

LEA Global

Leveraging AI for Accounting Engagements and Profitability

September 21st 2023



Rising Star Association



INTERNATIONAL ACCOUNTING BULLETIN

Welcome – This Webinar Will Begin Momentarily

Housekeeping Items

- This webinar will be recorded.
- The link to the recording and PowerPoint will be posted on the Past Events page on LEA's member portal post webinar.
- Please use the chat box to share comments or questions.
- This webinar is eligible for 1 Continuing Professional Education (CPE) credit.
- Four (4) polling questions – will be initiated throughout this webinar to monitor engagement as required by NASBA standards.
- Your CPE certificate will be emailed to you in a couple of weeks.
- At the end of the webinar there will be a brief evaluation to complete. Please take time to complete this as your input is valuable when planning for future webinars.

Today's Presenter(s)

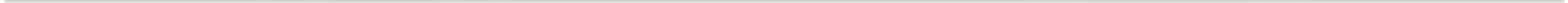
David Kerr

Chief Customer Officer, Beeye



Mathieu Albert

International Sales & Partnerships, Beeye







Leveraging AI for Accounting Engagements and Profitability

Estimate at completion

4 620,50 \$

Y	←	2023	→	2023													
M	←	June	→	June													
W	←	W22-S26	→	W 22					W 23					W 24			
D	←	1-30	→	1	2	3	4	5	6	7	8	9	10	11	12	13	14
		Calvin Steward Partner	180 h h	Iselectrics	8 H / D	8 h	8 h	General Motors	8 H / D	8 h	8 h	Opentech					
		Eduardo Lindsley Manager	176 h h	General Motors	8 H / D	8 h	8 h	General Motors	8 H / D	8 h	8 h	Zoomit					

National Research Council Canada

Microsoft for Startups

Certified B Corporation

2023 WINNER

Dianne Russell

19 FEB

Monthly Bookkeeping
Accounting 2023
Bioplex
Opening



Agenda

1. Introduction
2. Resource Allocation Challenges
3. AI Enabled Planning Solutions
4. Benefits for your Practice
5. Case Studies (based on Beeye's clients)
6. Questions and Answers
7. Conclusion

