



Transform your business with BDO

Digital Modernization & Adoption

What to expect from BDO

BDO takes pride in being a Canadian leader in helping businesses implement and adopt technology be it to acquire and grow customers, to create and deliver new products and services, to optimize cash and profits, or to hire and empower employees.

This presentation will briefly showcase our capabilities as experts in:

- ▶ The technology services domain as a whole
- ▶ Implementing leading technology platforms such as:
 - [Enterprise Resource Planning \(ERP\) Software Platforms](#)
 - [Human Capital Management \(HCM\) Platforms](#)
 - [Customer Relationship Management \(CRM\) Platforms](#)
 - [Cloud Migrations, Intelligent Apps and Enterprise Data Platforms with AI PaaS Offerings](#)
 - [Robotic Process Automation \(RPA\) Platforms](#)

We've been working with Canadian business' since 1921 and we are just getting started.

NOTE: other forms of implementation services include modern workplace, financial planning and analysis as well as cyber.



**A Canadian Technology Leader
A Trusted implementation partner**

BDO Digital

Overview



BDO Digital is the tech advisory service line for BDO Canada. It is a premier technology solutions provider focused on serving clients through end-to-end solutions in data and AI, modern workplace, business applications, cybersecurity, and digital strategy. Underpinned by market leading cloud engineering capabilities, our technology practice combines over 20 years of industry expertise with operational excellence to help our clients efficiently and cost-effectively define and address their business challenges.

BDO Digital understands the importance of taking a holistic approach to business solutions. We build relationships with our clients, so we can truly understand and support their needs. Our global reach allows us to serve our clients anywhere in the world, with the best group of subject matter experts from across our firms working together to find the right solution for each client.

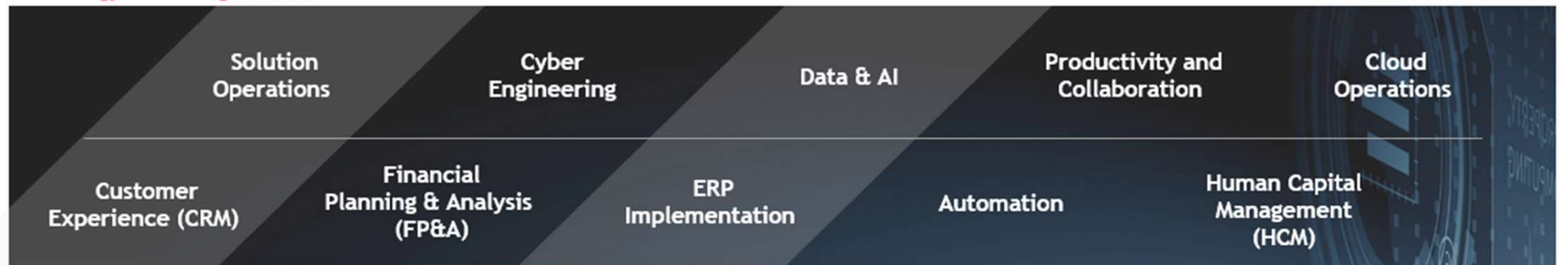
Visit bdo.ca/digital for more information.

BDO's Advisory practice: Technology consulting

BDO's technology services division, BDO Digital, is a world-class team of certified and experienced professionals focused on helping our clients transform their business by leveraging modern technology.



Technology Consulting Services



Technology capabilities

ADVISORY

- Digital Transformation
- IT Modernization Strategy
- Cloud-First Strategy
- Architecture & Design
- Data Strategy
- Program & Change Management
- Center of Excellence
- Data Governance
- Training

COMPETENCIES

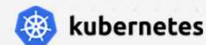
- Infrastructure
- IaaS/ PaaS/ SaaS
- Large-scale App Migration
- Networking
- Security
- Containerization
- Monitoring
- IT Automation
- DevOps
- DevSecOps
- Analytics & AI
- Modern Workplace

