



Empowering Mid-Market Growth

Your Digital Navigator On Your Organizational Journey

Overview

CONFIDENTIAL

This document contains confidential information. Unauthorized use, disclosure, or distribution is strictly prohibited.

SCYPIO.COM

Introductions

- Digital Consulting for 25+ years
- Both Advisory (i.e. Digital Strategy) and Implementation (i.e. deep technical) capacities
- Prior Big Consulting experience (i.e. Deloitte, PwC, BDO, MNP – Partner, Digital Advisory)
- Across numerous industries (e.g. Manufacturing, Real Estate & Construction, Public and Non-Profit sectors, Private Equity, Telecommunications, Retail, Health Care and Pharmaceuticals, Media and Entertainment, Utilities)
- All organizational sizes (e.g. small, medium, large)



Dean Leesui, MBA, ITIL
Senior Advisor and President,
Digital Advisory
Toronto

SCYPIO
 Strategy + Execution + Heart



Who We Are

Earned from decades of hands-on consulting & technical experience, we are a **next-generation Digital Advisory Firm.*

We provide sustainable, cost-effective, strategic digital guidance through a unique engagement model that focuses on *value and outcomes*, through digital enablement.



Vision

To redefine what mid-market organizations expect from Digital Advisory - trusted, pragmatic, and sustainably engaged for long-term success.



Mission

Empower mid-market organizations to evolve with confidence – through greater digital maturity, strategic enablement, and guidance grounded in real-world experience.

* indicative of our distinctive, sustainable, and cost-effective engagement model

The Scypio Difference

Digital maturity is at the core of achieving meaningful business outcomes.



Business-Focused (i.e. digital maturity and outcomes) vs Technology-Focused



Distinctive, Sustainable Engagement Model

- We are objective and unbiased (i.e. we maintain a technology-agnostic approach)
- We help address the underlying business challenges behind the technology pain points.
- We bridge the gap between business strategy and digital execution to drive impactful outcomes.
- We help you define the right decisions and why, to move forward with clarity and purpose.
- We help you ask the right questions—just because you can, doesn't always mean you should.

The Why



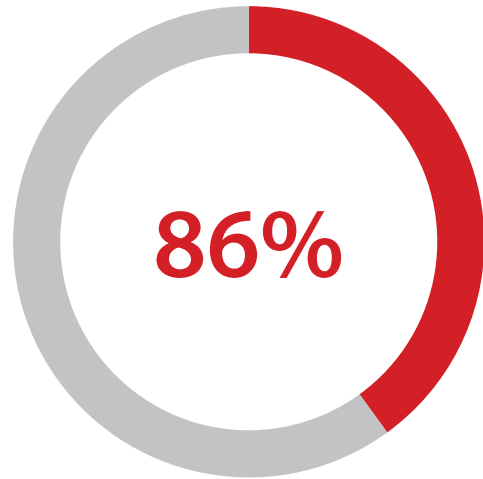
Digital maturity is the key to realizing objectives

“

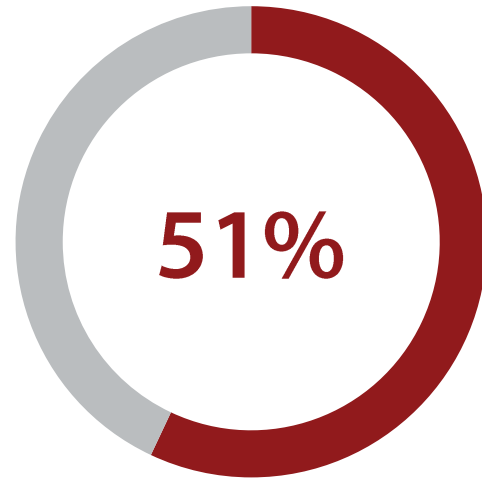
Digital transformation is *not about technology*—it's about strategy and *new ways of thinking*. – Didier Bonnet