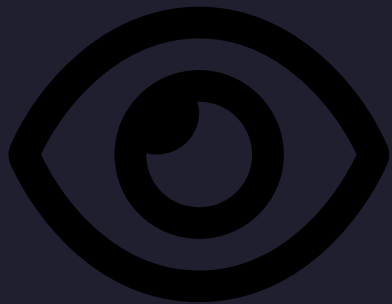
Presenters



David Kerr
Chief Customer Officer



Mathieu Albert
International sales
& partnerships of Beeye

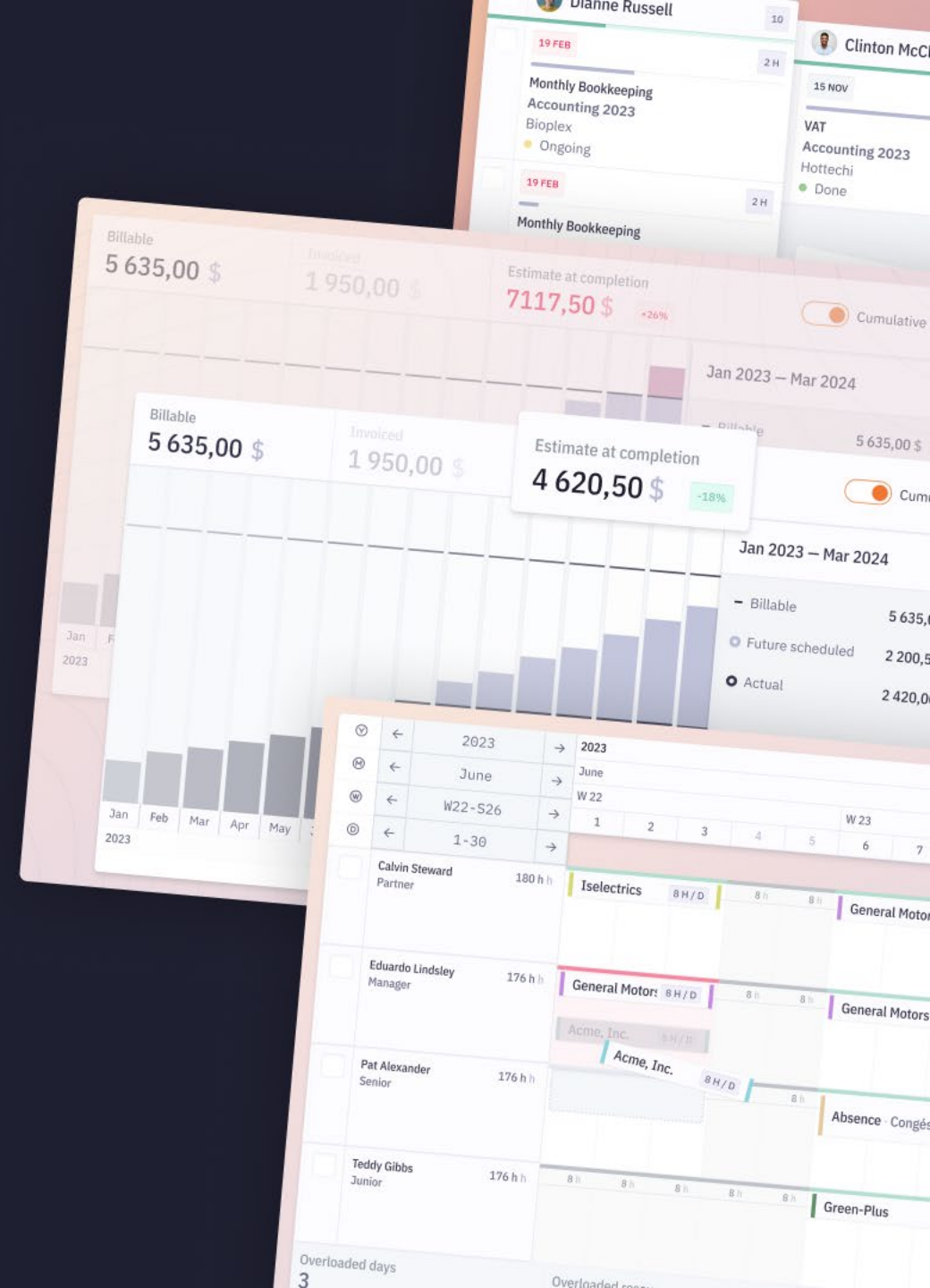




Our mission at
Beeye is to improve
the performance of
your firm, while
increasing employee
well-being

The ideal solution for
both managers &
employees within all
your teams

Accounting
Audit
Bookkeeping
Consulting
Tax & Compliance
And more...



Excel, a tool that does the job?



Employees, Office et Position / Date					January					January	
First	Last	Office	Position		Monday 2	Tuesday 3	Wednesday 4	Thursday 5	Friday 6	Monday 9	Tuesday 10
First	Last	Office	Junior		CLIENT...	CLIENT...	CLIENT...		CLIENT...	CLIENT...	CLIENT...
First	Last	Office	Intern		CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...		
First	Last	Office	Intern								
First	Last	Office	Senior		CLIENT...						
First	Last	Office	Senior		CLIENT...	HOLIDAY	HOLIDAY	HOLIDAY	CLIENT...	CLIENT...	CLIENT...
First	Last	Office	Manager		CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...
First	Last	Office	Partner							CLIENT...	CLIENT...
First	Last	Office	Manager			CLIENT...	CLIENT...	CLIENT...			
First	Last	Office	Junior		CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...		
		Office	Intern		CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...
		Office	Intern		HOLIDAY	CLIENT...	TRAINING		CLIENT...	HOLIDAY	HOLIDAY
		Office	Senior								
		Office	Senior		CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...
		Office	Manager		CLIENT...	CLIENT...	TRAINING	CLIENT...	CLIENT...		
		Office	Partner								
		Office	Manager		CLIENT...	CLIENT...	CLIENT...	CLIENT...	TRAINING		
		Office	Junior		CLIENT...	CLIENT...	TRAINING	TRAINING	TRAINING		
		Office	Intern			CLIENT...	TRAINING	CLIENT...	CLIENT...	CLIENT...	CLIENT...
		Office	Intern		CLIENT...						
		Office	Senior								
		Office	Senior		CLIENT...	CLIENT...	TRAINING	CLIENT...	CLIENT...		
		Office	Manager		CLIENT...	CLIENT...	CLIENT...	CLIENT...	CLIENT...		
		Office	Partner								

