



BDO/Microsoft Global Alliance and the momentum of AI

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Global Client Director BDO @ Microsoft



BDO and Microsoft strategic alliance

What does it mean?

Vancouver - October 24th, 2023

Expanded collaboration between BDO and Microsoft set to benefit clients worldwide

“

In today's world, technology is critical to every business and to every one of our clients. Together, BDO and Microsoft will be at the side of our clients, supporting their growth and contributing to their security and sustainability by driving business outcomes through new applications that utilize powerful AI tools to maximise the value of data and manage cyber risk. With our Strategic Digital approach, our partnership with Microsoft will support our clients' transformation and growth.

PAT KRAMER
CEO, BDO Global

*Be there at our joint clients together,
in areas like Cyber Risk and Digital (ai) transformation*

“

BDO's business expertise and trusted relationships with mid-size enterprises presents a powerful combination with Microsoft's portfolio of solutions. Together, we have a real opportunity to apply this next generation of AI and security innovation alongside BDO's advisory, tax, assurance and digital expertise to empower, secure and transform our joint clients in a sustainable way.

KEVIN PEESKER
President Worldwide SMC & Digital at Microsoft

BDO and Microsoft

Our purpose



People helping people to achieve
their dreams

— *Better together* —



Empower every person and
every organization on the
planet to achieve more

BDO and Microsoft

What does our partnership aim to accomplish

**Grow
our joint
business**

**Make
BDO
better**

BDO and Microsoft

Addressing BDO's priorities

Go To Market

Grow the business

Technology roadmap

Empower Talent

Manage Risk

Focus on Clients

Intelligent platforms

Service Line Innovation

Capabilities
Security
AI/CoPilot
Azure
Sustainability

Capabilities		
Employee Experience (+CoPilot)	Automate Manual Processes	Secure by design & CoPilot
Employee Innovation	Modernize Legacy	Compliance
Change Management/Adoption	Data & (Open)AI - Insights	Data Strategy
Comprehensive, Unified Support	Digitize Client Interaction	Cross-Firm Collaboration

Capabilities
Global Portal
Audit/APT
Tax

How we are organized for BDO

Strategic global Customer and Partner for Microsoft (\$500)

Executive sponsorship (Global SMC/SMB, Microsoft Corp)

Global Account team

Global Enterprise Agreement

Local engagement with Member Firms

Global and local investments, where it drives impact



Leading in the era of AI



Inventions that impacted the whole world
and built new economies

The printing press created a new economy

1440, Mainz, Germany

Printing press



Type foundries,
punch setters



Paper



Ink



Newspapers,
newsletters,
organizations



Bookbinders



Publishers,
booksellers



Writers and
readers



Appliances put electricity to work to make people's lives easier

1700's (invention of electricity)



- Printing press was cheap. A powerplant was much more expensive
- Where electricity grew, GDP per capita grew
- The railways enabled to get access to wealth



History of the computer and the internet



1822
Invention of first
computer by
Charles Babbage



1944
First electronic
digital programmable
computing device



1948
First stored program
computer



1952
Increase in compute
power with Integrated
Circuit, leading to the
Microprocessor



1975
First portable
computer (IBM 5100)



1980's
Birthday of the
internet
(ARPANET)

**The next
platform shift**

History of AI



1950

Alan Turing introduces the **"Turing Test"**

1956

Field of AI is launched, **"artificial intelligence"** coined at Dartmouth



1960

The "first computer" that learned **skills** by trial and error.



1978/79

In Japan, **SCARA**, the robotic arm for high-speed assembly unveiled.



1988

Jabberwacky, a chatbot designed to have conversations with users and imitate human interaction.



1997

IBM's Deep Blue beats reigning world champion Garry Kasparov in chess.

Late 1990s

KISMET, a robot head that recognizes and replicates human emotion.



Late 2000s

IBM's **Watson**, a computer system answers questions via natural language. Beats Jeopardy! contestants.



2011

Apple launches **Siri**, an intelligent personal assistant.



2021

OpenAI develops **DALL-E**, an image generator based on text prompts.

2022

OpenAI launches **ChatGPT**, a chatbot that interacts in a conversational way.