Digital maturity is no longer optional

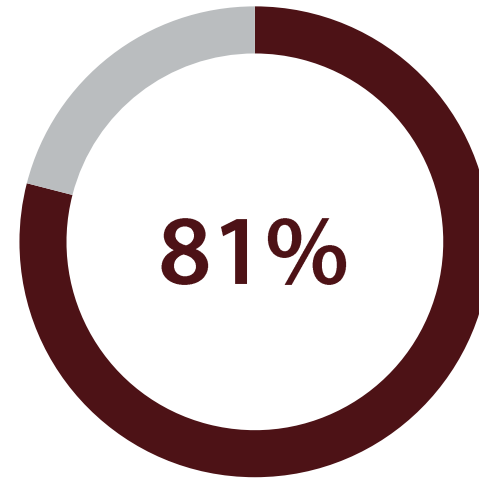
The digital shift is no longer a future trend – it’s a present imperative; with increasing risk to long-term success for those that remain slow to adapt.



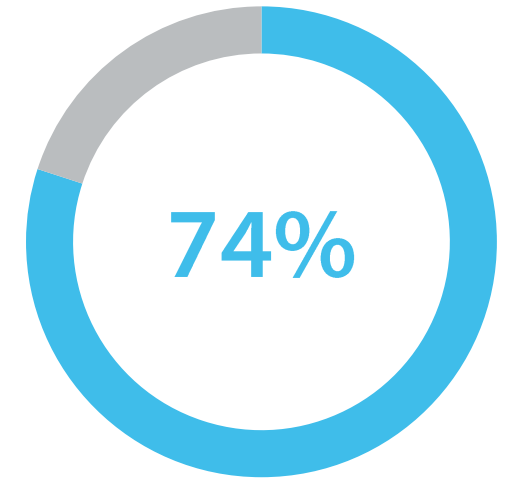
are **ramping up automation and adopting new technologies** like traditional and generative AI to **improve efficiencies** and address labour market shifts.¹



looking to **technology to fuel growth**.²



believe **cybersecurity is a critical business priority** and requires bold action to manage.³



of CEOs say that **AI** is the technology that **will most impact their industry**.⁴

¹Source: Canada’s SMBs bullish on growth, betting big on AI. (2024, October 17). KPMG. <https://kpmg.com/ca/en/home/media/press-releases/2024/10/canadas-smbs-bullish-on-growth-betting-big-on-ai.html>

²Ibid

³Source: Fedy, M. J., Infanti, D., & Archambault, Y. (2024, October 11). Canada’s mid-market has big plans. KPMG. <https://kpmg.com/ca/en/home/insights/2024/10/canada-mid-market-has-big-plans.html>

⁴Source: Gartner, 2025 The CIO Report

The mid-market challenge: Unique needs, complex decisions

“

Mid-market leaders wear many hats. The challenge isn't just doing more – *it's doing the right things, faster.* – Unknown

The Challenge (cont'd)



Limited internal digital experience & expertise

- Relentless change demands agility and adaptability through leverage (i.e. outsource, where appropriate)



An overwhelming vendor & solution landscape

- Conduct necessary due diligence in a constantly changing solution landscape (i.e. minimize risk, cost)



Pressure to modernize, cost-effectively

- Knowing WHAT to do, and WHY, is as important as HOW (i.e. prioritize, optimize IT investments)



Lack of sustainable engagement from strategy to execution

- Legacy engagement models are expensive/short-lived (i.e. they show up, deliver, and disappear, leaving you to figure out the rest); engage differently

Sustainable success

Steering your organization's journey without a trusted Digital Navigator *is like map without a guide* - you may know the destination, but not the obstacles, risks and traps along the way.



Your Digital
Navigator!

SCYPIO 

The Solution

A *next-generation* digital advisory firm: Redefining the traditional consulting model *to deliver cost-effective, sustainable, and long-term impact* - from strategy to execution.

Our experience



Our Experience | Industries

Common digital patterns, across distinct industry challenges, offers valuable insights to inform innovative solutions.



The central graphic features a grid of industry categories. The word "Industries" is prominently displayed in the center, underlined with a red line. The grid is composed of several cells, each containing an industry name. The background of the grid is a dark, geometric pattern of overlapping lines. Several cells contain small images: a woman on a rock with colorful lines emanating from her laptop, two chess pieces, and two hands shaking in a business deal.