Legend :

Available

Unavailable

HOLIDAY planned

HOLIDAY validated

TRAINING

Inventory

Client Meeting

At the Client

At the Office

Remote

Confirmed

Pending

To Reschedule

Done

1-2-3 - [Untitled123]

File Edit View Create Range Sheet Window Help

A:043

Billable Time

Use the sheet icon at the far right to create your own copy of this sheet. Do not make changes to this sheet.

Name:

Starting Date:

Department:

Ending Date:

Billable Time	07/01 Mon	07/02 Tue	07/03 Wed	07/04 Thu	07/05 Fri	07/06 Sat	07/07 Sun	Weekly Totals
Client 1								0.00
Client 2								0.00
Daily Totals (hrs)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

NonBillable Time	07/01 Mon	07/02 Tue	07/03 Wed	07/04 Thu	07/05 Fri	07/06 Sat	07/07 Sun	Weekly Totals
Client 1								0.00
Client 2								0.00
Daily Totals (hrs)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

TOTAL HOURS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
-------------	------	------	------	------	------	------	------	------

Misc. Expenses								Amount
Total								\$0.00

Summary of Billable Hours		Plan		Actual		Variance
Account	Rate	Hours	Amount	Hours	Amount	
Client 1	0	\$0.00	0.00		0.00	
Client 2	0	\$0.00	0.00		0.00	
TOTALS			0.00		0.00	

Polling Question 1

Are you currently using spreadsheets or equivalent for planning and resourcing?



