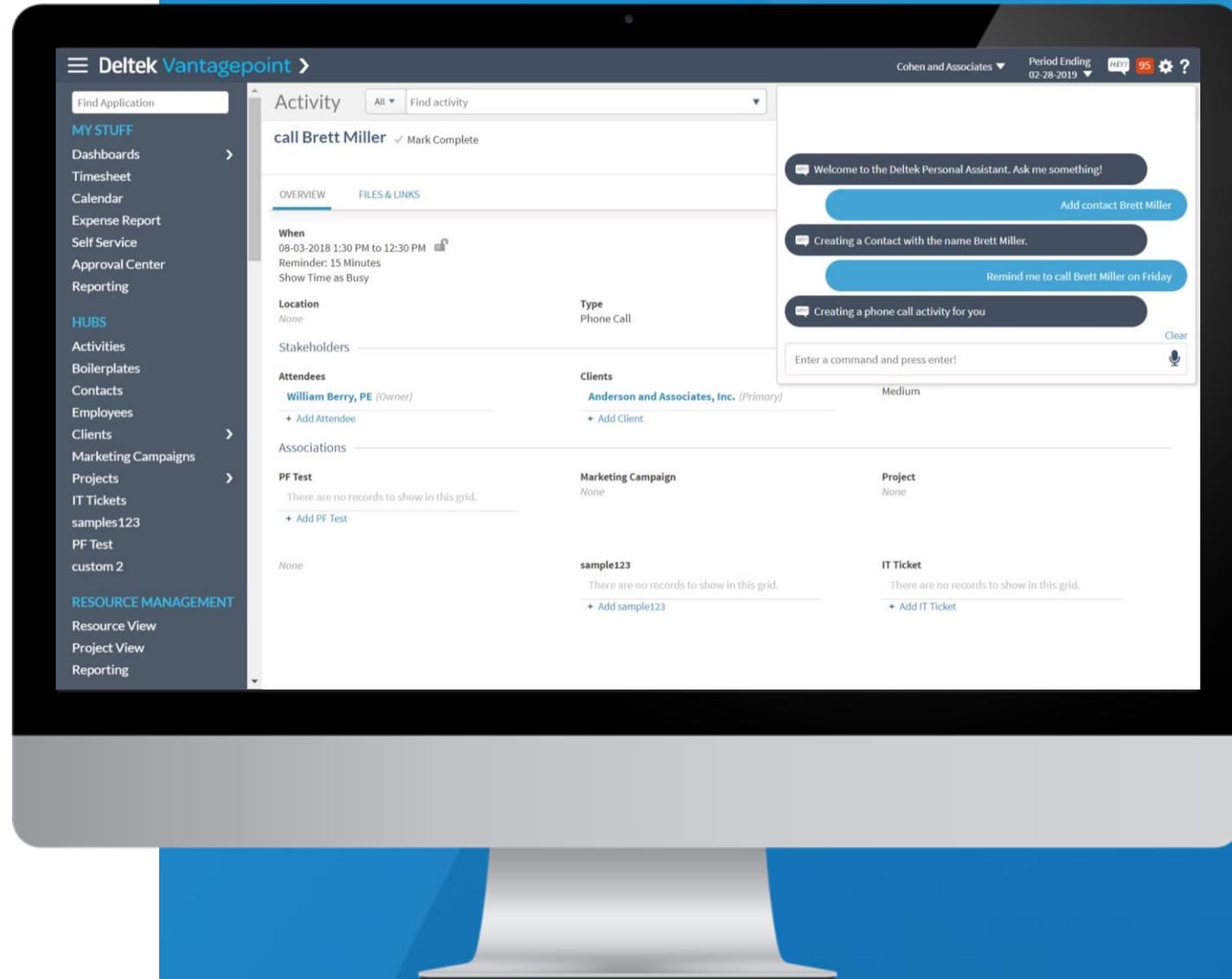


A More Efficient Way to Work

Enable teamwork and collaboration via a single tool, and empower users with a simple, intuitive experience.

