Deloitte.

SFU Industry Night

Technology Consulting

March 2015



Objectives

What is Technology Consulting?

Technology Consulting Experience

Consulting Industry

Consulting at Deloitte

Q&A and Networking



the definition

When asked, people will frequently provide a different answer to the question "What is Consulting"

What do you think?

the image

In pop culture, the consulting industry, and the practitioners that work within it, are rarely cast in a positive light.

In the TV show "House", an episode features a Management Consultant, who turns out to be a sociopated...

House like office space and "Up in the Air" consultants are portrayed as Axe Men

the misconception

A wide variety of false or overblown notions are often stated in connection with the consulting industry.

Consulting boils down to a few basic services:

- X Making stuff up
- X Creating reports
- X Firing people

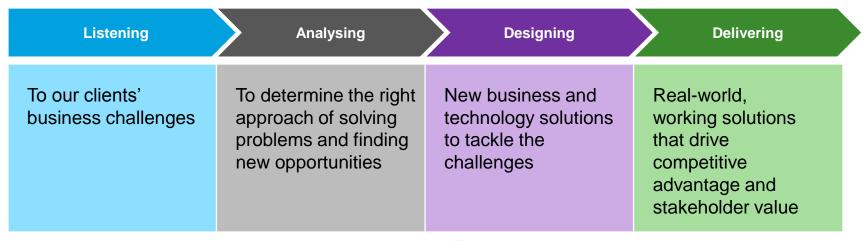
Consulting requires complete dedication of your life to your work

- X Constant travel
- X No time for family/friends
- X 90 hour weeks

Consulting, like Wall Street, is an old boys club.

the reality

At Deloitte, consulting and advisory work is about helping our clients achieve their objectives – sounds simple but it takes a tremendous team of great people to do it







Implementing Solutions Large BC Credit Union

Objective

Enable a 360 degree view of the customer

Business Problem

 The business didn't have a complete picture of the products each customer had

Technical Problem

 Customer information was stored in disjoint systems across the organization

Approach

- Design, develop, and roll out a custom solution matching customer accounts from various systems
- Used an agile software development approach;
 leveraging a team from Vancouver, Toronto, the US, and India.



Execute, Implement, Operate Integrated Case Management

Objective

- An integrated case management (ICM) system enabling citizencentric delivery of services
 - children with special needs
 - child protection
 - income assistance
 - employment programs
 - family maintenance

Problem

- Outdated and customized systems
- Silo-ed systems, multiple unlinked records

Approach

- Phased approach:
 - P1: 1,800 users (Nov 2010)
 - P2: 8,500 users (Apr 2012)
 - P3: 10,000 users (Mar 2013)
 - P4: All end users (Nov 2014)