Beeye is already present in **many countries** and expanding quickly

Staff

Canada

France

United Kingdom

Dubai

Madagascar

Investors

United Kingdom

Canada

France

USA

China

Dubai

Clients

Europe

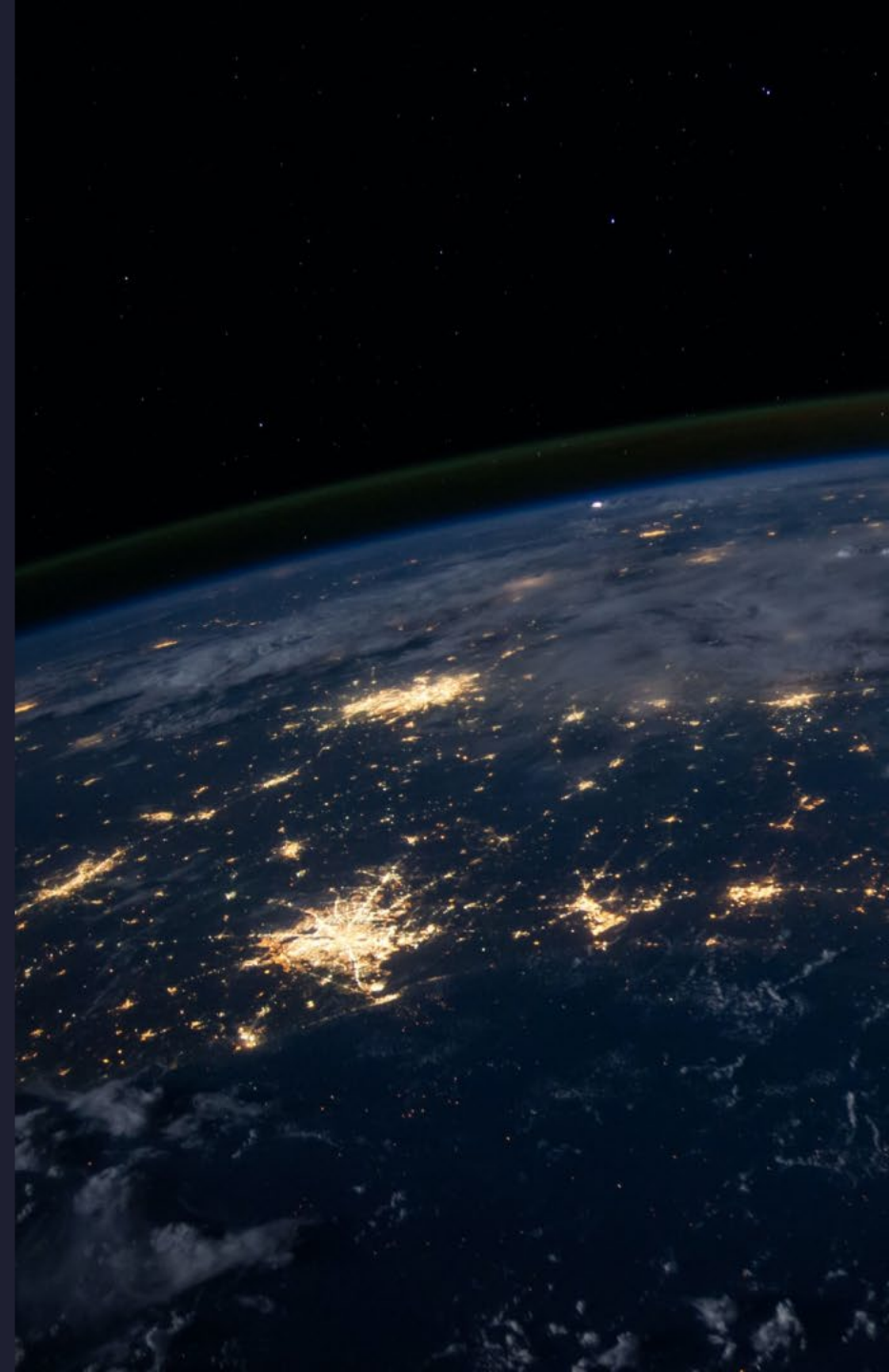
North America

United Kingdom

Africa

Asia

Latin America





Resource Allocation Challenges

Resource allocation is crucial for businesses and projects

Resource allocation is at the heart of the success of any project or business.

Challenge 1: Complexity of Resource Management

- Resource management complexity with company growth:
 - Small businesses start with limited teams.
 - As the company expands, the number of employees, projects, and resources grows.
 - This expansion increases the complexity of management.
- Diverse types of resources:
 - Resources include personnel, equipment, time, and more.
 - Each resource possesses unique characteristics and constraints.
- Challenges in resource planning and allocation:
 - Potential issues include workload overload.
 - Priority conflicts can arise.
 - The necessity to prioritize tasks becomes evident.

Resource Allocation Challenges

Challenge 2: Evolution and Changes in Projects

- Projects evolve over time, impacting resource requirements.
- Initial needs may differ from those as the project progresses.
- Challenges include rapidly adapting resources to changing demands.
- Need for flexible resource planning to accommodate project evolution.

Challenge 3: Inefficient Data Management

- Importance of accurate data for effective allocation.
- Resource management relies on data such as employee skills, availability, and costs.
- Potential issues with inadequate data management include planning errors, underutilized or overburdened resources, and budget overruns.
- Significance of robust data management systems and real-time tracking tools for informed decision-making.

Polling Question 2

Is resource scheduling a challenge in your firm?

AI enabled Planning Solutions

Planning resources effectively is essential to the success of projects and businesses.

1/ AI optimizes the workload

- Real-time data analysis:
 - AI can collect and analyze workload-related data, such as project requests and resource availability, in real time.
- Machine learning-based forecasting:
 - AI can use machine learning to identify trends in historical data.
 - Use these trends to forecast future resource requirements.
- Balanced resource allocation:
 - AI can help allocate resources in a more balanced and efficient way, based on predicted needs.

