

International collaboration: succeeding together

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The context for collaboration

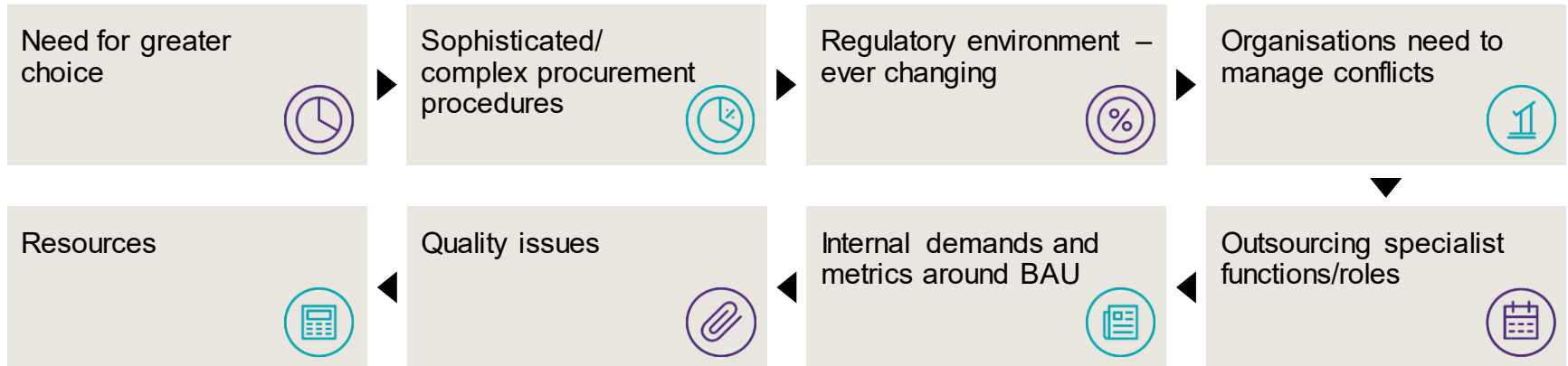


Our brand permission in across the world and in key industries, e.g. FS continues to expand

We have achieved **major wins** across diverse dimensions of the practice, driving strong growth across Americas (5.7%)

Our larger clients expect to be served in a globally consistent way, matching their own organizations' operating models

Why do global clients need us?



Recent Client feedback

What did you like, and less like about GT ?



- ✓ More a Business Partner than a Provider
- ✓ Proactivity and strong Commitment
- ✓ Proficiency & Highly qualified collaborators
- ✓ Central and IT coordination
- ✓ Promote solutions
- ✓ ISAE 3402 Certification for France



- x Fragmented and unintegrated network
- x Difficulty to manage cross-border contract
- x No shared ERP with international capabilities
- x Dilution of Responsibilities
- x Non standardized processes between countries
- x Lack of awareness of consolidated group's issues

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Grape

Client Tips for GT

Tips for other GT firms when proposing and pitching ?

- ✓ **Strengthen** integration as a network
- ✓ **Invest** in productivity tools & consulting to promote added value services and advanced technological know how
- ✓ **Develop** shared IT solution and processes
- ✓ **Formalize and rationalize** your BPO global practice
- ✓ **Roll out** ISAE 3402 Engagement to provide assurance to client and its auditors
- ✓ **Understand** your client's business and needs & Identify his key business takeaways
- ✓ **Develop** Client-GT unified communication tools

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What is happening in the global market

The challenges



“

How can Mexico maximise the global opportunity
through collaboration?

”

Where are our opportunities to collaborate



Leverage the growth enablers to collaborate



Country desks



Industry focus



Strategic secondments



Cross-border policies



IBCDs/ILDs



Client programmes



Global service lines



Global content programme

Accessing the global industry programme

01 Focus – Building brand recognition and supporting key accounts across four focus industries

02 Strategic Growth – Driving specific revenue growth targets, with a focus on global pipeline development

03 Collaboration – Enabling the sharing of knowledge, skills and experience across all industries that want to connect



Guiding principles



- Convene and engage a global community
- Identify and grow key clients
- Build capability and capacity
- Share and provide access to relevant knowledge, methodologies and content

Starting small – 4 industries and 4 sectors

Focus industries

- Financial Services
- Consumer & Industrial Products
- Technology Media and Telecoms
- Services



Strategic growth sectors

- Private Equity
- [CIP tbc]
- Technology
- Professional Services



“The Grant Thornton FS practice will generate in excess of US\$1bn in global revenues by 2022 through driving a co-ordinated client strategy, promoting collaboration through centres of excellence and leveraging client centric innovation. In achieving this, we will promote sustainable value creation and a culture of trust and integrity for our clients and the wider FS community.”

Our key priorities



Clients



Capability



Collaboration



Channel
choice

Our key priorities

Clients



Define the **global FS client profile**

Identify global FS key accounts to help drive/grow revenue

Facilitate **direct client engagement** at a global level

Our key priorities

Capability



Create awareness of FS **points of contact and capability** by sector and country and **support member firm growth**

Identify and **promote 4/5 key FS propositions**

Facilitate access to FS **Centres of Excellence** and encourage member firms to **share methodologies**

Our key priorities

Collaboration



The FS community will be the most **collaborative group** in the network

Member firms in the FS community will need to **invest time and money** to develop FS capability

Enhance our competitive advantage by **leveraging global delivery**

Our key priorities

Channel choice



Proactively agree which clients (or type of client) is
Channel 1 or Channel 2

“

We need to be INTENTIONAL and FOCUSED on how we collaborate, so how do we prioritise?

”

Framing our discussion



Client opportunities to pursue and share across the region



Visible, active contribution to key global communities (Industries, service line, IBC)



Investing together to innovate the way we do client service, focusing on adding value



Talent mapping your future leaders through ELP, ALP, SLP to global secondments

What's next?

It needs all of YOU!