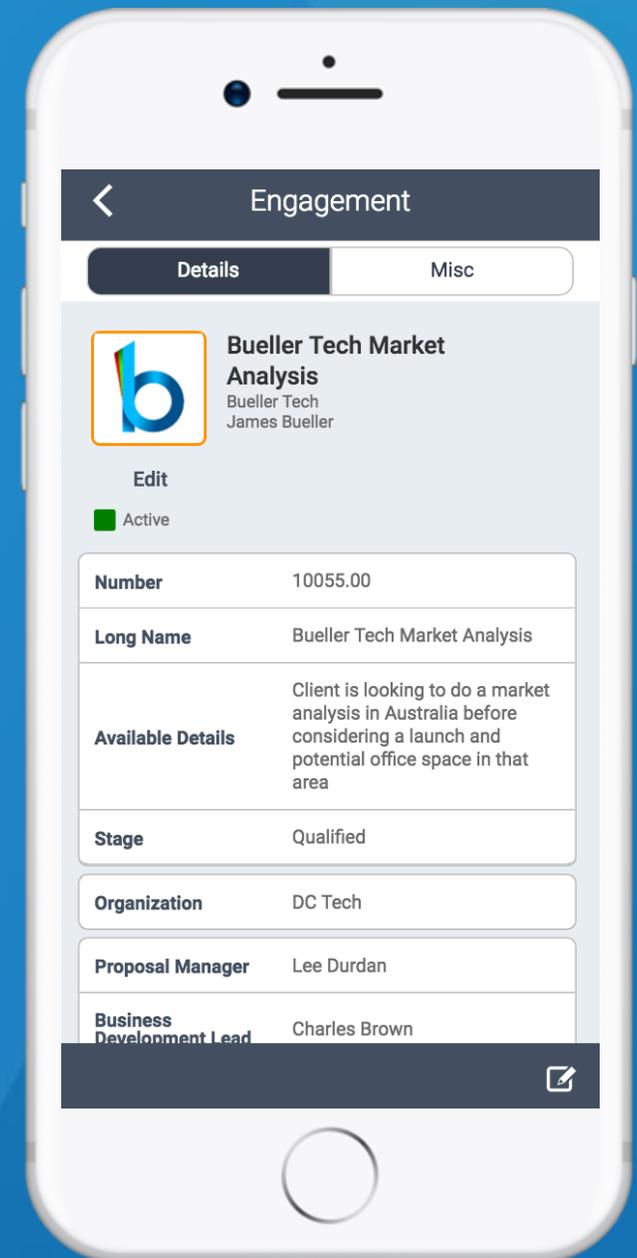
Innovation - Hey Deltek!

- » Make routine tasks easier than ever
- » Speak or type requests with personal assistant
- » Set up reminders, create new contacts or find data



