

The ASUG logo is displayed in white, bold, sans-serif capital letters within an orange rectangular box.

ASUG

The background of the slide is a panoramic view of the Ottawa skyline at sunset. The Parliament Hill buildings, including the Peace Tower, are silhouetted against a sky with vibrant orange, pink, and purple clouds. The city lights are beginning to glow. In the foreground, there is a lush green park area with trees and a body of water reflecting the sky.

WELCOME TO
ASUG OTTAWA
CHAPTER MEETING

The KPMG logo is displayed in white, bold, italicized sans-serif capital letters within a blue rectangular box.

KPMG

asug Ottawa Chapter Meeting



Agenda:

12:30-1 p.m. - Check-In/Registration

1-1:15 p.m. - Chapter Welcome

1:15-1:45 p.m. - KPMG Presentation

1:45-1:50 p.m. - Speaker Transition

1:50-2:20 p.m. - Modernize with confidence:

The power of automated testing in government (Sponsored by: Tricentis)

2:20-2:45 p.m. - Networking Break

2:45-3:15 p.m. - Responding to New Regulations and Achieving Efficient Compliance

Speaker: David Branley (SAP)

3:15-3:20 p.m. - Speaker Transition

3:20-3:50 p.m. - Single Sign On For All

Speaker: Robert Gregnol (Treasury Board Secretariat)

3:50-4 p.m. - Closing/Giveaways

4-6 p.m. - SAPpy Hour

GOVERNMENT & PUBLIC SECTOR



Modernize with Transformation Mindset

Presenter:

Vinod Kumar Neelamegam

KPMG - National SAP Partner

Agenda:

- **Current Challenges and Strategic Priorities**
- **Future Outlook with SAP Solutions**
- **Strategic Partnership with KPMG**
- **Q&A and Closure**

Current Challenges and Strategic Priorities

The world is changing at a strikingly fast pace, while the core mission of the public sector – to protect the community, provide services, and help the economy prosper – remains firmly in place. Transformation mindset helps to:



- ❖ Adopt Composable Solutions – enterprise solution components that are innovative, agile and resilient to changes and help scale across different departments
- ❖ Be agile and embrace change – minimize risk of programs supporting employee and customer transformations and technological advances
- ❖ Cater to newer demands – solution with cognitive capabilities to enable seamless interaction between humans and machine (IoT) enabled by automation to transform government services and operations

GOVERNMENT & PUBLIC SECTOR

Modernize with Transformation Mindset



Future Outlook with SAP Solutions

Transformation Opportunities to Unlock Government Potential

Transformation mindset requires solutions that are innovative, resilient and responsive to predict and meet employee and constituent demands while being trusted, secure and agile

❖ **Composable Solution Models** - Build faster with business context and prioritize to meet change with agility

- **Work faster with less skill level**, no-code/low code development tools
- **Instantly use data**, without losing the business context
- **Jumpstart transformations**, with pre-built industry content and use-cases

❖ **Improving Employee Experience** – Create personalized experiences

- **Innovate with a platform**, with capabilities and native integration with IoT
- **Enrich user interactions**, with embedded AI and automation
- **Get real-time and complete views** of all your data no matter where it resides without moving it

❖ **Modernize Legacy IT** - Embrace technology advances

- **Digital Foundation** for data-driven intelligence and innovation mitigating technical debt
- **Simplification of complex processes**, to reimagine business process and models
- **Scalable and secure platform**, trustworthy and reliable

Mindset for Purpose Fit Composable ERP

Start Small and Expand

- ❖ **Challenge:** De-risk large programs, speed to value, gather quick wins and demonstrate value for money

- ❖ **Solution:** Purpose fit composable ERP, start from anywhere in business and expand
 - ✓ Adopt Cloud ERP with Clean Core

 - ✓ SAP BTP integrating with cognitive technologies and tools supporting government operations like ITSM, Research Tools, etc.

 - ✓ SAP SaaS Solutions (Ariba, SuccessFactors, Concur, etc.)

- ❖ **Opportunity:**
 - ✓ Build common platform for multiple departments to adopt and leverage

 - ✓ To modernize public services through digital technologies in agile fashion enhancing service delivery and innovation

 - ✓ SAP Clean Core with BTP and Advanced Analytics enables efficient, agile operations and better decision-making processes

 - ✓ Revolutionizing service delivery by enabling proactive governance, optimizing resource allocation

Mindset for Modernizing Legacy IT

Digital Foundation for Data-Driven Intelligence and Innovation

- ❖ **Challenge:** Technical debt, significant investments not catering to constituent and employee demands, not scalable
- ❖ **Solution:** Simplification of complex processes, to reimagine business process and models enabled by digital core that is secure
 - ✓ Business process transformation to decompose complex process and empower employees
 - ✓ Modernize IT to align with updated SAP ERP strategy to build connected enterprise
 - ✓ SAP S/4HANA on Cloud, SAP SaaS solutions and SAP BTP with Integration Suite for more and broader tools to be part of the landscape
- ❖ **Opportunity:**
 - ✓ Reduce overall cost of ownership by process transformation and automation of standard repetitive operation
 - ✓ To modernize digital core with technology advances in agile fashion enhancing service delivery and innovation
 - ✓ AI and Advanced Analytics enables public engagement and operational efficiency
 - ✓ To support decentralized innovation and empower employees as contributors

