

GROWTH THROUGH INNOVATION

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Mr President



DJE ADVISORY SERVICES

- Strategy development
- Shareholder planning for succession and exit
- Turnaround and change management planning and implementation
- Board effectiveness



innovation

- Introducing something new
- More effective service / product / process
- New values through solutions that meet new requirements
- Creates value
- Catalyst for growth



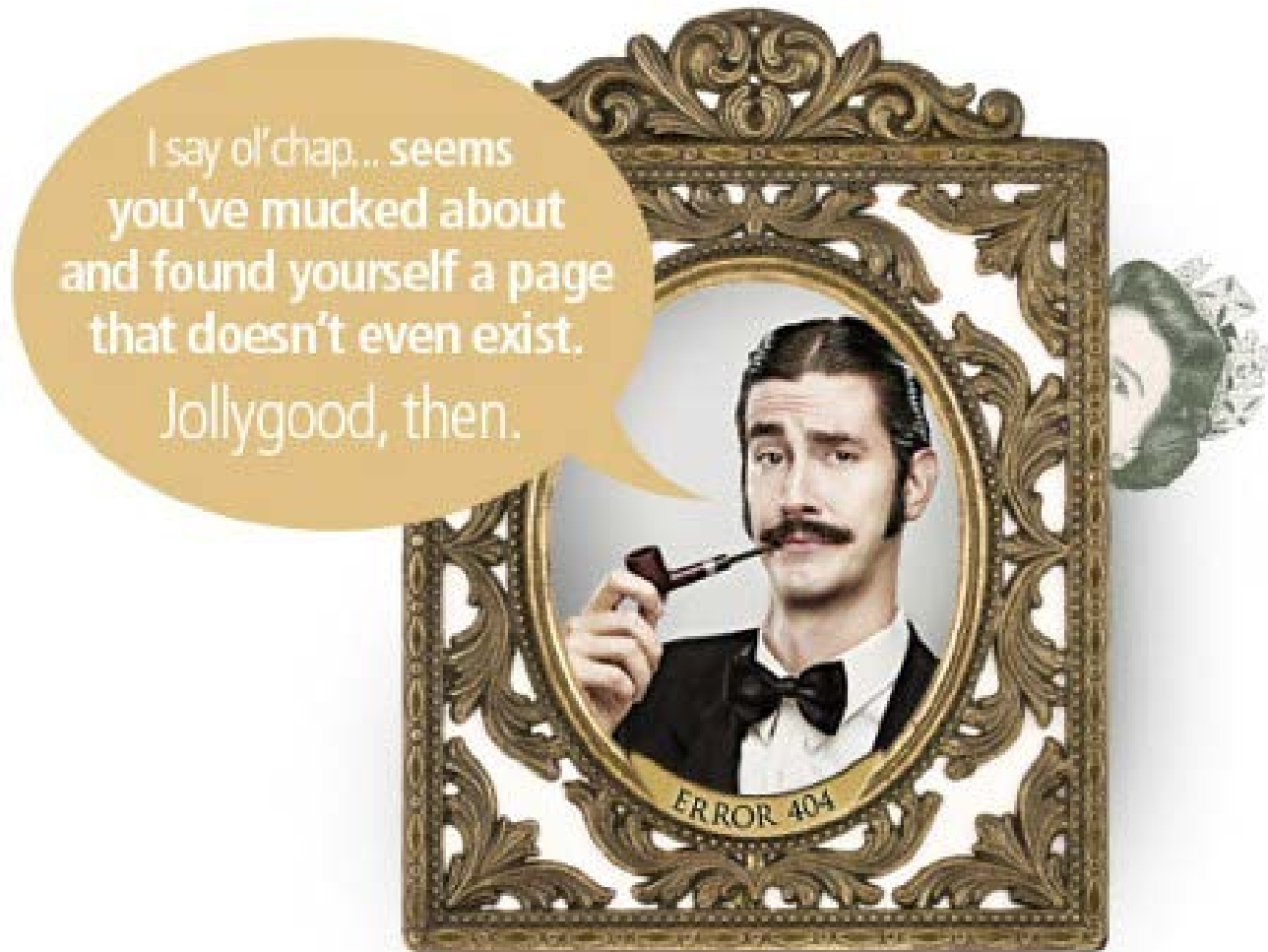
invention - doing a completely different thing (starting again)

innovation

improvement - doing the same thing better (tweaking)



INNOVATION IN ACCOUNTANCY



OUR CHALLENGE:

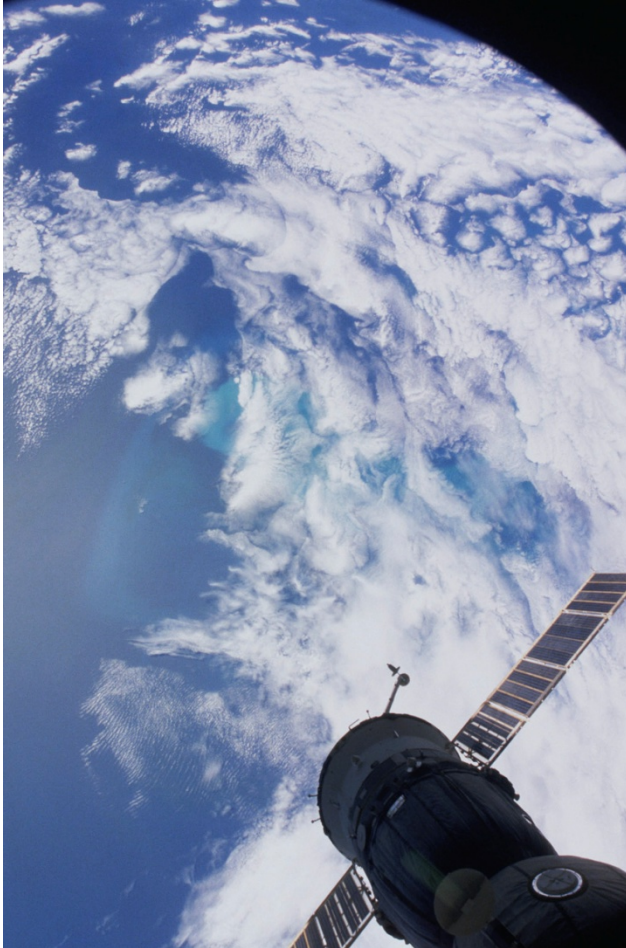
to unlock innovation potential
in our businesses to drive
transformational growth





But, we
need to dig
deeper

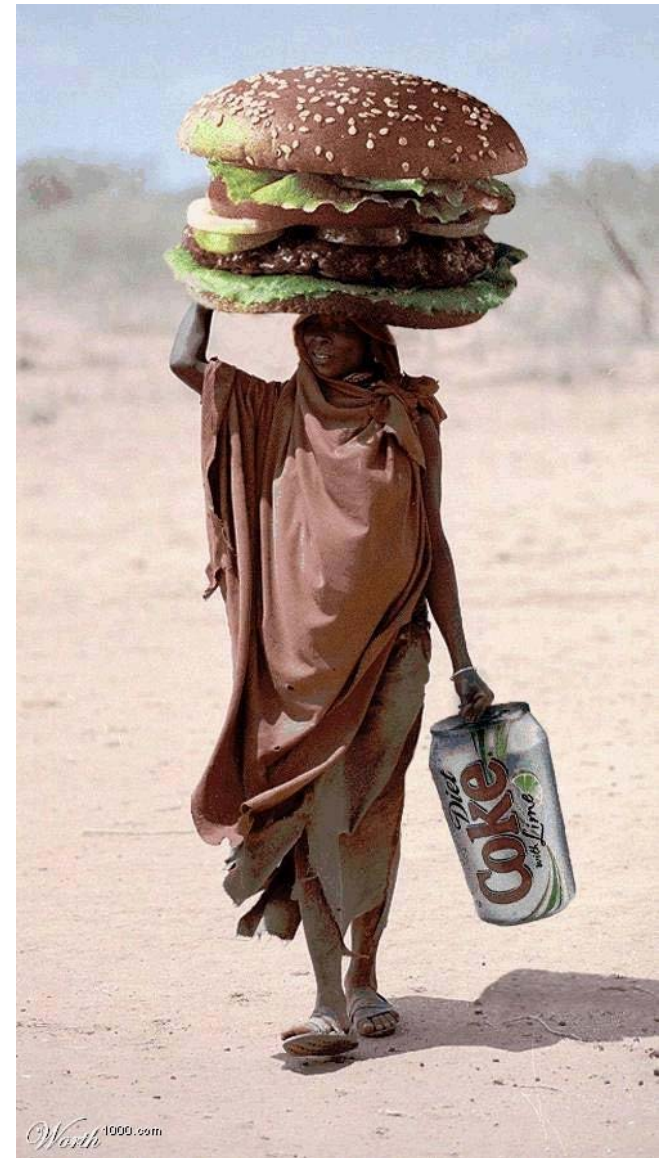
INNOVATION, THE BIG PICTURE:



- 4 mega trends
- 3 faces of innovation
- 1 left field view

4 MEGA TRENDS

1. Globalisation



4 MEGA TRENDS

1. Globalisation
2. Virtualisation



4 MEGA TRENDS

1. Globalisation

2. Virtualisation

3. Millennial Generation



4 MEGA TRENDS

1. Globalisation
2. Virtualisation
3. Millennial Generation



4. Technology Advancement

3 FACES OF INNOVATION

- Empowering innovations
- Sustaining innovations
- Efficiency innovations



THE LEFT FIELD VIEW



OUR RESPONSE

- Innovate or stagnate
- It's a state of awareness
- Keep it simple, stupid
- Frugal not profligate

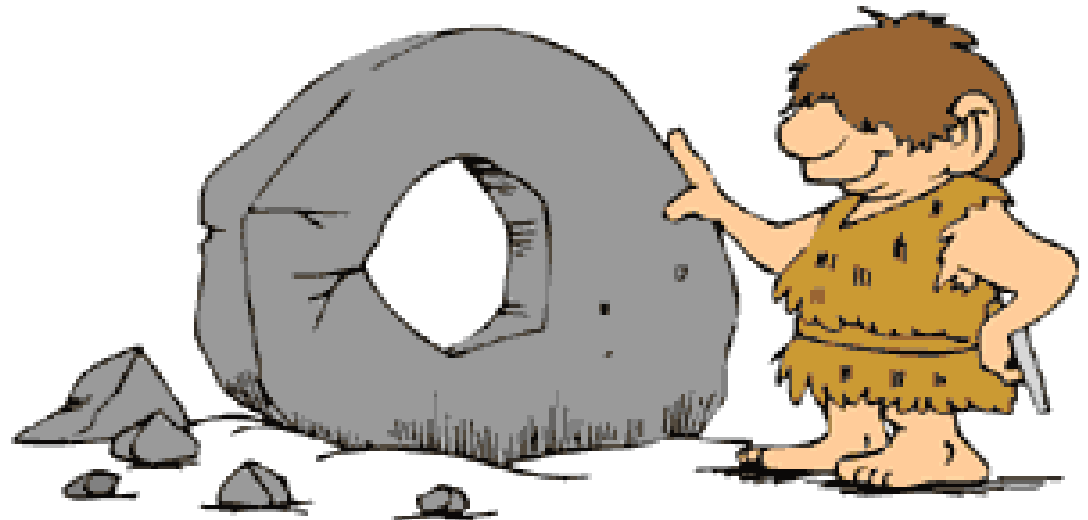


BECAUSE ...

Breakthrough innovations are few and far between and even the game changers are often accidental.

Innovation doesn't need to cost a lot.

You don't need a PhD to have a good idea.



THE MARKET QUESTIONS

- Why do customers buy from you now? (Differentiators/USP)
- What will be different about your market in 3 years?
- Why will customers buy from you in 3 years?
- How does the opportunity and threat of globalisation impact your supply chain, customer base and internal resource?



THE MARKET QUESTIONS

Are you...

- continually re-assessing/renewing your differentiators?
- changing with/leading change within the market?
- seeking niche responses to the fracturing of mass markets?
- recognising that “access to “ is more significant than “ownership of”?
- recognising increasingly ubiquitous competition?



SOME MARKET STATISTICS:



Britain is the highest online shopping nation in the world, with almost two thirds using the internet to purchase.



Online retail sales soared in December with the high street struggling.

THE PEOPLE QUESTIONS

Do you understand the different paradigm of the “Millennial Generation”?



- challenges internal organisational models and cultures
- prioritises CSR and work/life balance
- routinely engages social networks at every stage

THE PEOPLE QUESTIONS

Are you recognising:

- increasing significance of remote working and virtual teams?
- the breakdown of “command & control” culture?
- technological advancements?
- the impact of globalisation on your teams and structures?



THE PEOPLE QUESTIONS

Are you planning for:

- more freelance and outsourcing?
- less employed and insourced?



IMPLICATIONS FOR LEADERS

- Strategies are seen through the lens of the past – need continual re-assessment against the different paradigm of future.
- Regular time-outs to detect early warning of change.
- Need to tap into different sources of data insight.



BUT, THE BASICS REMAIN ...

- Deep strategies
- Razor sharp focus
- Leading edge delivery



TABLE DISCUSSIONS

- How have you seen these changes being evidenced in your business / your clients' businesses?
- How have you / they adapted as a consequence?



Q & A