2024

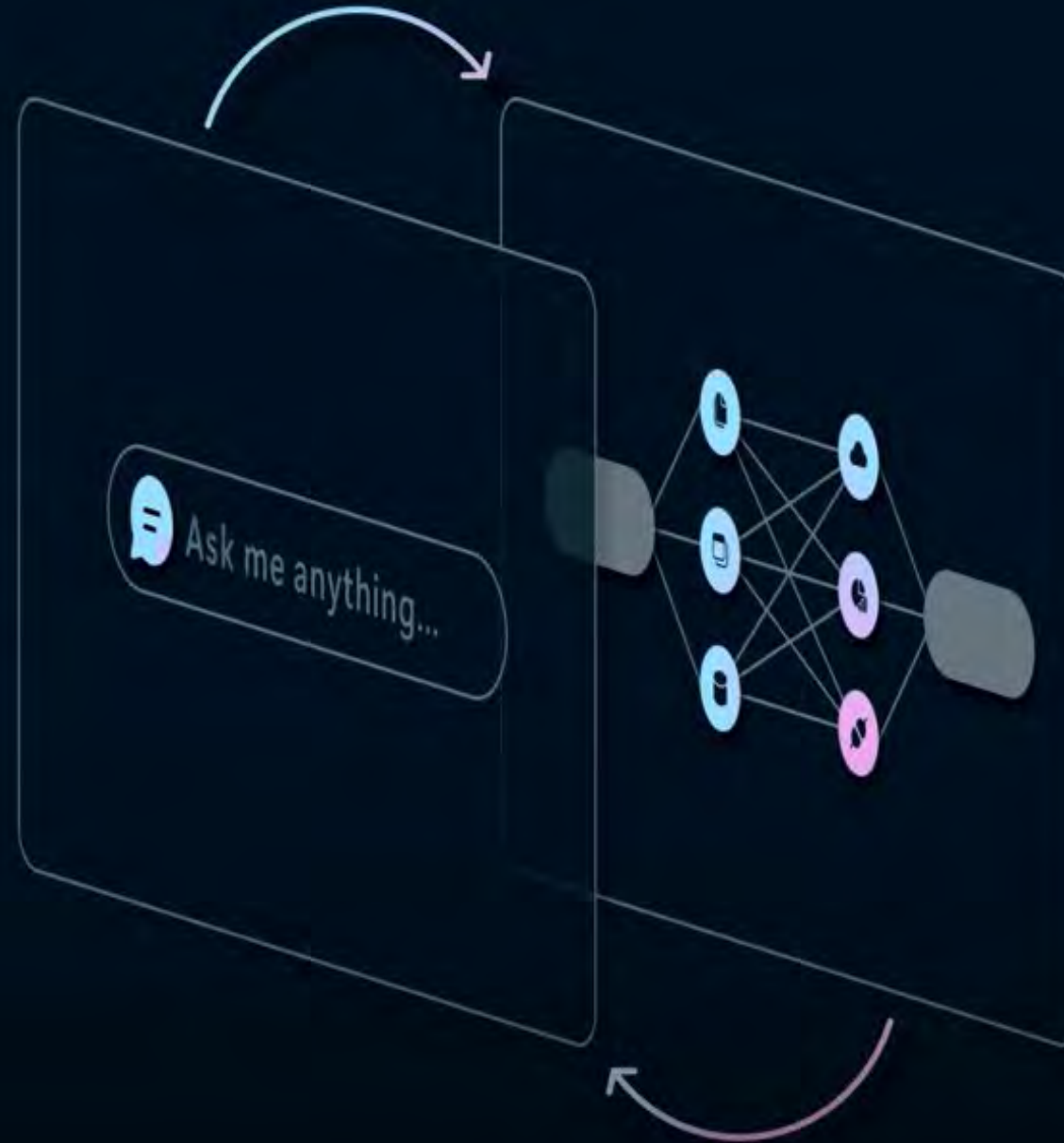


Generative AI

1010
1010



Natural language
A universal interface



Reasoning & planning
engine



Generative AI - Key capabilities



Content generation

Customer Contact:
automatically generate
responses to customer inquiries

Generate personalized UI
for your website



Summarization

Customer Contact:
summary of customer
support conversation logs

Subject matter expert document:
summarization (e.g., Financial
reporting, analyst articles)