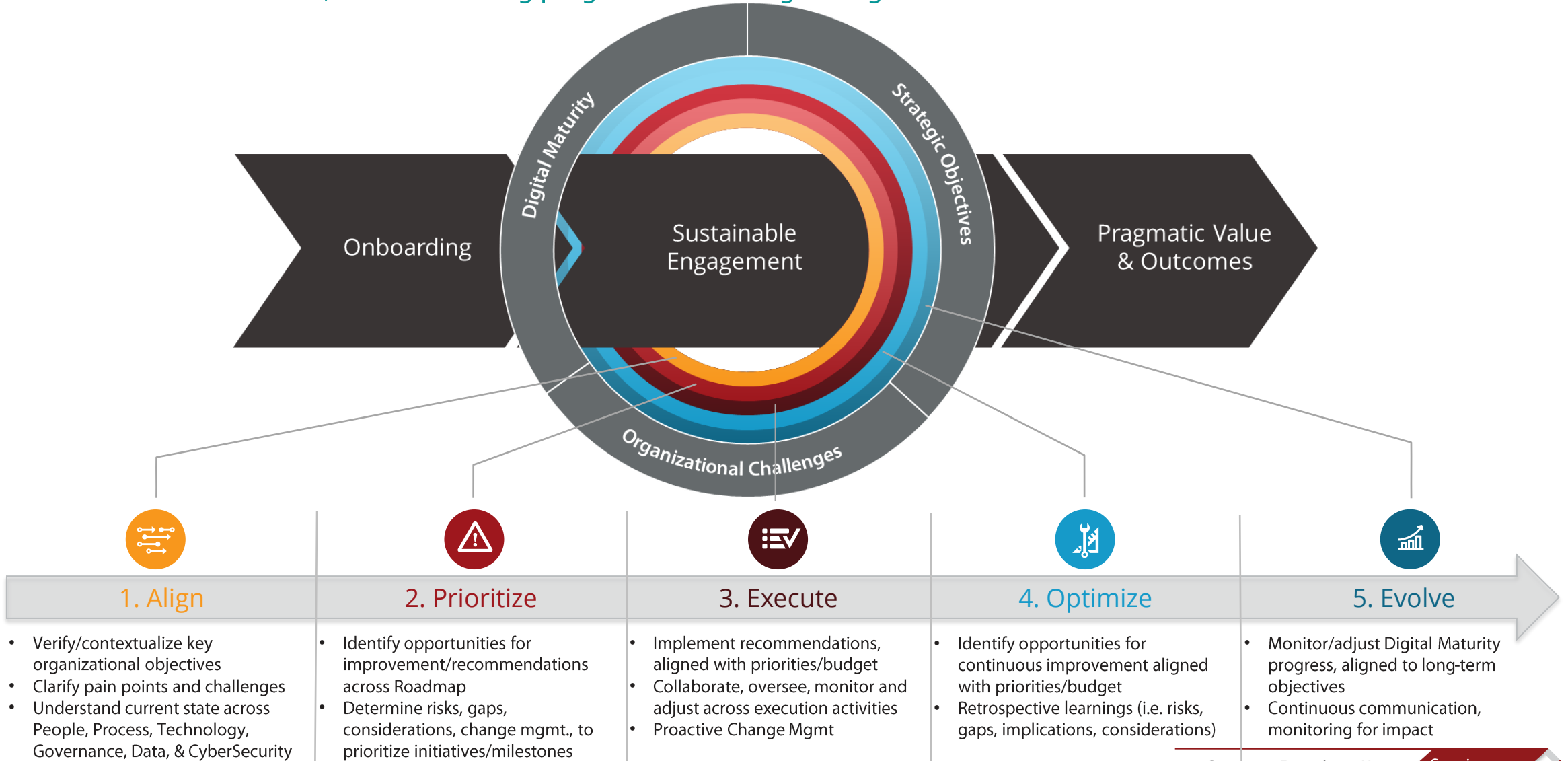
	Financial Services	Insurance	Credit Unions	Telecommunications	Food & Beverage
Manufacturing	Private Equity	Industries		Media & Entertainment	
Municipalities	Non-Profit			Private Enterprise	Professionals
Public Company	Health Care	Real Estate and Construction		Technology	Retail