PLATFORMS

- Azure
- Dynamics CRM
- Dynamics ERP
- Power Platform
- Ceridian Dayforce
- Oracle NetSuite
- GCP
- AWS
- UiPath RPA
- Terraform
- Snowflake
- Databricks
- Denodo

TOOLS:

- GitHub
- Jira & Confluence
- Bitbucket
- Kubernetes
- Docker
- Selenium
- PowerBI
- Tableau
- Document Understanding & SortSpoke
- MS Flow, PowerApps and Power Automate





ERP Platforms

Value of ERP systems

An ERP platform streamlines business processes, improves efficiency, and provides real-time data from across the organization for improved decision making to drive sustainable growth. ERP supports strategic decisions, scales with the organization, standardizes processes, and bolsters data security, ultimately strengthening competitiveness and operational effectiveness.

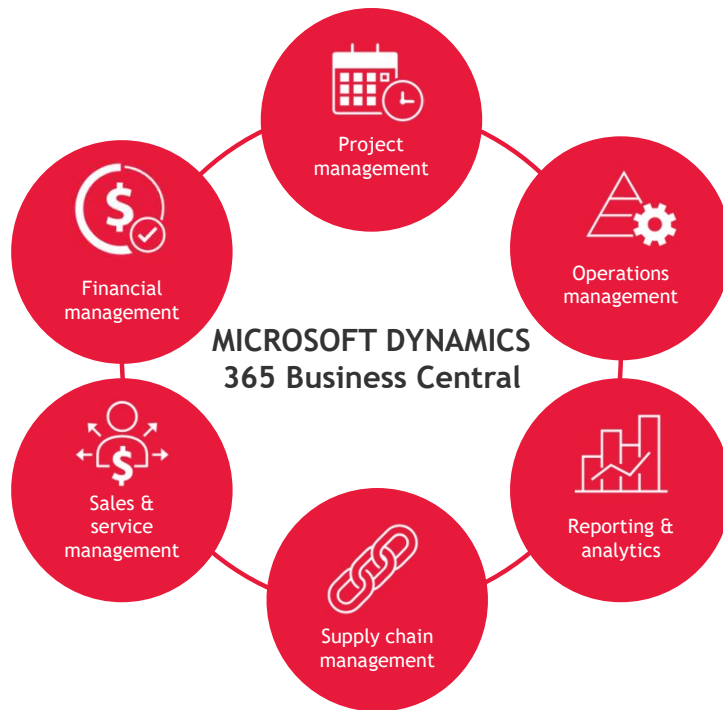
Lets look at 2 ERP's that can help transform your business:

- ▶ Microsoft Dynamics 365 Business Central
- ▶ Oracle NetSuite

ERP for small to medium businesses

Microsoft Dynamics 365 Business Central

BDO's Business Central practice has seen it all with Dynamics. Whether you're migrating from legacy Microsoft systems (GP, NAV) or third party systems like QBP and Sage, our deep expertise has you covered. Our close ties with Microsoft and deep understanding of the platform will allow you to leverage all the tips and tricks for an optimal configuration.



Business Value

- ▶ Core finance and accounting management capabilities
- ▶ Realtime Data, Reporting and Analytics
- ▶ Large partner ecosystem for 3rd party plugins
- ▶ Native Office 365 Integration
- ▶ Open API
- ▶ Tiered pricing flexibility and "lower" cost of ownership
- ▶ Rich Microsoft product connectors (Azure, Power Platform, Power BI)
- ▶ On prem / cloud options
- ▶ Industry-specific solutions