Social media trends
summarization



Code generation

Convert natural language to SQL
(or vice versa) for telemetry data

Convert natural language to
query proprietary data models

Code documentation

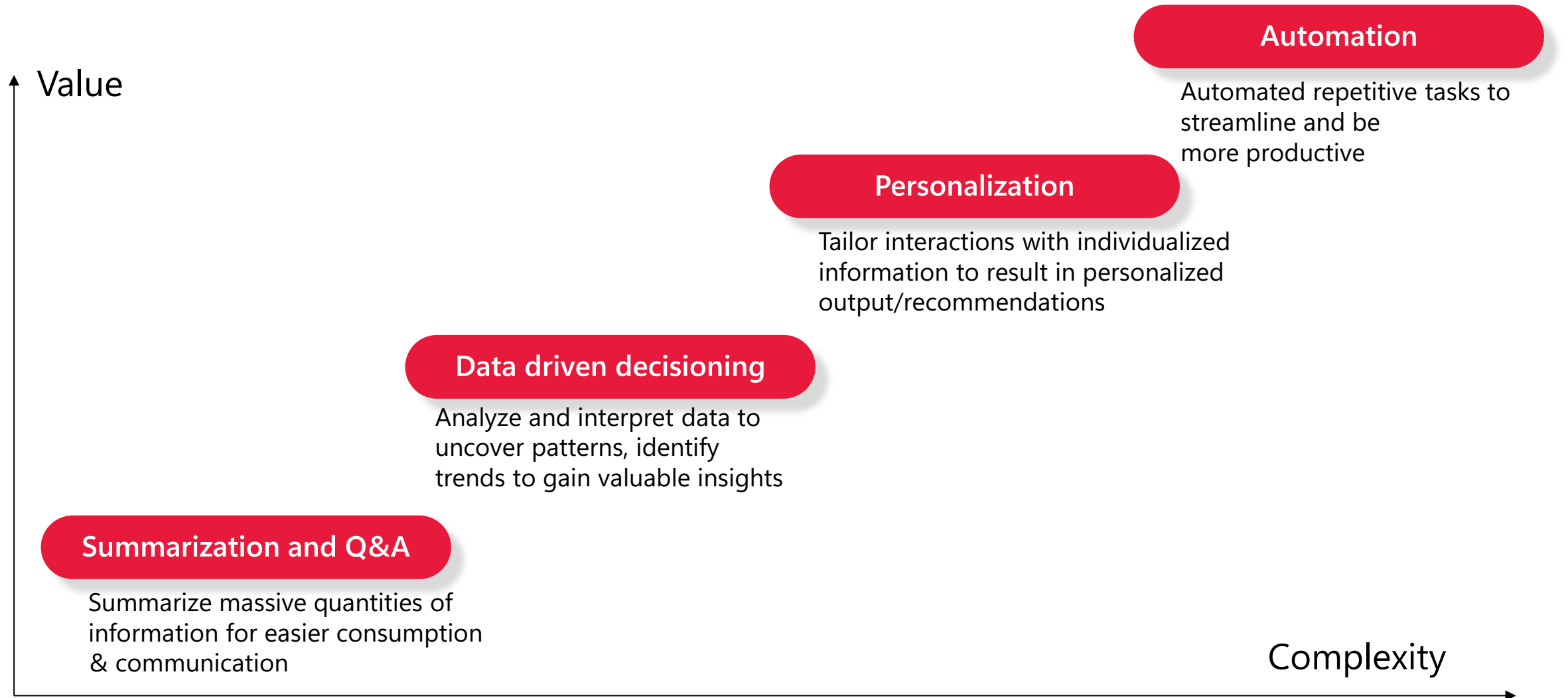


Semantic search

Search reviews for a specific
product/service

Information discovery and
knowledge mining

Generative AI use cases



A copilot for every Microsoft Cloud experience

Microsoft 365 Copilot

Works alongside
you in the apps you
use every day like
Outlook, Teams,
Word, Excel,
PowerPoint

Dynamics 365 Copilot

Turbocharge your
workforce with a
copilot for every
job role

Copilot in Power Platform

Imagine it, describe
it, and Power
Platform builds it

Microsoft Security Copilot

Defend at machine
speed with
Microsoft Security
Copilot

GitHub Copilot

Increase developer
productivity to
accelerate
innovation

AI streamlines auditing process, enhances accuracy, detects fraud, and improves risk assessment - Examples