How we do it



How we do it | Our Advisory Engagement Framework

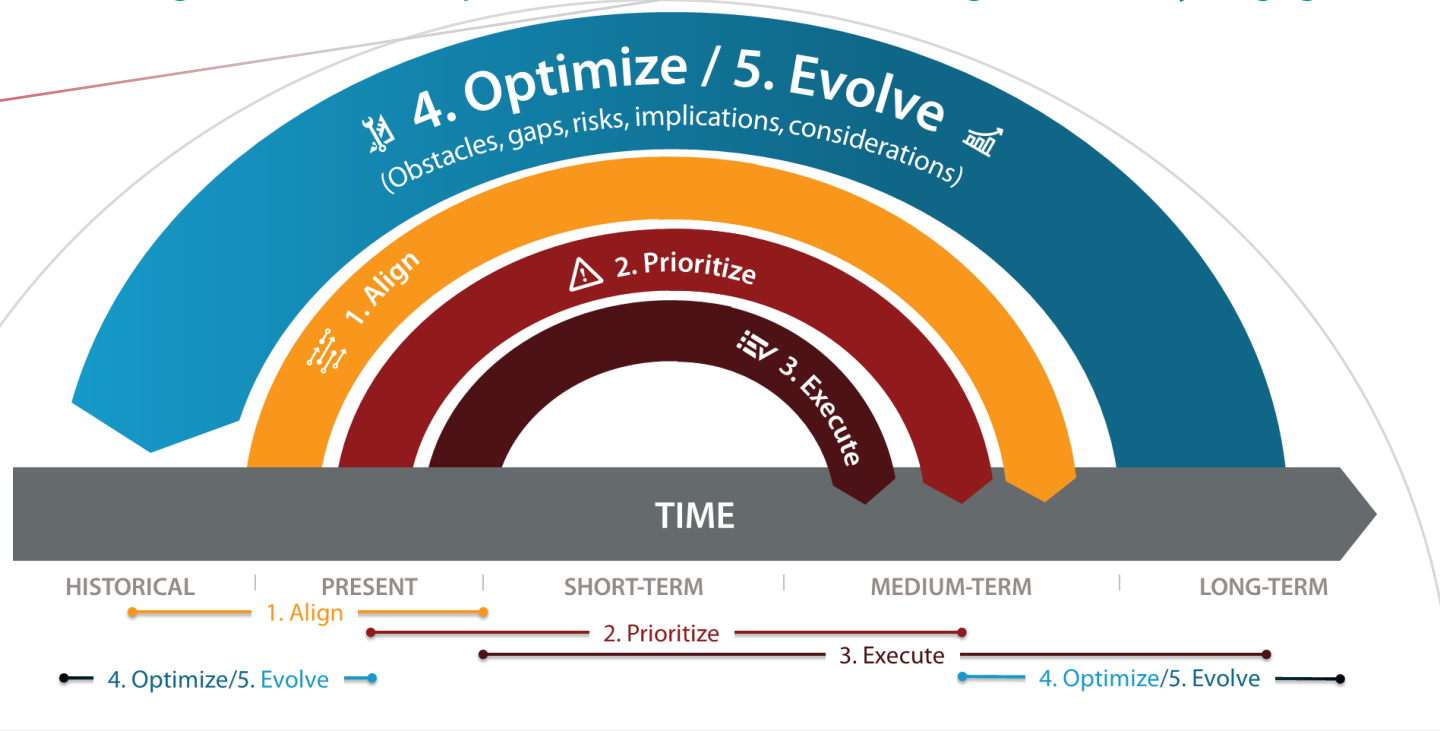
Our distinctive, next-generation Advisory Engagement Framework redefines the client experience – minimizing risk, enabling sustainable value creation, and accelerating progress toward long-term goals.



