



Digitising Practise

**Tools & Technology in our
Profession**



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Partner KEN & Co., Chartered Accountants, Bengaluru.

April 24, 2020

11.00 am Onwards

Narasimhan Elangovan

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DipIFR(UK), CISA(USA), LLB



Partner
KEN & Co. Chartered Accountants,
Bengaluru.

- Practicing Chartered Accountant with specialization in Information System Assurance
- A futurist who specializes in
 - IT Consulting, Information Systems Assurance
 - GDPR & Privacy Law
 - Data Analytics, Implementation and Testing of Internal Financial Controls
 - SOX and SOC (SSAE-16 and 18)
- IS Auditor and Advisor for various BFSI, Sporting Organizations, start-up entities, Tech companies and many more
- DISA & CISA Faculty
- Speaker at National & International Forums of IT and Emerging Technologies
- Author of the book “Digitizing CA Practice” and co-author to the Implementation Guide on DCMM 2.0



Author of Digitising CA Practise

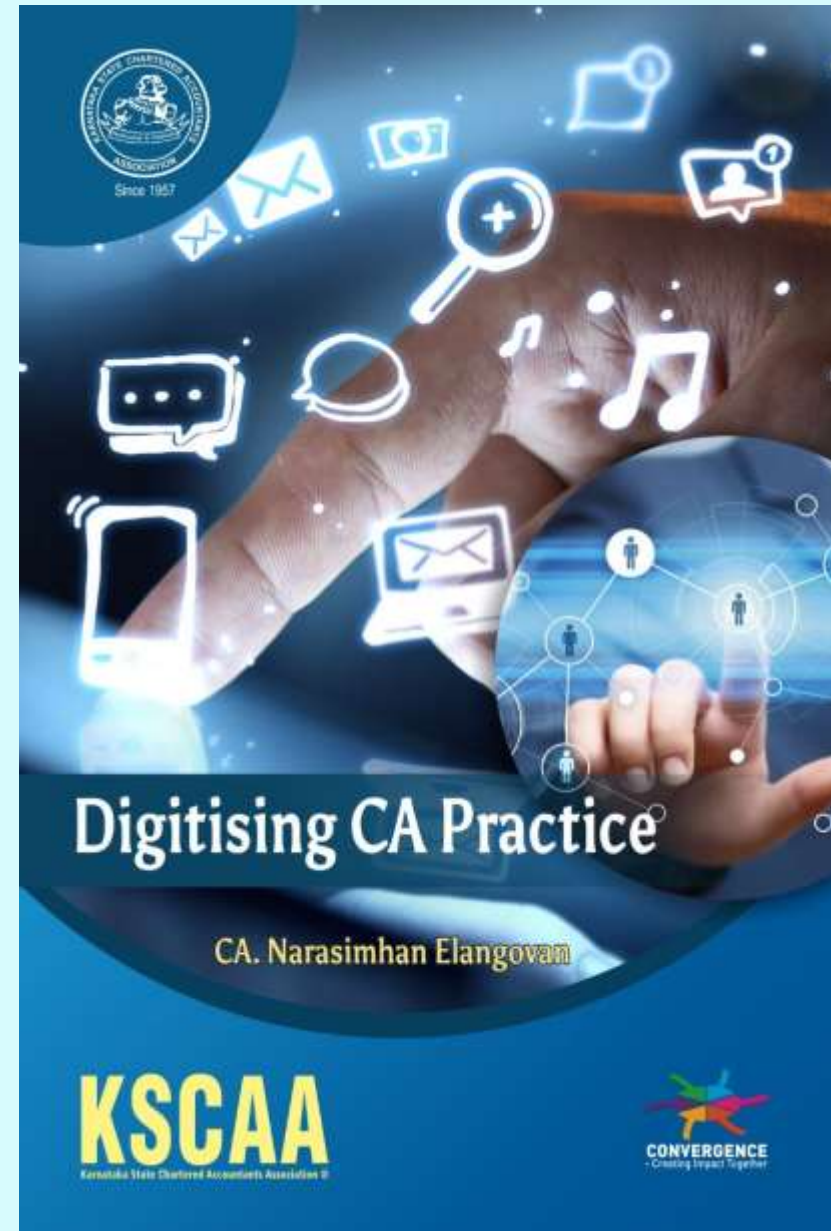
Currently the book is available only through physical mode at KSCAA.

Coming Soon

Updated e-book on
**Digitising Professional
Practise**
coming soon

Click here to register:

<http://www.ken-co.in/contact-us.html>





Disclaimer

- The views and apps discussed in this session is only for information purpose and are the personal views of the presenter. The presenter is a practising CA and does not have any interest in any of the applications discussed and neither endorses any application.
- The views expressed herein may not be taken to necessarily represent the views of his firm, M/s. KEN & Co. Chartered Accountants.
- Readers are advised to take caution before choosing any of the applications.
- This publication contains information in summary form and is therefore intended for general guidance only. It is not intended to be a substitute for detailed research or the exercise of professional judgment.
- No part of this material shall be construed as a solicitation of services or an invitation of any sort whatsoever from KEN & Co or to create a professional relationship.