Mindset for Improving Employee Experience

Enhance Employee Experience and Contribution in Value Chain

- ❖ **Challenge:** Mundane repeatable operations, legacy IT and applications, multiple disjointed processes, manual efforts
- ❖ **Solution:** Enhance employee experience with better UI, automation of repeatable operational activities and employee contribution to process re-engineering
 - ✓ Empower employees with more personalized, accessible, and efficient services solution/tools
 - ✓ SAP AI Business Services and SAP BTP, offering intelligent technology solutions to enhance to automate processes and enhance decision-making
 - ✓ SAP Customer Experience and SAP Commerce Cloud provide platforms for delivering these personalized services
- ❖ **Opportunity:**
 - ✓ Move employee up in the value chain to do transformational and analytical based roles
 - ✓ Easier accessible and scalable back office platform to cater to customer needs in the front office
 - ✓ AI and Advanced Analytics for automation and insights
 - ✓ Revolutionizing employee responsibilities and their contribution to public services

GOVERNMENT & PUBLIC SECTOR

Modernize with Transformation Mindset

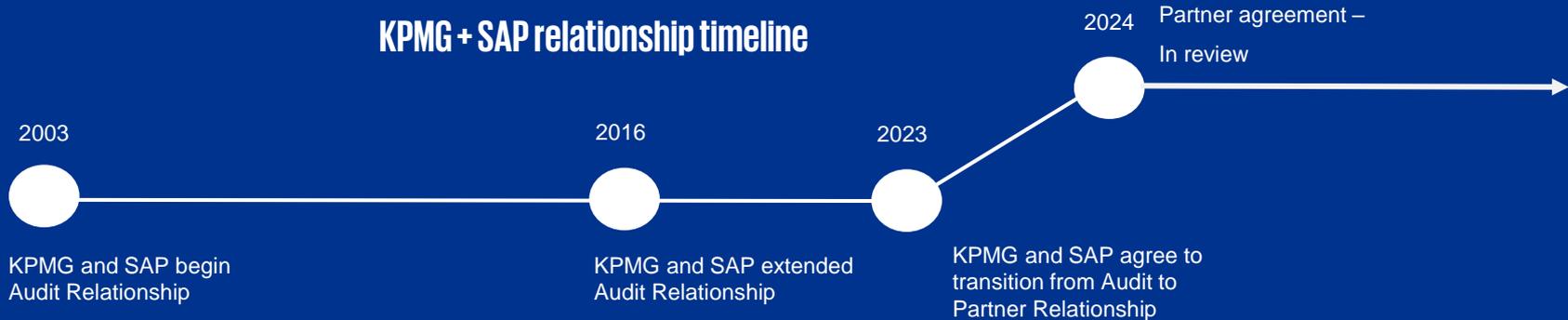


Strategic Partnership with KPMG

KPMG overview



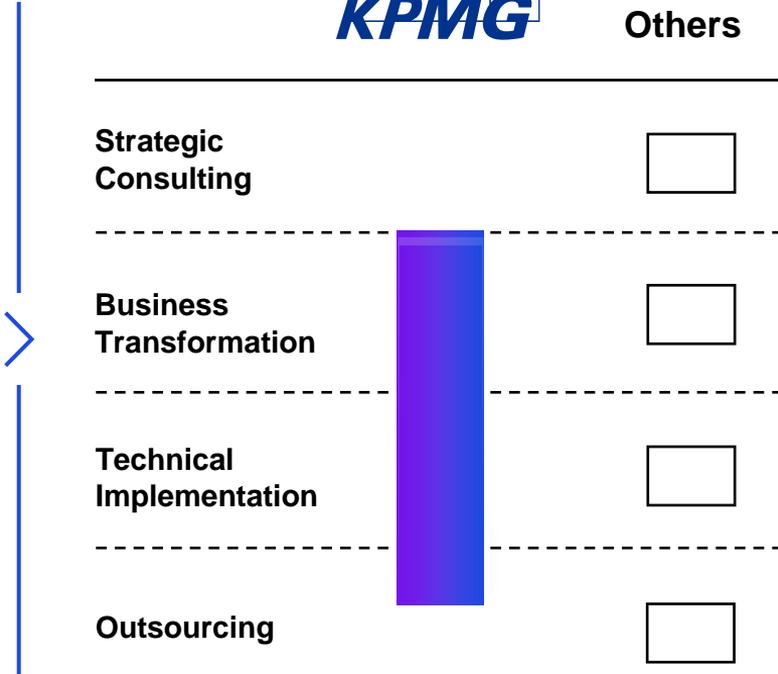
KPMG + SAP relationship timeline



What you may not know

KPMG has an existing SAP consulting business

| | | |
|---|---|--|
| <p>Two highly trusted brands</p> | <p>\$744M FY23 SAP Bookings</p> | <p> >5,900 SAP consultants</p> |
| <p>SAP #1 in enterprise applications</p> | <p> >20 Strong Geo SAP Practices</p> | <p> >50 SAP Cloud digital solution assets</p> |