Data Analytics

processes structured and unstructured data

Continuous Auditing

ongoing data collection, verification, and analysis

Fraud Detection

analyzes transactional data to identify irregularities

Natural Language Processing (NLP)

processes human language in documents

Risk Assessment and Recommendations

analyzes historical data, industry trends & regulations, financial ratios, and provides risk recommendations

Predictive Analytics

forecasts financial outcomes

Audit Planning and Resource Allocation

optimizes audit plans

Anomaly Detection

identifies unusual transactions or patterns

Machine Learning

improves AI performance/results over time

Automated Document Review

automates review of large volumes of documents

Chatbot driven client interaction

self service to BDO's clients. Explore data and engagement progress

Automated data recognition and classification

automated ingestion of data and preparing of the data based on recognition

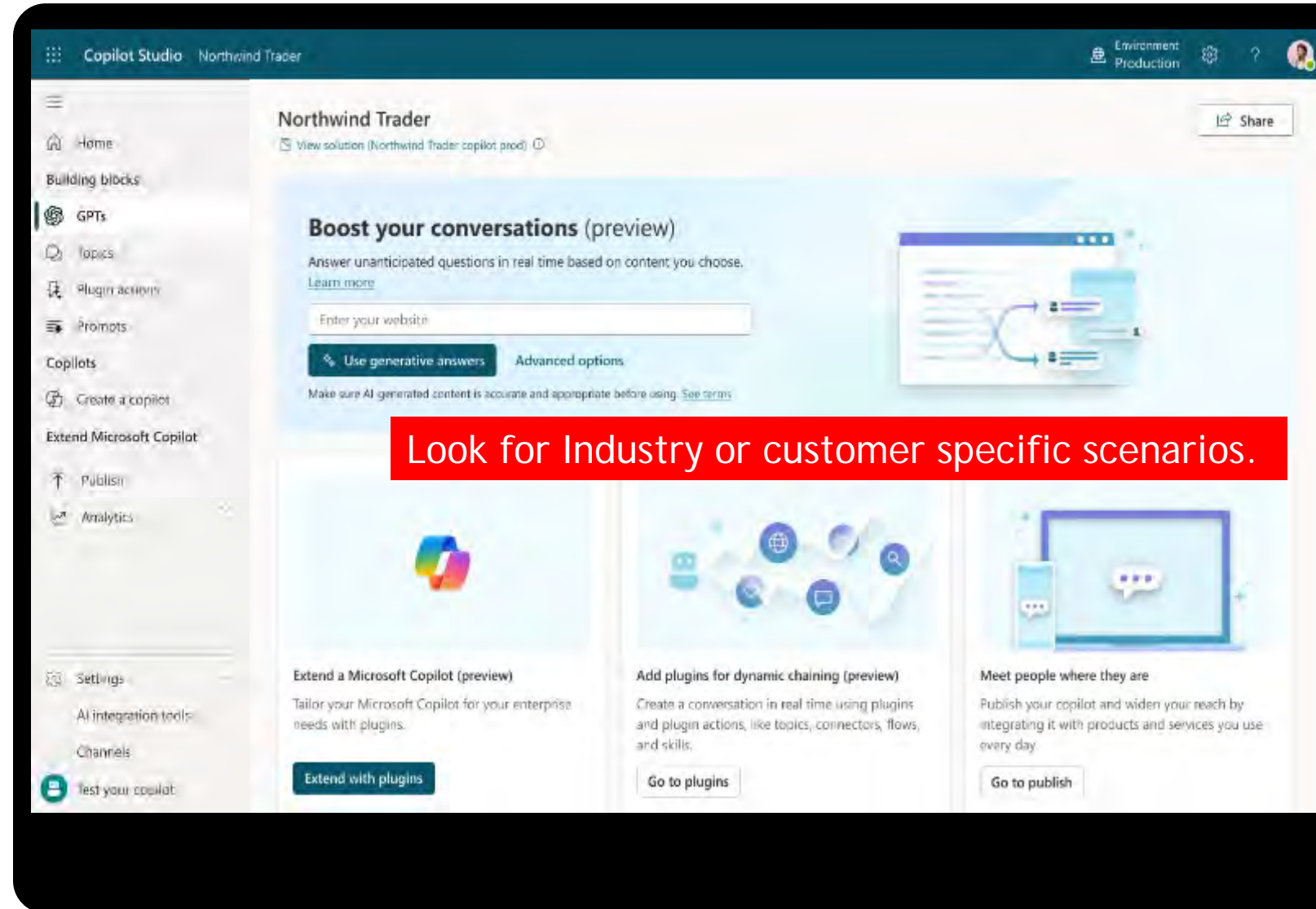
Build your own! – CoPilot Studio

Go to market opportunity

Build your own copilot

Customize Microsoft Copilot

Manage copilot experiences



The New AI Economy

Chips

AI
datacenters

Data

Foundation

Tooling

Applications

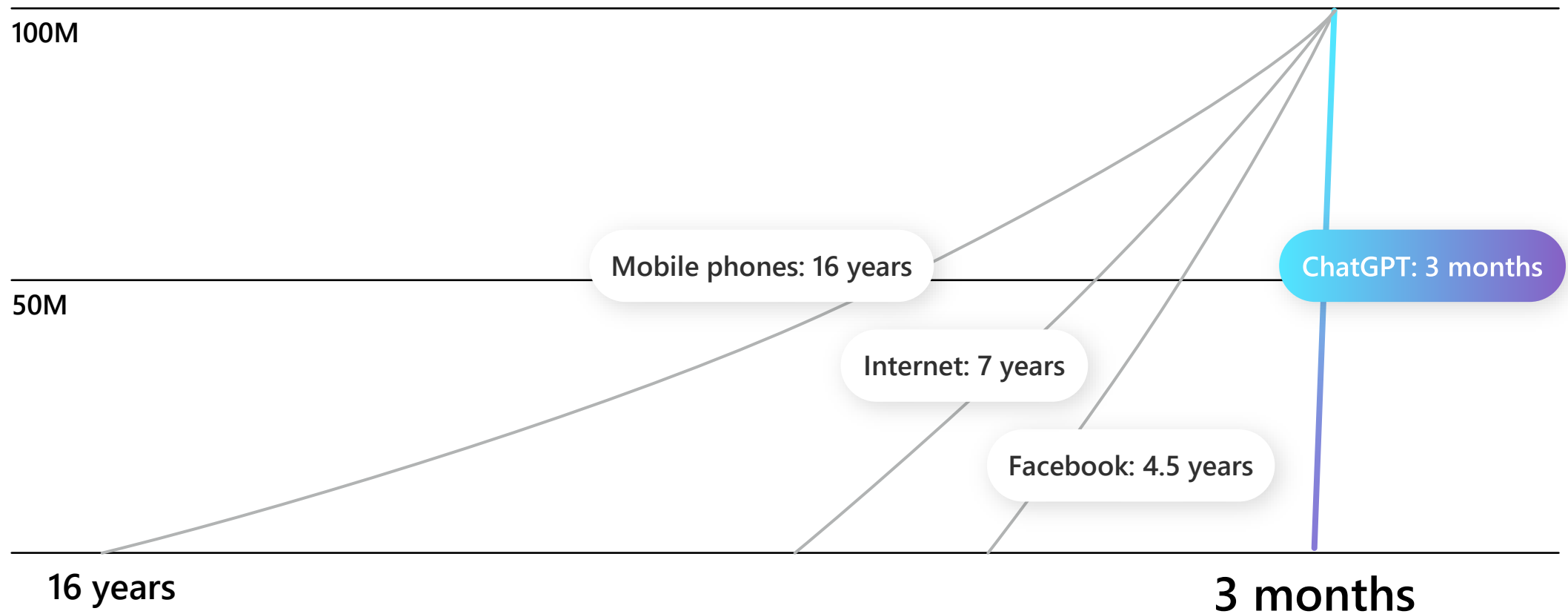
Distribution

Developers &
users

Land and power

Generative AI technology is here

Time to reach 100M users



We only have 1 chance to do it right...



A divided world, but a single planet.