How we do it | Our Engagement Methodology

Building on our next-generation Advisory Engagement Framework, our methodology seeks to define a desirable future state - then works backward to identify the strategic initiatives required to achieve it; remaining sustainably engaged through to execution.

Dynamic Value Engagement Framework



				
<h3>1. Align</h3>	<h3>2. Prioritize</h3>	<h3>3. Execute</h3>	<h3>4. Optimize</h3>	<h3>5. Evolve</h3>
<ul style="list-style-type: none"> • Verify/contextualize key organizational objectives • Clarify pain points and challenges • Understand current state across People, Process, Technology, Governance, Data, & CyberSecurity 	<ul style="list-style-type: none"> • Identify opportunities for improvement/recommendations across Roadmap • Determine risks, gaps, considerations, change mgmt., to prioritize initiatives/milestones 	<ul style="list-style-type: none"> • Implement recommendations, aligned with priorities/budget • Collaborate, oversee, monitor and adjust across execution activities • Proactive Change Mgmt 	<ul style="list-style-type: none"> • Identify opportunities for continuous improvement aligned with priorities/budget • Retrospective learnings (i.e. risks, gaps, implications, considerations) 	<ul style="list-style-type: none"> • Monitor/adjust Digital Maturity progress, aligned to long-term objectives • Continuous communication, monitoring for impact

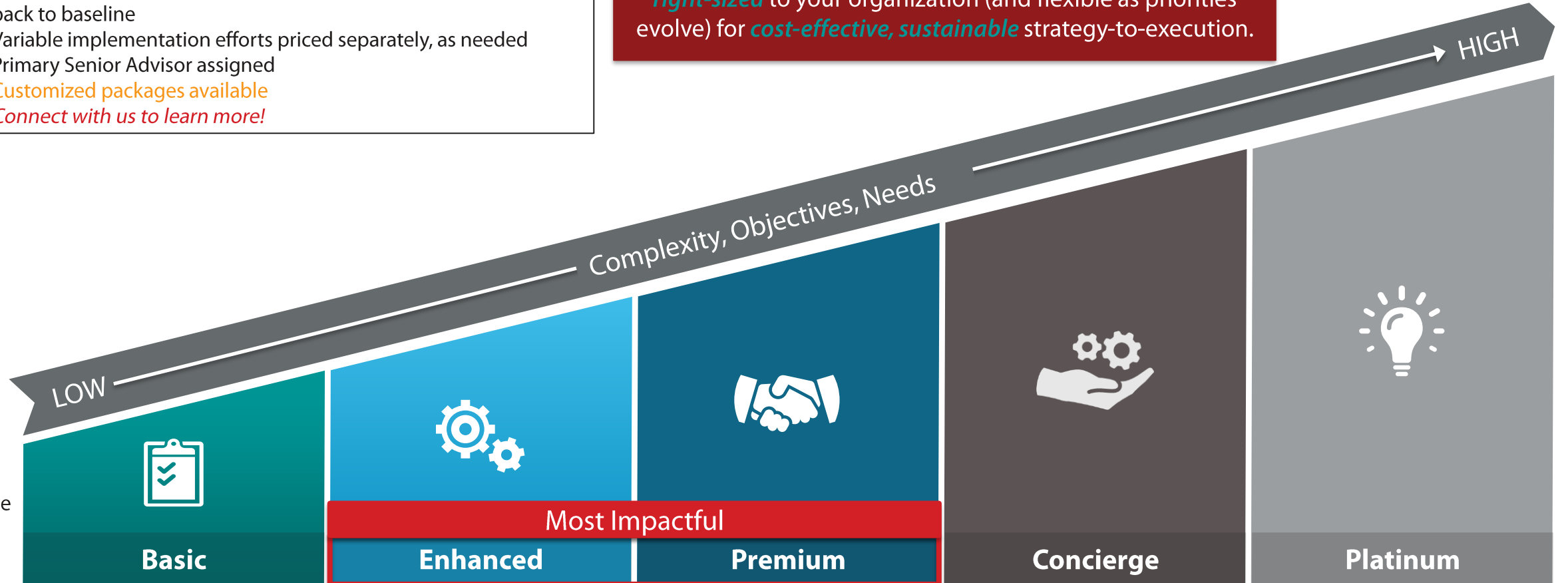
Service Tiers: Delivering tailored, responsive value