2/ AI minimizes conflict

- Identifying potential conflicts:
 - AI can detect potential conflicts in scheduling, such as overlapping tasks or overloaded resources.
- Automatic scheduling adjustment:
 - AI can react quickly to conflicts by automatically adjusting the schedule to avoid them.

AI enabled Planning Solutions

3/ AI increases satisfaction

- Improving employee satisfaction:
 - More effective planning thanks to AI can increase employee satisfaction.
- Balanced workload:
 - A balanced workload thanks to AI can improve employee well-being by avoiding overload.
- Personalized preferences:
 - Ability to customize employee preferences in scheduling through AI, such as preferred working hours.
- Increased productivity:
 - A happier, more productive workforce thanks to better planning.

The benefits of using AI for planning: optimizing workloads, reducing conflicts and increasing employee satisfaction.

AI is already here, it's time to think more deeply about using a solution that makes use of it.

Polling Question 3

Would an AI based planning solution be potentially interesting to your firm?



Benefits for your Practice

The collaborative-centred approach is based on effective communication and coordination between team members using technology.

Benefit 1: Improved productivity

In an auditing company, teams are often spread over several geographical locations. Technology-enabled collaboration, such as online collaborative working platforms, enables auditors to share documents and coordinate their work in real time, regardless of location.

- Example: An auditing firm uses a collaborative platform for its audit assignments. Auditors can access the same documents and data in real time, reducing the time needed to complete audits.
- The result: increased productivity and shorter lead times.

Benefit 2: Faster decision-making

Accounting firms often need to make quick decisions to meet changing customer needs. Technology-driven collaboration enables consulting teams to share critical information quickly.

- Example: A strategy consulting firm uses a real-time communications platform to enable consultants to share information with clients instantly. This has reduced response times to customer requests.
- The result: faster decision-making and improved customer satisfaction.



Benefits for your Practice

The collaborative-centred approach is based on effective communication and coordination between team members using technology.

Benefit 3: Improved quality

In a public accounting business, accuracy is essential. Technology-based collaboration enables accountants to work together on complex tax returns.

- Example: An accountancy firm uses a collaboration platform to enable its chartered accountants to share information on the latest tax regulations. This has prevented costly errors in clients' tax returns.
- The result: improved service quality and reduced risk.

Benefit 4: Cost savings

Accountancy, consulting and auditing firms often need to send teams out to customers' sites. Technology can reduce travel costs.

- Example: An auditing firm uses virtual meetings for interim audit reports, instead of sending the whole team on-site. This has saved thousands of dollars in travel costs.
- The result: significant cost savings and more efficient use of resources.