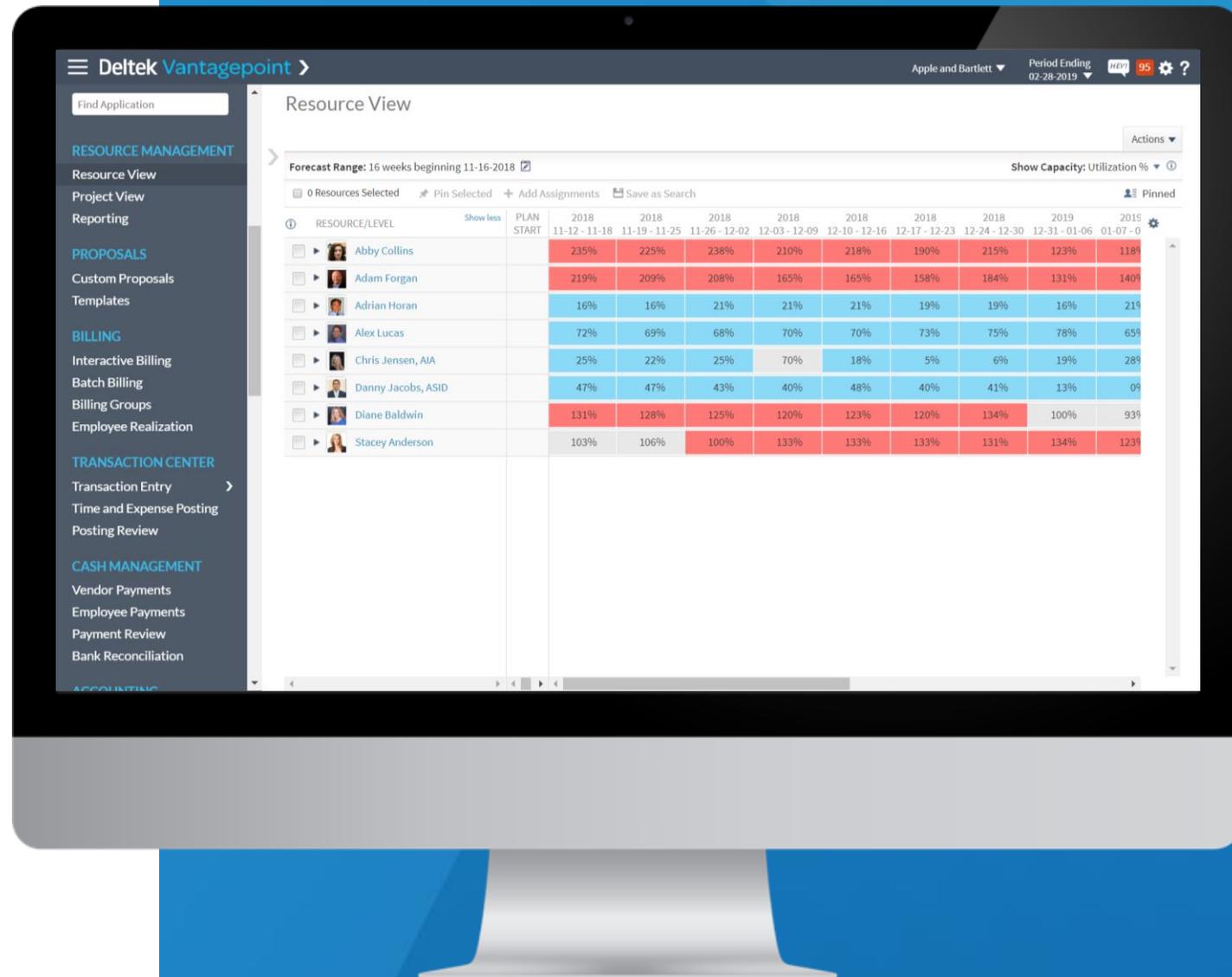
CRM & Pipeline Management

- » Cultivate, nurture and manage relationships with clients when it matters most
- » Know you have enough pipeline to meet your goals and support your teams
- » Deliver competitive and reliable estimates to drive profitable engagements
- » Create sleek, impressive proposals to position your firm for the win
- » Determine which opportunities are best for your business



Resource Management

- » Easily build a profitable engagement plan
- » Keep the right people on the right engagements to deliver on schedule and budget
- » Monitor utilization to avoid overburdened or underutilized staff
- » Utilize alerts and notifications to keep teams on task and on track to deliver successful engagements
- » Collaborate and bring teams together to deliver great engagements



Engagement Management

- » Monitor all aspects of the project in a single engagement hub
- » Utilize alerts and dashboards to identify potential risks and make adjustments from anywhere
- » Create and monitor plans to deliver successful engagements
- » Improve cash flow by expediting invoice review and approval for projects
- » Collaborate and bring teams together to deliver engagements

The screenshot displays the Deltek Vantagepoint Engagements interface. The main header shows 'Deltek Vantagepoint' and 'Engagements' with a search bar and filters. The left sidebar lists navigation options under 'ENGAGEMENTS HUB', including Dashboard, Engagement Review, Estimates, Contract Management, Plan, Budget, Billing Terms, and Invoices. The main content area is titled 'Livingston Market Analysis' (17282.00) and includes a 'Livingston WON' logo. The interface is divided into several sections: 'OVERVIEW' (with a 'WON' status), 'ACCOUNTING', 'TEAM', 'DATES & COSTS', 'COLLABORATION', 'ACTIVITIES', 'MARKETING EFFORTS', 'COMPETITION', 'PROPOSALS', and 'FILES & LINKS'. Key information includes: Primary Client (Edge Communications, Austin, TX), Organization (DC Tech), Long Name (Livingston Market Analysis), Engagement Manager (Sophia Kross), Client Executive (Bob Roberts), Practice Lead (Frank Boulien), and Biller (Alice Baker). Additional details include 'Additional Information' (Market analysis for a new software focused on food service), 'Linked Engagement' (None), and 'Available To' (Accounting Users, CRM Users). Contract details at the bottom show a value of \$105,000.00 and an ETO of \$24,150.00.