Leveraging a *Dynamic Value Pricing (DVP)* model across Service Tiers, improves *transparency, consistency, and cost effectiveness*; facilitating a focus on customer *value and outcomes*, while proactively accelerating progress toward long-term goals.

Summary

- No long-term contracts
- Each Tier defines a consistent, but flexible, baseline of service, only fluctuating when needs may materially deviate
- Fluctuating needs typically estimated as monthly fees, reducing back to baseline
- Variable implementation efforts priced separately, as needed
- Primary Senior Advisor assigned
- Customized packages available
- Connect with us to learn more!

Each Service Tier includes an Onboarding and Monthly Fee, *right-sized* to your organization (and flexible as priorities evolve) for *cost-effective, sustainable* strategy-to-execution.



Service Tiers: Key advantages

Scypio's *distinctive Advisory Engagement Model*, breaks away from the traditional hourly-rate model (i.e. inflexible, cost-prohibitive, inconsistent value), allowing us *to drive outcomes, conducive to sustainable success*.



Transparent

Through a collaborative approach, increased visibility on costs, and improved predictability of value.



Continuous

Persistent engagement over time vs one-and-done engagements, facilitate greater realization of long-term objectives.



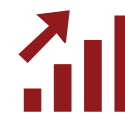
Cost-Effective

New tools and accelerated approaches, help us focus on value rather than hours; creating opportunities to do more with less.



Outcomes-Focused

When we advance meaningful outcomes from our efforts, we demonstrate sustainable value in our relationship.



Sustainable Engagement

Burst-able value through pricing agility, allows for the capability to dynamically adjust up or down, as the needs evolve, priorities change, and when circumstances demand it.