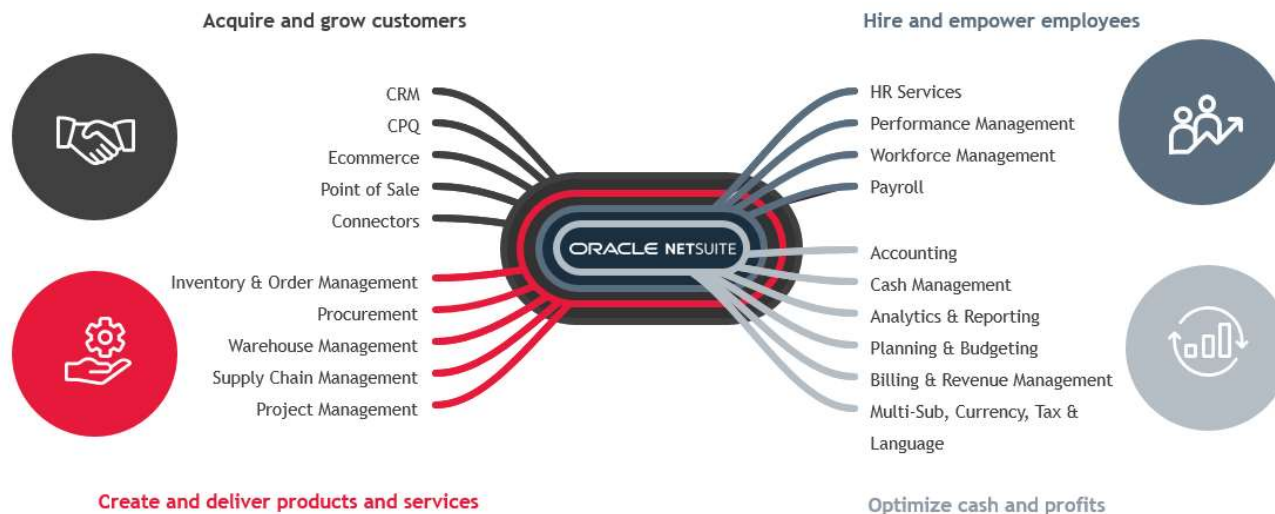
Experience and Quals

- ▶ Azure Expert MSP (highest partner designation)
- ▶ 20 years experience
- ▶ BDO Technology practice founded on its Dynamics practice
- ▶ Microsoft ERP Gold Partner
- ▶ Microsoft Dynamics Inner Circle Partner (top 1% global partner)
- ▶ Microsoft Dynamics Presidents Club Member for outstanding customer service

ERP for medium to scaling businesses

Oracle NetSuite

BDO's NetSuite practice is your go-to for all things Midmarket to Enterprise. Whether you're transitioning from older products or from third-party platforms, our specialized knowledge ensures a smooth migration. Our strong relationship with Oracle and comprehensive understanding of the NetSuite ecosystem empowers you with the insights required for a finely-tuned setup.



Business Value

- ▶ SaaS native, built for the cloud
- ▶ Platform agnostic (works well with Unix, Mac's etc..)
- ▶ Integrated database for CRM, Ecom and ERP, simplifying data access, reporting
- ▶ More flexible and open API
- ▶ Handles multi-subsidiary and multi-currency seamlessly
- ▶ Offers built-in ecommerce
- ▶ Deeply integrated CRM functions
- ▶ Extensive marketplace for 3rd party apps
- ▶ Industry specific preconfigured solutions

Experience and Quals

- ▶ Certified Professionals
- ▶ Business Processes
- ▶ Integration Expertise
- ▶ Industry Specific and Other Source/Target Applications