Accounting & Financial Management

- » One-click timecards make it easy to capture information fast
- » Generate invoices that are correct and on time the first time, every time
- » Get paid faster with automated billing processes and interactive billing tools
- » Streamline transaction processing to increase cash flow and shorten payment cycles

Deltek Vantagepoint > Cohen and Associates | Period Ending 02-28-2019 | 95 ?

Find Application

BILLING

- Invoice Approvals
- Interactive Billing
- Batch Billing
- Billing Groups
- Employee Realization

TRANSACTION CENTER

- Transaction Entry >
- AP Invoice Approvals
- Time and Expense Posting
- Posting Review

CASH MANAGEMENT

- Vendor Payments
- Employee Payments
- Payment Review
- Bank Reconciliation
- Credit Card Reconciliati...
- Credit Card Review

ACCOUNTING

- Adjust Salaried Job Cost
- Overhead Allocation
- Revenue Generation
- Consultant Accruals
- Absence Accruals

Interactive Billing | All | Find project

Benson Research Lab
010632201
Invoice Date: 11-15-2018 | Period: 02-01-2019 -- 02-28-2019

Billing Session Options | Print | Accept | Other Actions

GENERAL | LABOR | EXPENSE | UNITS | FEES | INVOICE HISTORY

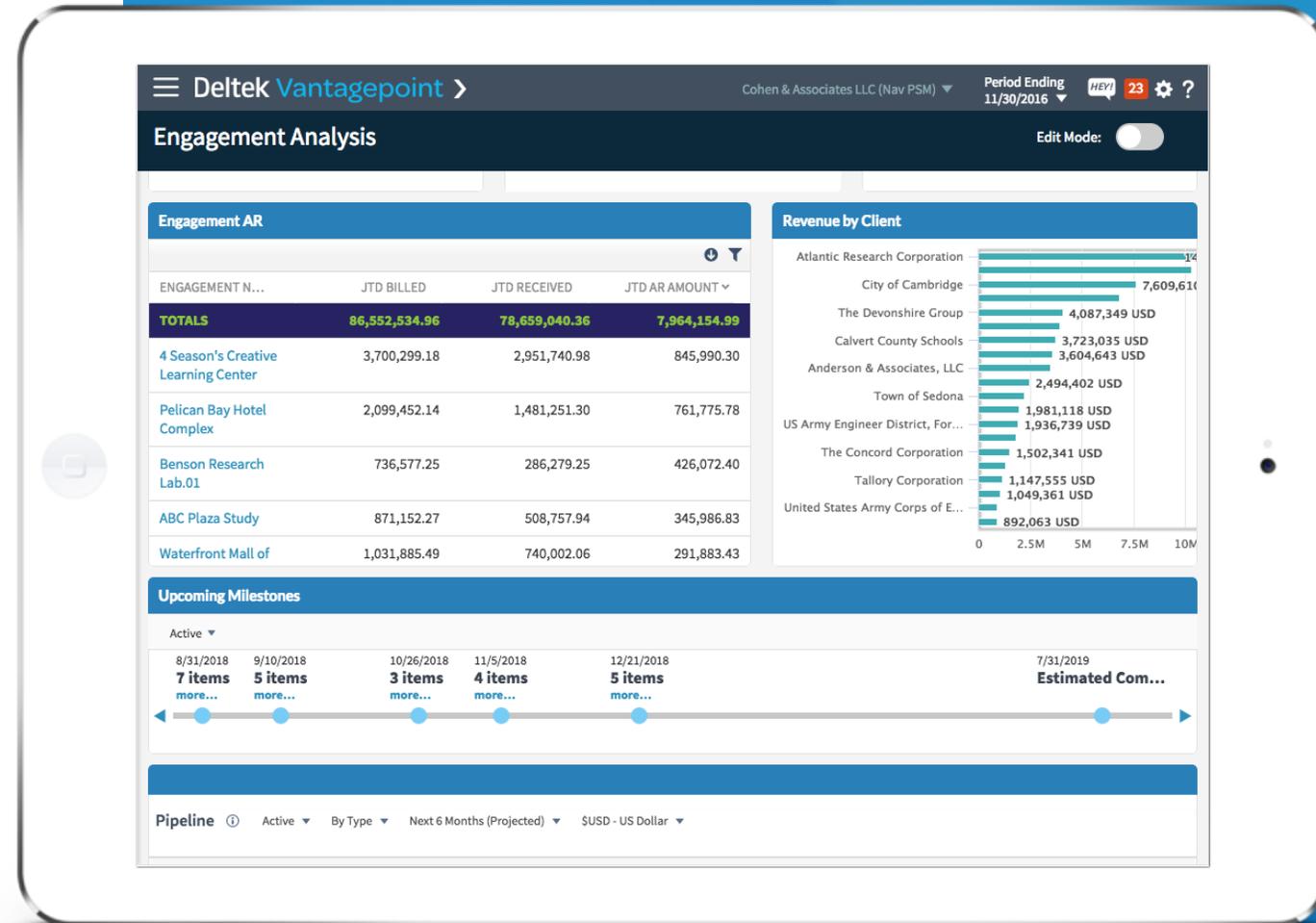
Labor

Bill	Hold	Write-off	Modify	Transfer	INVOICE STATUS	STATUS	BILLABLE	DATE	PHASE	TASK	ACTIVITY C...	CATEGORY DESCRIPTI...	EMPLC
<input type="checkbox"/>					Approved	Bill	✓	11-27-2017	1PD	-OSIT	2C:Z	Administrative Support	00338
<input type="checkbox"/>					Approved	Write-off	✓	11-27-2017	1PD	-OSIT	0C:Z	Architect	00156
<input type="checkbox"/>					Approved	Write-off	✓	12-31-2017	1PD	-OCOD	00:0	Senior Architect	00207
<input type="checkbox"/>					Approved	Write-off	✓	02-14-2018	1PD	-OCOD	01:1	Project Manager	00071
<input type="checkbox"/>					Approved	Write-off	✓	02-28-2018	1PD	-OCOD	01:1	Project Manager	00071
<input type="checkbox"/>					Approved	Hold	✓	04-30-2018	1PD	-OCOD	00:E	Civil Engineer	00179