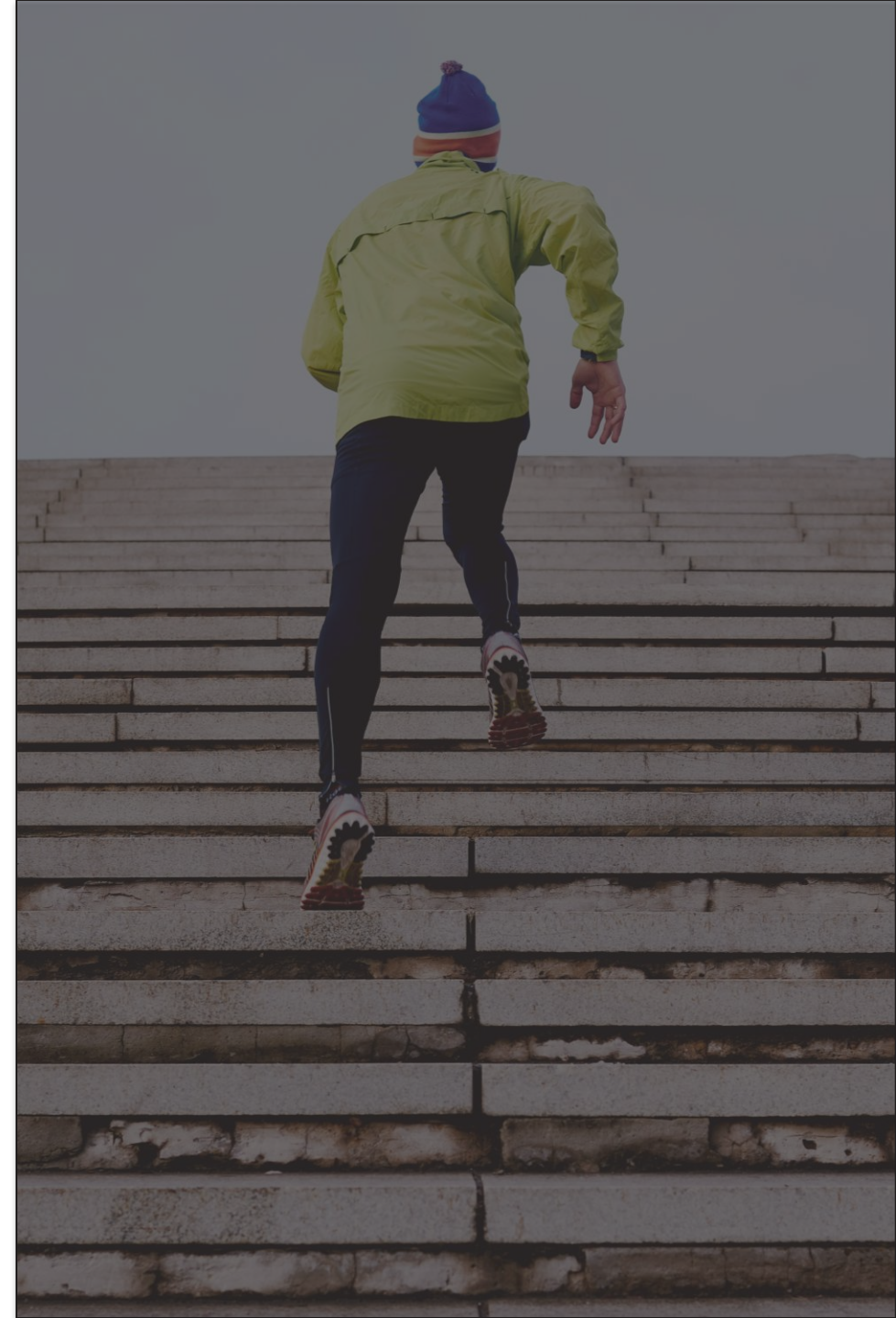


Flexible

Multiple Service Tiers, with the further ability to customize to your particular context and need, keeps our relationship adaptable, no matter what may be required.

Next steps

- *Connect with us!* Engage Scypio for a brief meeting to meet us, and address any follow-up questions, clarifications



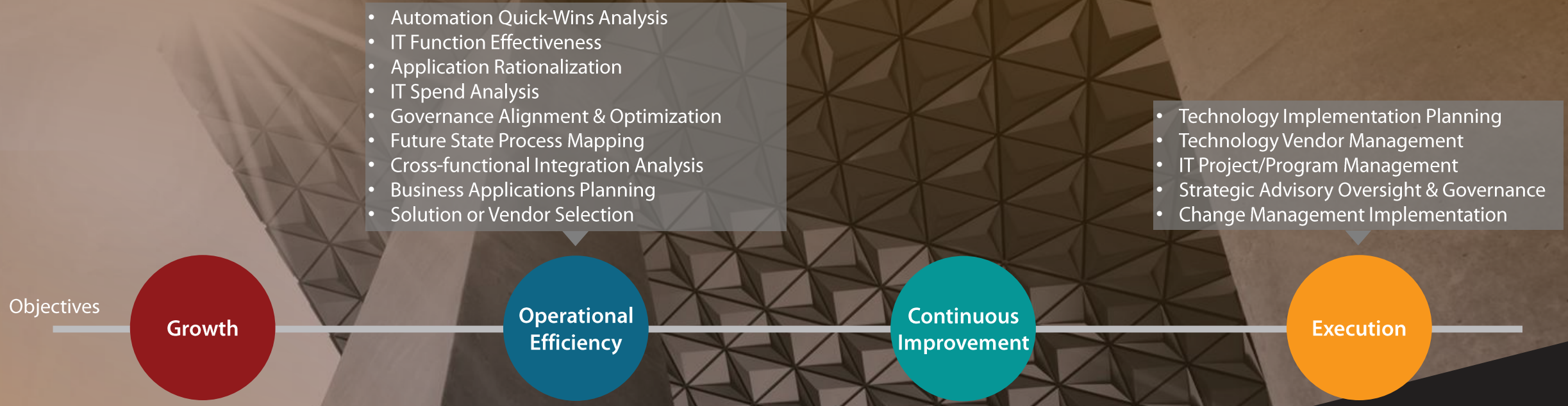
Appendix

What we do



What we do | Types of services

The following services (i.e. but not limited to), provide examples of our capabilities, aligned with a representative set of objectives.