Human Capital Management Platforms

Value of HCM/HRIS platforms

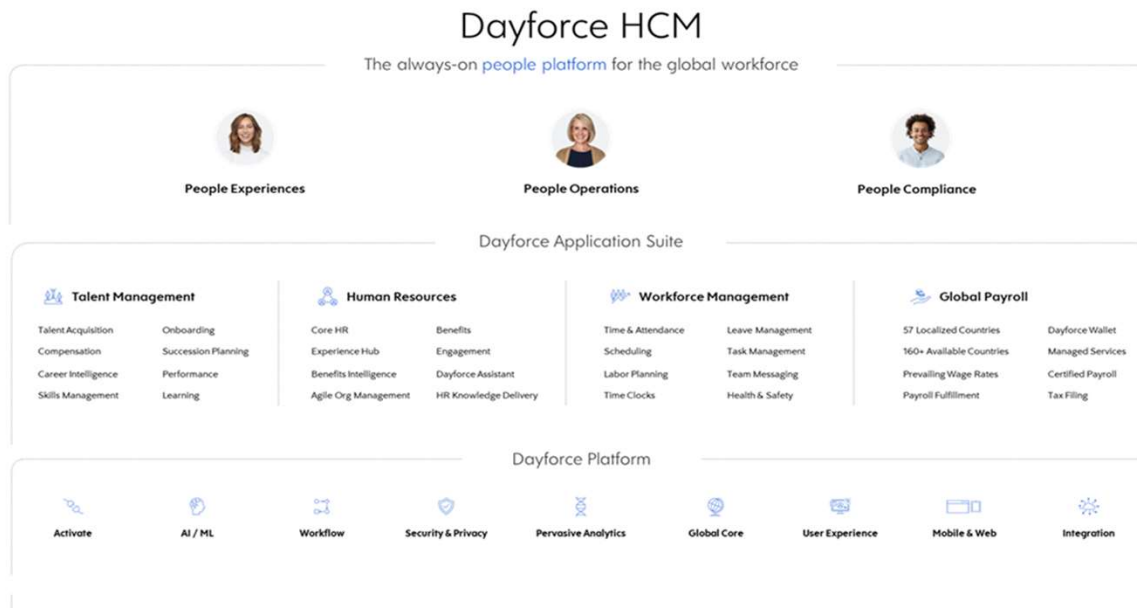
An HCM/HRIS platform revolutionizes workforce management by enhancing employee engagement, automating HR tasks, and offering real-time analytics for decision-making that fosters organizational growth. HCM/HRIS tools support talent strategy, adapt as your workforce evolves, ensure compliance, and elevate data security, all contributing to a competitive and efficient work environment.

Let's look at **Ceridian Dayforce**, which can help transform your business

BDO Human Capital Management

Ceridian Dayforce

Work with BDO for your Ceridian Dayforce implementation to leverage unparalleled expertise and a proven track record in HCM solutions. Our close partnership with Ceridian ensures you get the most out of Dayforce, from seamless integrations to optimizing workflows. Trust BDO to elevate your HR functions, ensuring compliance, efficiency, and a measurable ROI. Your workforce deserves the best, and so do you.



Business Value

- ▶ SaaS native, built for the cloud
- ▶ Single unified database platform for payroll, benefits and workforce management
- ▶ Built for multi-jurisdiction, multi-currency and complex regulations
- ▶ Intuitive, mobile friendly interface
- ▶ Highly configurable modules / features
- ▶ Employee self serve
- ▶ Payroll accuracy through advanced payroll calculations to reduce errors
- ▶ Scales well to business size
- ▶ Built in AI powered reports and analytics

Experience and Quals

- ▶ Founding Member in the System Integrator (SI) Program
- ▶ 20% of All SI Deals Sold with BDO
- ▶ 150+ North American Dayforce Implementations
- ▶ 50+ Person Team
- ▶ BDO Practice Leaders are from Ceridian and have decades of experience