<input type="checkbox"/>					Approved	Bill	✓	06-15-2018	6CA		02:1	Principals	C0003
<input type="checkbox"/>					New	Bill	✓	02-22-2017	6CA		19:0	Civil Engineer	00019
<input type="checkbox"/>					New	Bill	✓	03-17-2017	6CA		10:0	Civil Engineer	00019
<input type="checkbox"/>					New	Write-off	✓	11-20-2017	1PD	-OSIT	0C:Z	Architect	00156
<input type="checkbox"/>					New	Hold	✓	11-27-2017	1PD	-OSIT	0C:Z	Associate	C0010
<input type="checkbox"/>					New	Write-off	✓	11-27-2017	1PD	-OSIT	0C:Z	Architect	00156

+ Add Billing Labor

Reporting & Business Intelligence

- » Monitor the health of your business
- » Know the most profitable types of engagements
- » Identify clients that are draining resources and eating away at your bottom line
- » Adjust the right levers to gain more profitability
- » Anticipate future growth needs
- » Make better, faster business decisions



Customer ROI with Deltek

↓ **4 weeks**
accounts receivable

Closed each month's finances within just two weeks instead of six weeks

↑ **2x**
opportunities

Responded to twice as many opportunities—no more projects falling through cracks

↓ **40 hours**
per month

Saved 40+ hours per month preparing and sharing reports and data

↑ **2%**
margins

Increased margins 2% in the first year—goal of 4-5% more in next two years



For More Information:



- » Consulting Industry News: www.deltek.com/consultingindustry
- » Vantagepoint Speed Session Demos: <https://bit.ly/2CYcyCQ>
- » Contact Me: LauraMcQuaig@deltek.com

Questions? Ask now!



Joseph Kornik
Publisher and
Editor-in-Chief
Consulting
magazine



Woody Driggs
Americas Advisory Digital
Transformation Wavespace
Leader
EY



Tom Rodenhauer
General Manager, ALM
Intelligence
*Managing Director, Advisory
Services*



Mark Rheault
Founder & CEO
Infinite Leap



Laura McQuaig
Director of Product Marketing
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Thank You

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