- Automation Quick-Wins Analysis
- IT Function Effectiveness
- Application Rationalization
- IT Spend Analysis
- Governance Alignment & Optimization
- Future State Process Mapping
- Cross-functional Integration Analysis
- Business Applications Planning
- Solution or Vendor Selection

- Technology Implementation Planning
- Technology Vendor Management
- IT Project/Program Management
- Strategic Advisory Oversight & Governance
- Change Management Implementation

- Artificial Intelligence/Digital Strategy & Roadmap
- CRM Strategy
- IT Due Diligence
- Target Operating Model
- Cloud Strategy
- Technology Enablement
- Process Re-engineering/Optimization
- Thought Leadership

- Change Management Planning
- Information/Document Management Strategy
- PMO Strategy
- Reporting & Analytics Improvement
- Technology Project Health Check



Digital Advisory seeks to *align, prioritize and optimize* your IT investments; maximizing value, and accelerating maturity, necessary for sustainable success.

Sample Case Studies



Accelerating business objectives through improved digital maturity.

Construction

Challenges

- **Operational inefficiency** (i.e. manual processes)
- **Limited ability for timely/strategic decision making** (i.e. adaptiveness, operational visibility)
- **Operational friction** (e.g. project mgmt. tracking, cross-functional integration)
- **Organizational risk** (i.e. change adoption, scalability, operational continuity)

Solution

- **Outsource Managed IT Services** (i.e. Accredited)
- **Replace existing Sage 300 Finance solution with Sage Intacct** (i.e. modern cloud ERP)
- **Refresh Governance Structure** (i.e. org-wide alignment, integration, decision-making)
- **Defined roadmap of improvement opportunities** (i.e. People, Process, Technology, Governance)

Results

- **Adopted new Managed IT Provider**
- **Adopted new modern cloud ERP**
- **Continued to leverage Digital Advisory** (i.e. trusted executive advisory)
- **Re-aligning finance function processes to future state** (i.e. process streamlining/efficiency)



Engagement Activities

Current State Assessment | Define Maturity Model | Identify/Develop Opportunities/Recommendations & Roadmap

Driving community impact through improved digital enablement and cyber posture.

Non-profit

Challenges

- **Laborious manual processes** (i.e. labour-intensive, bottlenecks, inefficient)
- **Fragmented systems, applications** (i.e. across teams, functions)
- **Siloed knowledge** (e.g. operational risk, continuity)
- **Limited IT Governance, cybersecurity posture** (i.e. limited policies, legacy hardware/software, limited proactive monitoring)

Solution

- **Outsource Managed IT Services** (i.e. Network, Cybersecurity)
- **Conduct application rationalization** (i.e. simplify, reduce costs, redundancies)
- **Formalize IT Steering Committee** (i.e. improve quality of IT investment decisions/priorities)
- **Develop current/target state Customer Journey Maps** (i.e. understand customer experience, improve Acquisition->Advocate lifecycle)

Results

- **Improved confidence in cybersecurity posture and peace-of-mind** (i.e. continuous monitoring)
- **Simplified application landscape** (i.e. reduction in unnecessary costs, reduced complexity for staff)
- **Optimization of IT spend** (i.e. formalized process/control)
- **End-to-end understanding of donor/customer journey** (i.e. toward long-term vision/objectives)



Engagement Activities

Current State Assessment | Define Maturity Model | Identify/Develop Opportunities/Recommendations & Roadmap | CyberSecurity Assessment



Thank you.

Dean Leesui, MBA, ITIL
Senior Advisor and President
Scypio Inc.
E: dean.leesui@scypio.com
www.scypio.com

Strategy + Execution + Heart

Scypio.com

SCYPIO.COM
connect@scypio.com