Value of Dayforce

Ceridian Dayforce discussion

**Single, integrated
platform to manage
your entire people
process**

Scheduling

HR

Time & Attendance

Recruiting

Compensation

Learning

Performance

Reporting

Payroll





Pairing Cloud Systems with AI

Cloud Platforms and AI capabilities

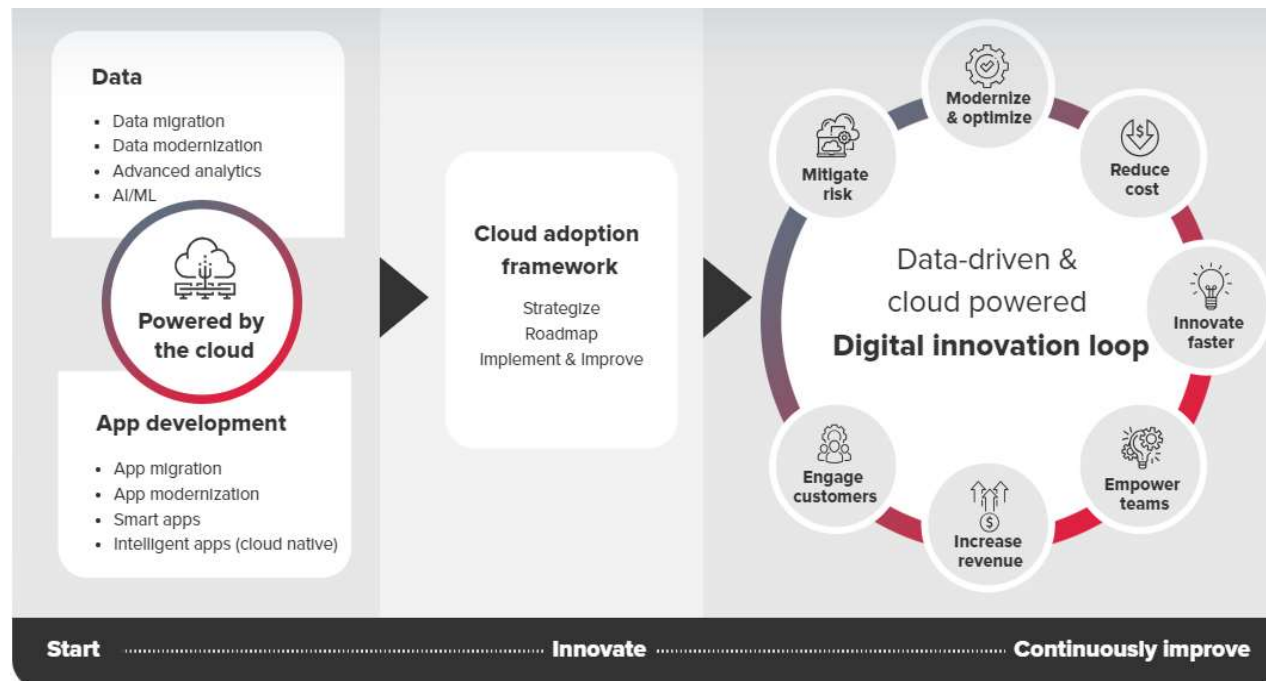
Transitioning to a cloud-based system supercharges your business agility, scalability, and operational efficiency. Coupled with AI, you gain transformative insights, predictive analytics, and automation. This powerful duo not only optimizes your data-driven decisions but also propels you ahead of the curve, ensuring you're not just keeping pace with the industry—you're leading it.

Let's explore the power of the cloud.

BDO cloud, data and AI

Enterprise data platforms and intelligent apps in the cloud

Choosing to work with our cloud and data team is a ticket to business innovation and competitive advantage. We unlock new levels of scalability and intelligence. We don't simply interpret your data or build / modernize apps for the cloud; we empower you to predict future trends, automate complex tasks, and redefine what's possible. As a result, you're not just optimizing your operations—you're reinventing them.



Business Value

- ▶ Migrate workloads to and build new applications in the cloud to leverage PaaS offerings
- ▶ Build enterprise data platform and layer on AI to scour data for ROI focused programs
- ▶ Infuse AI, be it GenAI or Machine Vision to bring intelligence to apps
- ▶ Supercharge IT infrastructure scalability, reach, disaster recovery, security and spend
- ▶ Create an AI collaborative culture where AI enhances stakeholder experiences and liberates staff for strategic tasks

Experience and Quals

- ▶ Microsoft Gold Partner with 6+ Gold cloud, data, appdev competencies
- ▶ AWS, Snowflake and Databricks partner
- ▶ 2023 Microsoft AI Partner of the Year
- ▶ Help customers with over \$100M in annual customer cloud programs
- ▶ 300+ team across Canada