Visibility

Get the 360° view



Collaboration

A more tight-knit team



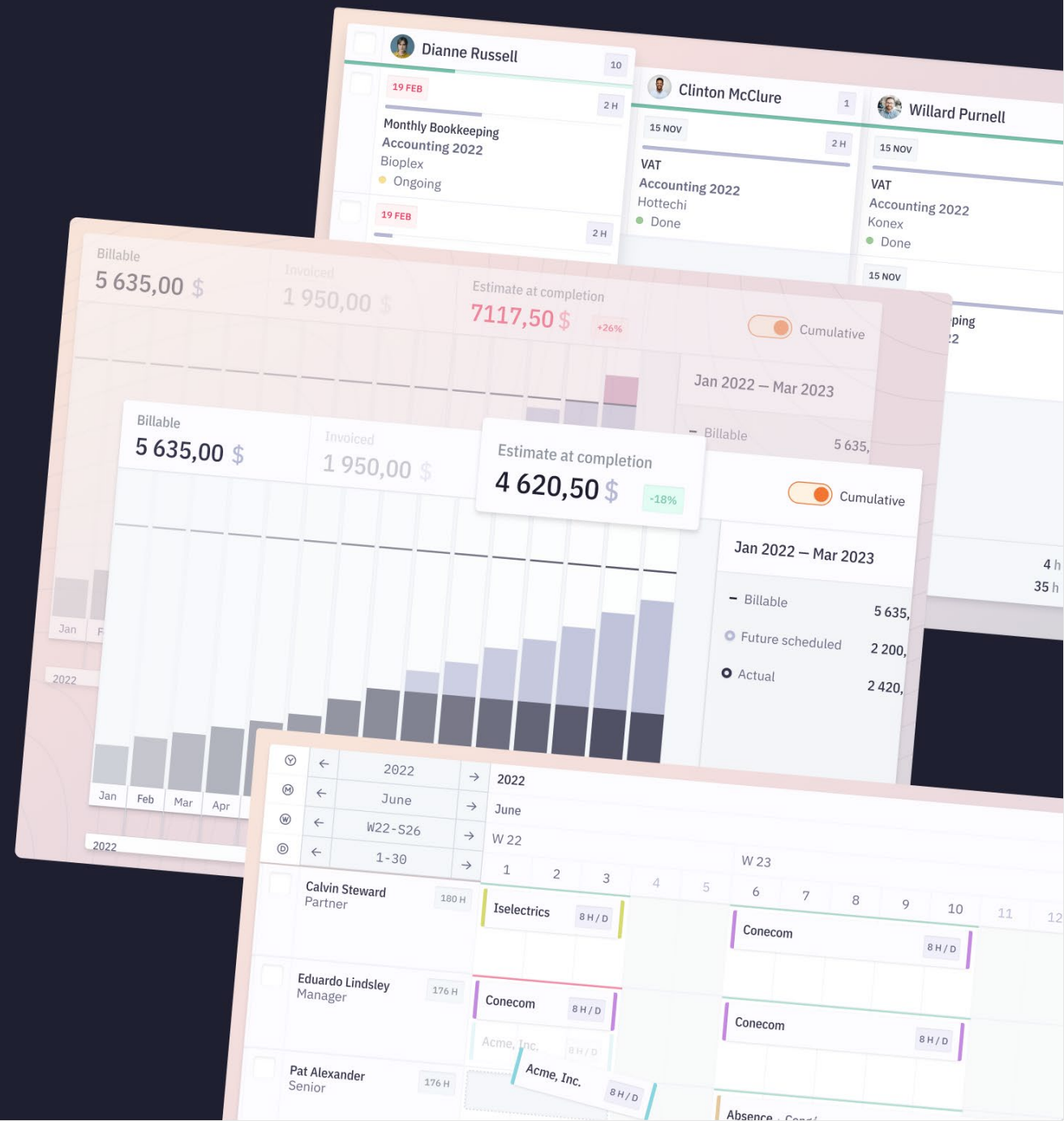
Productivity

A daily help



Profitability

A business accelerator



Case Study

PKF Luxembourg, when an audit firm co-creates with Beeye

- PKF Luxembourg in short: Audit and consulting firm formed in 2018, with a national and international client base, 25 employees, and four partners, having implemented Beeye on January 1, 2022.
- Integration into the global PKF network: PKF Luxembourg is part of the PKF network, comprising 220 members in 150 countries, sharing common standards, particularly in auditing. The use of Beeye extends to several countries within the network, improving management at different levels.

Results:

- Significant time savings: Planning has become much more efficient, reducing the time spent on planning from several hours to just two hours a week.
- Individual and collective empowerment: Employees have embraced time recording through training, reinforcing discipline and transparency.
- Better profitability management: Beeye enables immediate identification of what is profitable, helping to make informed decisions.

Lessons learned:

- Flexibility of the tool: Beeye proved adaptable to the specific needs of an audit firm, demonstrating its versatility.
- Effective co-creation: Close collaboration between the firm and Beeye enabled the tool to be customized to meet the company's needs.
- Transparency and automation: Data transparency and automated reporting improved decision-making and quality management.

Polling Question 4

Would you like to learn more about Beeye?



Questions?

Polling Question 3

Would an AI based planning solution be potentially interesting to your firm?



Conclusion

- Recap of the key points covered
- Call to action to explore the AI-based planning solution further
- Thank you and webinar closure