KPMG Differentiators

How we deliver value

Business-Led

KPMG is proven in the market and committed to our clients to understand their industry and bring best in class solutions to solve business challenges.

Cloud-First

Our strategy is focused on moving clients to S/4HANA Cloud

C-Suite Trust

Client executives have been working with KPMG around functional relationships vs IT for decades. So even during the audit, we were building strong relationships in these clients

Powered Enterprise

Around the globe, our member firms deliver future-ready functions leveraging our target operating model, built for our SAP clients.

Legacy-Free

We have a 'fresh start' for our SAP practice.
We are not encumbered by staff or revenue tied to ECC environments.
We are looking to the future of our joint alliance with SAP priorities in mind .

Significant Investment

SAP is the largest and most important investment KPMG is making in FY24.



KPMG Proven Track Record

KPMG brings global capabilities and experiences combined with local and industry-specific subject matter expertise illustrated on the below indicative projects:

| # | Client | Project | Sector | Program Timeline | Finance | Transformation | Customizing/ Implementation | QA/Testing | Reporting | Data Migration | Integration | SAP S/4HANA |
|----|--|--|---------|------------------|---------|----------------|-----------------------------|------------|-----------|----------------|-------------|-------------|
| 1 | Department of Defense Australia | SAP S/4HANA Implementation | Public | 2017 – 2023 | ✓ | ✓ | ✓ | ✓ | ✓ | | | ✓ |
| 2 | Toronto Catholic District School Board (TCDSB) | SAP ERP Implementation | Public | 2018 – 2019 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | |
| 3 | Société de transport de Montréal | SAP S/4HANA Implementation | Public | 2018 – 2024 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| 4 | City of Copenhagen | SAP ERP Implementation | Public | 2017 – 2018 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | |
| 5 | Avigilon | Global SAP ERP HANA Implementation | Private | 2015 – 2017 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | |
| 6 | Element Fleet | Global SAP S/4HANA Implementation | Private | 2022 – 2025 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| 7 | Finning | Global SAP BPC and Analytics Implementation | Private | 2016 – 2019 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | |
| 8 | Liberty Utilities | Global SAP S/4HANA with SAP Analytics Cloud and Planning | Private | 2019 – 2023 | ✓ | | ✓ | ✓ | ✓ | | | ✓ |
| 9 | Hamburg Bank | SAP S/4HANA Implementation | Private | 2019 – 2023 | ✓ | ✓ | ✓ | | | | ✓ | ✓ |
| 10 | EnBW | SAP S/4HANA Implementation | Private | 2019 – 2024 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| 11 | CSL Behring | Global S/4HANA Implementation | Private | 2015 – 2020 | ✓ | ✓ | ✓ | ✓ | | | | ✓ |
| 12 | Eli Lilly | SAP S/4HANA Implementation | Private | 2020 – 2024 | ✓ | ✓ | ✓ | ✓ | ✓ | | ✓ | ✓ |
| 13 | GBCI | SAP S/4HANA & BW/4HANA Implementation | Private | 2020 – 2022 | ✓ | ✓ | ✓ | ✓ | ✓ | | ✓ | ✓ |
| 14 | Paypal | Global SAP S/4HANA Implementation | Private | 2020 – 2021 | ✓ | ✓ | | ✓ | | | | ✓ |
| 15 | Sanofi | Global SAP S/4HANA Implementation | Private | 2020 – 2024 | ✓ | ✓ | | ✓ | | | | ✓ |
| 16 | Assicurazioni Generali | SAP S/4HANA Implementation | Private | 2001 – 2019 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| 17 | Allianz | Global SAP S/4HANA Implementation | Private | 2021 – 2024 | ✓ | ✓ | | | | ✓ | ✓ | ✓ |



GOVERNMENT & PUBLIC SECTOR TRANSFORMING PUBLIC SERVICE DELIVERY FOR A DIGITAL FUTURE



Q&A

KPMG PUBLIC SECTOR STUDIES:



"Voices on 2030" compiles global expert predictions on the digital transformation of government services by 2030, providing a mosaic of insights into the future of public sector innovation and strategy.



This KPMG Canada report advises governments to adopt agile operations to keep pace with rapid tech advances and digital demands. It highlights the cross-organizational need for agility, lessons from the pandemic's response, and the importance of culture change for responsive governance.