Cloud Technology capabilities - Microsoft deep dive example

A culture of close collaboration



600+

BDO DIGITAL EMPLOYEES IN CANADA



BDO CANADA EMPLOYEES

4300+

2022

Microsoft Enterprise
Partner Of The Year

2023

Microsoft AI Impact
Partner Of The Year

2023

Microsoft Global
Security Partner
Of The Year

ADVANCED SPECIALIZATIONS

- ▶ Azure Expert MSP
- ▶ Modernization of Web Applications to Microsoft Azure
- ▶ Cloud Security
- ▶ Identity and Access Management
- ▶ Information Protection & Governance
- ▶ Threat Protection
- ▶ Windows Server and SQL Server Migration to Microsoft Azure
- ▶ Adoption and Change

MICROSOFT COMPETENCIES



Gold:

- ▶ App Dev
- ▶ Cloud Platform
- ▶ Cloud Productivity
- ▶ Collaboration & Content
- ▶ Data Analytics
- ▶ Data Platform
- ▶ Datacenter
- ▶ Security



Silver:

- ▶ SMC Solutions
- ▶ Communications
- ▶ EMM
- ▶ Messaging
- ▶ Windows & Devices

PROGRAMS



FastTrack-Ready Partner



MSSP/MCI Program



Solution Assessment
Program



ECIF & AMMP funding



Viva Jumpstart

BDO Digital is an **enterprise** partner, trusted by some of the industry's leading companies, to deliver high impact data, AI and cloud solutions powered by Microsoft. We assemble tailored multi-disciplinary teams from across our practice groups to co-create innovative technology solutions with an industry focus. We are agile and adaptable, delivering solutions at the speed of business.

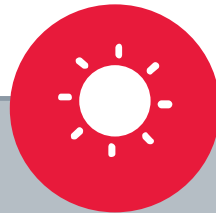
Cloud Technology capabilities - AWS deep dive example



Status



Advanced
Consulting
Partner



Certifications

- AWS Certified Solutions Architect - Professional
- AWS Certified Cloud Practitioner
- AWS Certified Solutions Architect - Associate
- AWS Certified Developer - Associate
- AWS Certified SysOps Administrator - Associate
- AWS Certified DevOps Engineer - Professional

Specialization:
EC2 for Windows Specialization.



Industries

Financial Services

Banking, Insurance, Credit Unions

Energy & Natural Resources

Oil/Gas, Utilities, Mining, Renewables

Public Sector

Municipal, Provincial, Federal

Commercial

Air, Automotive, Manufacturing, Defense



Customer Relationship Management

Value of CRM systems

A customer relationship management optimizes customer relationships, streamlines sales and marketing processes, and improves customer service. It offers valuable insights into customer behavior, enhances communication, and boosts sales efficiency. By centralizing customer data, it facilitates insights, personalized interactions, fosters customer loyalty, and supports data-driven decision-making, ultimately driving business growth and increasing profitability.

Lets look at one, **Microsoft Dynamics 365**, to help you understand and optimize your various customer journeys.

Customer engagement practice

Microsoft Dynamic 365

BDO brings a rich history and familiarity with this software. Look no further, if you are looking to leverage the tools powerful analytics and AI capabilities for deep insights into client needs and behaviors, to enable personalized and efficient service. This adds to the customer experience which drives business growth through improved client engagement and loyalty. Our close ties with Microsoft and deep understanding of the platform will allow you to leverage all the tips, tricks and plug-ins needed for an optimal configuration.