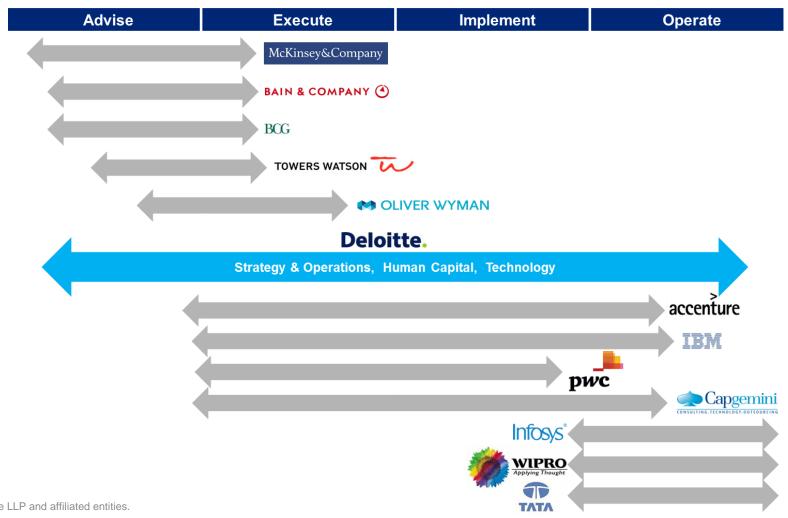




Consulting Industry

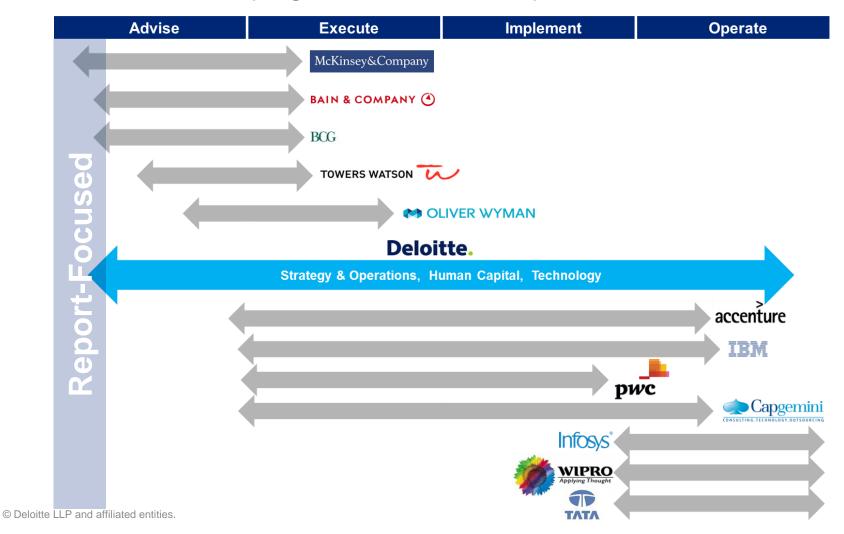
the industry

- Deloitte consultants have access to unparalleled experiences
- Our projects often draw upon expertise from across the firm



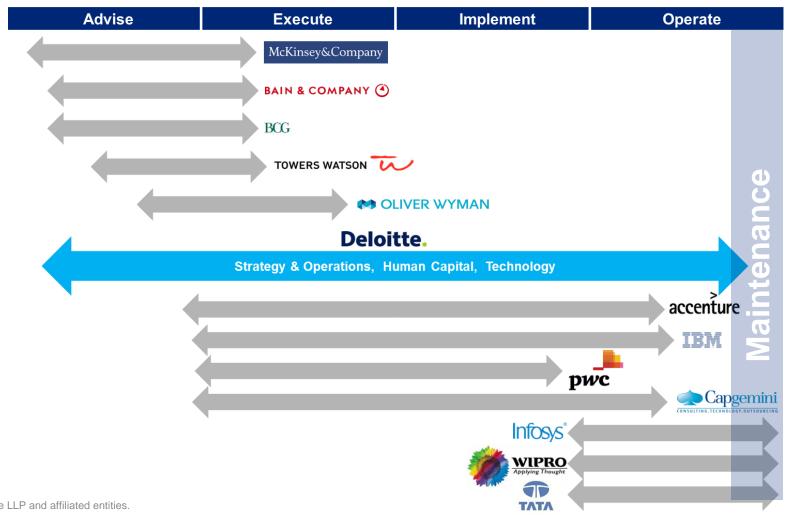
the industry

- Deloitte consultants provide industry leading advisory services
- We focus on helping our clients turn expertise into action



the industry

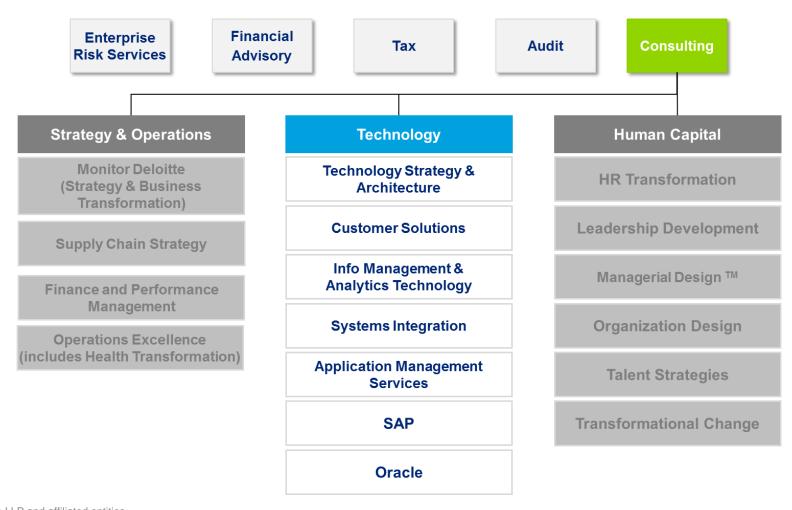
- Deloitte consultants focus on delivering real solutions to our clients
- We thrive on enabling clients for long term sustained success