Nation state attack
on Microsoft,
January 2024

Yes, as a world leader in this area
we need to explain many times

Transparency is key while prioritizing security above all else,
not only as Microsoft but as an industry

Brad Smith, president of Microsoft, said during a House Homeland Security Committee hearing on Thursday, June 13, 2024 that the company "accepts responsibility for each and every one of the issues" that led to a compromise last year of many State Department emails. Tierney L. Cross/Bloomberg

IBDO

Responsible AI

Microsoft's AI principles & Secure Future Initiative



Fairness



Reliability
& Safety



Privacy &
Security



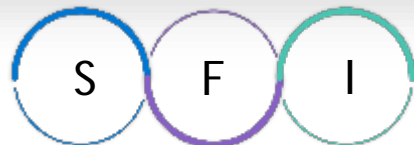
Inclusiveness



Transparency



Accountability



Key take aways

AI is here and
developing fast

Get ready and
start

Decide what
problem you want
to solve

Continuous learning (local, regional, global)



Microsoft provides the platform and is here to help

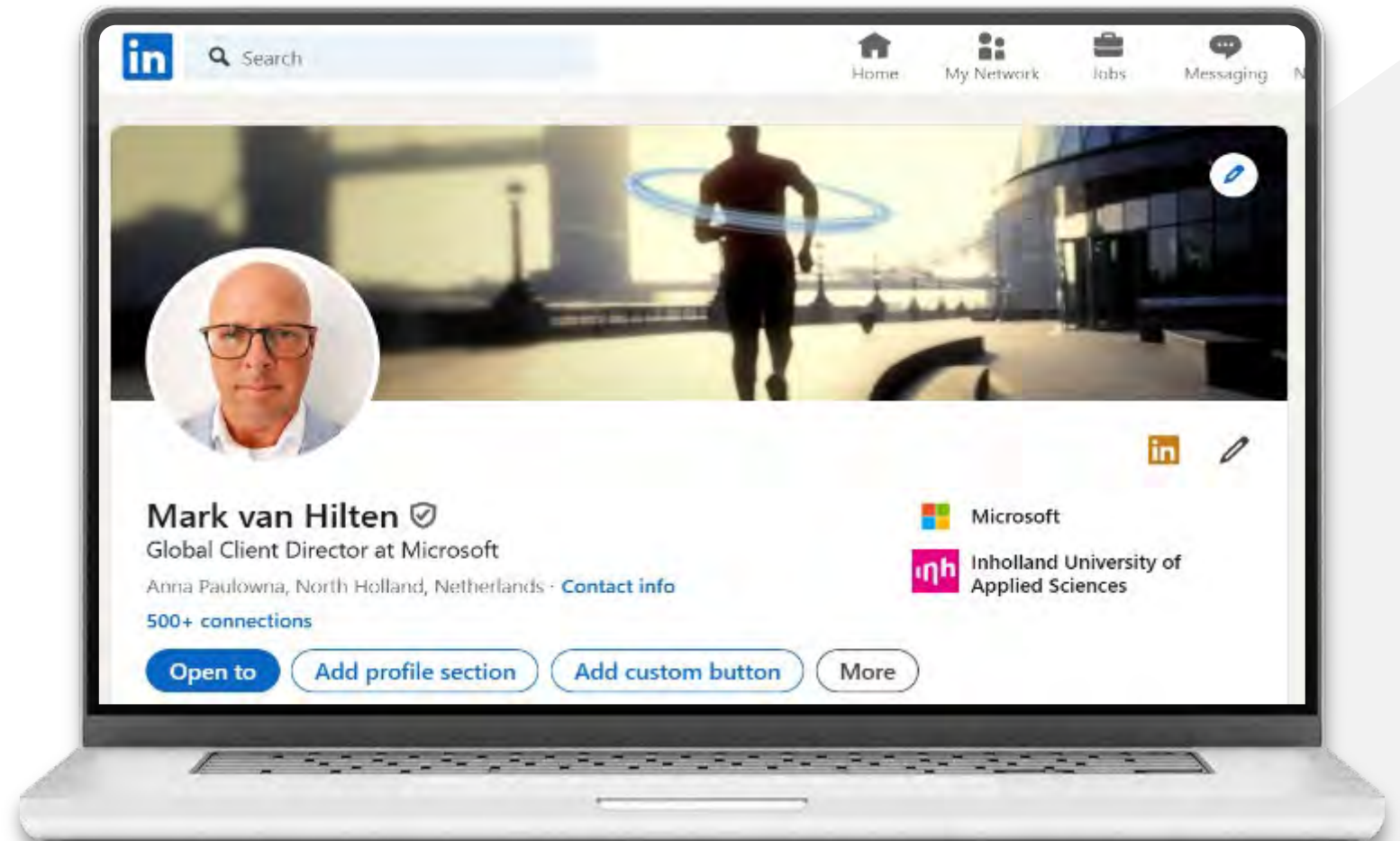
Thank you!

Feel free to reach out



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