Microsoft Dynamics 365



Sales



Customer Service



Marketing



Field Service



Customer Voice

Microsoft Power Platform



Power Apps



Power Automate



Power BI



Microsoft Copilot Studio



Power Pages

Business Value

- ▶ Customer journey mapping
- ▶ Marketing and sales automation
- ▶ Integrate with Microsoft and 3rd party apps including social media
- ▶ Mobile enablement
- ▶ AI-driven insights and automation to enhance customer engagement and optimize business processes

Experience and Quals

- ▶ Azure Expert MSP (highest partner designation)
- ▶ 20 years of experience
- ▶ BDO Digital practice founded on its Dynamics practice
- ▶ 40 practitioners across Canada
- ▶ Microsoft Dynamics Inner Circle Partner (top 1% global partner)
- ▶ Microsoft Dynamics Presidents Club Member for outstanding customer service



Business Process Automation

Value of RPA

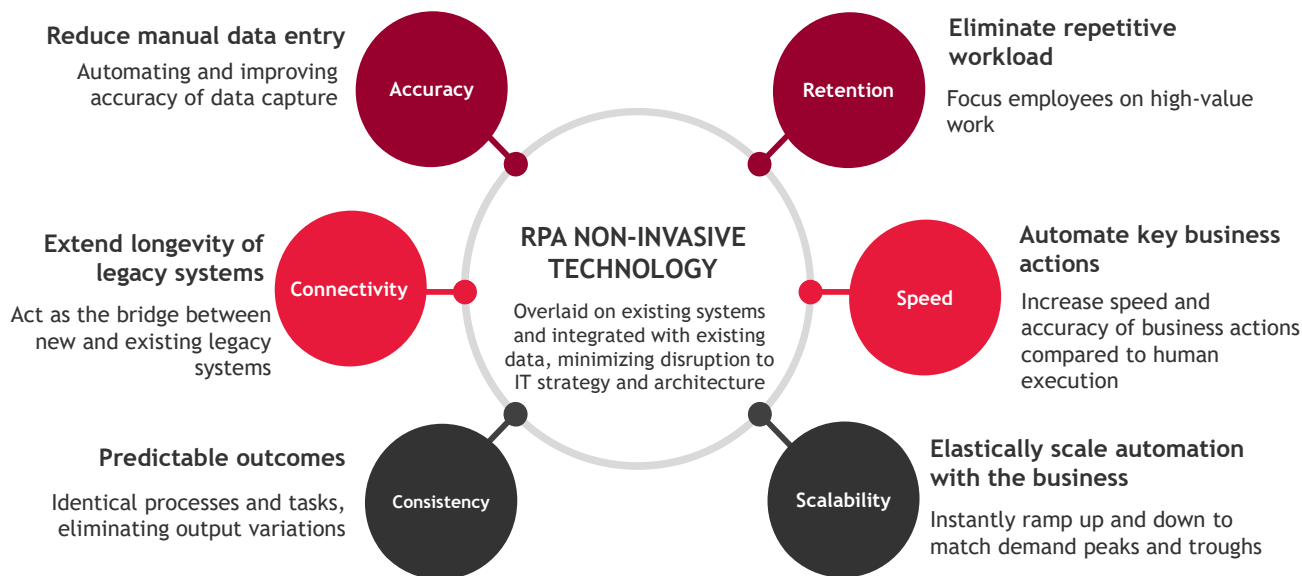
Robotic Process Automation (RPA) offers significant benefits: it streamlines repetitive, mundane tasks, increasing efficiency and accuracy. Best of all they deliver functionality without the costs and drawbacks of custom applications by leveraging tools built for RPA.

Both **UiPath** and **Microsoft Power Automate** are great tools which can be leveraged for RPA.

BDO business process automation

UiPath, Microsoft Power Automate

BDO can work with you to automate processes and free up employee time for more strategic work. This automation minimizes errors, and ensures consistent performance. Its scalability allows for easy adaptation to changing business needs, and its integration capabilities lead to improved workflow across various applications, ultimately boosting overall business agility and performance. RPA improves retention, workflow reliability, ROI and accuracy - an all up winning formula.



Business Value

- ▶ Low code / no code allowing users with minimal tech skills to build processes
- ▶ Built-in AI capabilities to handle complex, cognitive and AI tasks
- ▶ Loads of data connectors for data sources
- ▶ Scales well from small tasks to enterprise-wide automation

Experience and Quals

- ▶ Azure Expert MSP (highest partner designation)
- ▶ One of our fastest growing practice areas



For More Info:

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