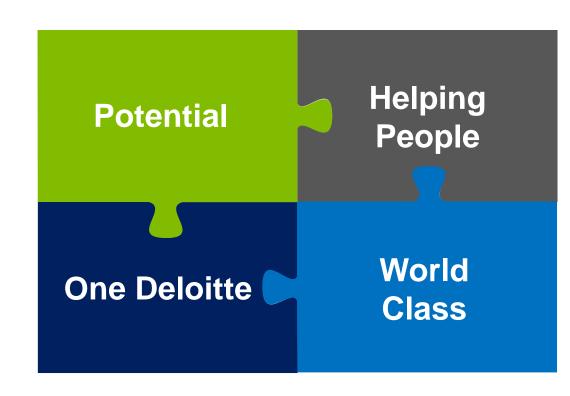
the firm

Consulting delivers a broad suite of "impact consulting" services and end-to-end solutions, helping large and mid-market organizations plan, grow, structure, and technology-enable their business



the experience

- An opportunity for valuable career experience & growth
- The potential to explore diverse roles, industries & places
- The global reach, industry expertise, and culture needed for success



helping people

Our job is **helping people** and businesses to be more successful

Invited and welcome at our clients' sites – our clients want us there

See your work make a real impact in your clients' business, and in their

individual lives



the potential

- The best education is exposure to real-life business problems
- Learn first hand how a wide variety of businesses actually work
- Take on significant responsibility for client project work



One Deloitte

- We win where no one else can: the largest engagements that touch multiple aspects of our client's business
- Opportunities to work on high impact, unique engagements
- Exposure to different types of consulting and other professional services through cross-functional teams



world class

- The Deloitte **brand** is well known and respected around the world
- Opportunities to work on projects
 abroad, or with an international team
- Opportunities to experience other countries and cultures through secondments across the globe



the clients

Deloitte Consulting offers the opportunity to work with clients across various industries













your career

All professionals at Deloitte work with a clearly defined career path



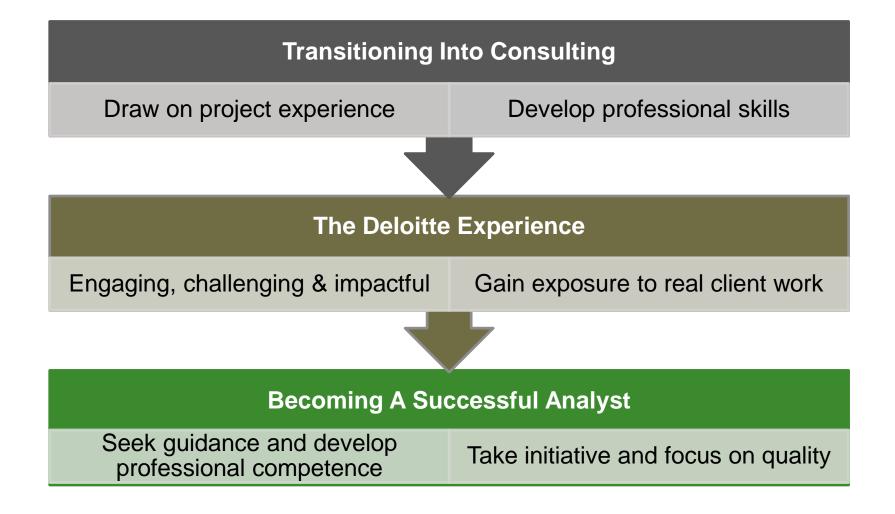
Our Checklist

- Strong interpersonal and team-building skills
- Superior analytical and problem-solving skills
- Dynamic individuals who seek challenging projects
- Leadership and initiative, in and out of the work environment
- Flexibility, humility, integrity and professionalism
- Exemplary record of achievement

Your Checklist

- What's in it for me?
- How much can I expect to travel?
- How much hands-on work will I do?
- How will I keep work from taking over my life?
- What kind of training and development can I expect?
- What kind of support will I get through a coach or mentor?
- How fast can I be promoted?

recent graduate Katherine Sclater



next steps

	Start Date	Apply In
Full-Time	Jun – Sep 2015	Jan 2015
Summer Co-op & Internship positions	June 2015	Jan 2015
Fall Co-op positions	Sep 2015	May 2015
Winter Co-op positions	Jan 2016	Sep 2015



See which Deloitte Service is right for you

Go to www.deloitte.ca/campus to review available postings

Deloitte.

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