+ Agenda

1. State of Affairs – Industry to CA Office
2. Roadmap for Technology Adoption in CA Office
3. The Digital Strategy
4. Gearing up for the Future



+ 1. State of Affairs – Industry to CA
Office

Table 3: Examples of stable, new and redundant roles, all industries

Stable Roles	New Roles	Redundant Roles
Managing Directors and Chief Executives General and Operations Managers* Software and Applications Developers and Analysts* Data Analysts and Scientists* Sales and Marketing Professionals* Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products Human Resources Specialists Financial and Investment Advisers Database and Network Professionals Supply Chain and Logistics Specialists Risk Management Specialists Information Security Analysts* Management and Organization Analysts Electrotechnology Engineers Organizational Development Specialists* Chemical Processing Plant Operators University and Higher Education Teachers Compliance Officers Energy and Petroleum Engineers Robotics Specialists and Engineers Petroleum and Natural Gas Refining Plant Operators	Data Analysts and Scientists* AI and Machine Learning Specialists General and Operations Managers* Big Data Specialists Digital Transformation Specialists Sales and Marketing Professionals* New Technology Specialists Organizational Development Specialists* Software and Applications Developers and Analysts* Information Technology Services Process Automation Specialists Innovation Professionals Information Security Analysts* Ecommerce and Social Media Specialists User Experience and Human-Machine Interaction Designers Training and Development Specialists Robotics Specialists and Engineers People and Culture Specialists Client Information and Customer Service Workers* Service and Solutions Designers Digital Marketing and Strategy Specialists	Data Entry Clerks Accounting, Bookkeeping and Payroll Clerks Administrative and Executive Secretaries Assembly and Factory Workers Client Information and Customer Service Workers* Business Services and Administration Managers Accountants and Auditors Material-Recording and Stock-Keeping Clerks General and Operations Managers* Postal Service Clerks Financial Analysts Cashiers and Ticket Clerks Mechanics and Machinery Repairers Telemarketers Electronics and Telecommunications Installers and Repairers Bank Tellers and Related Clerks Car, Van and Motorcycle Drivers Sales and Purchasing Agents and Brokers Door-To-Door Sales Workers, News and Street Vendors, and Related Workers Statistical, Finance and Insurance Clerks Lawyers



What is happening in our offices?

Problem Areas



Heavily dependant on Trainees / Staff



Difficulty in tracking daily tasks



No standard process



Manual Processes



No Automation



Huge pile of books



Limited Value Addition to Client



COVID-19 Challenges

- All data in Office
- Unable to travel to Office
- Difficulty in having an organised communication with Office Staff
- Unable to meet clients
- Unable to track tasks, time and efficiencies
- Insufficient Software Licenses to operate
- How to access data

April 24, 2020





+ 2. Roadmap for Technology Adoption in CA Office



3 Most Important things to start with:

Mindset

- Develop a strategy
- Who do we want to be, what services do we want to deliver to clients?
- How do we build the business model around this?

Skillset

- What skills do our staff need
- How do we make sure they obtain these?
- How can we attract people with the right skills?

Toolset

- What tools can we use to leverage our strategy

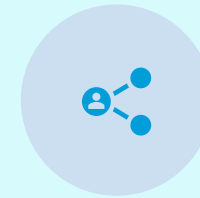
+ Why Technology?



Efficient tracking and scheduling of work.



Maintaining records and contact with the firm's client database



Sharing data with their clients.



Improvisation in the communications process



Storing and retrieving data efficiently and with adequate disaster recovery mechanisms



Enhancing the presentation of the firm's work



The marketing of the firm and their value proposition; and



Managing time pressures.

+ Need to catch up the Trend





Essential Tools for Professional

A practice management system

- Task Tracking
- Time-recording
- Attendance
- Billing

Document Management system

- Archival
- Backup
- Access restrictions

Communication Tools

- Office Internal Communication
- Client Communication



Essential Tools for Professional

Collaborate & Productivity

- Sharing of Files
- Spreadsheets & Word Processing

Branding & Marketing

- Website
- Email
- Campaign
- Webinars

Remotely Working Tools

- Screen-share
- Video Calling
- Web Meetings

Domain Specific

- Accounting Automation
- Audit Automation
- Compliance Automation



Office Management

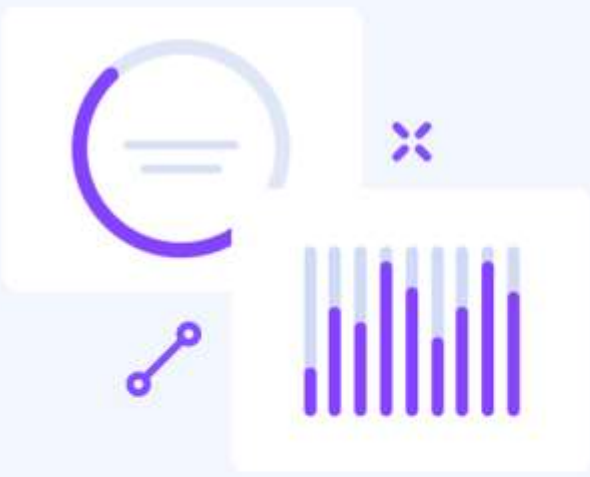
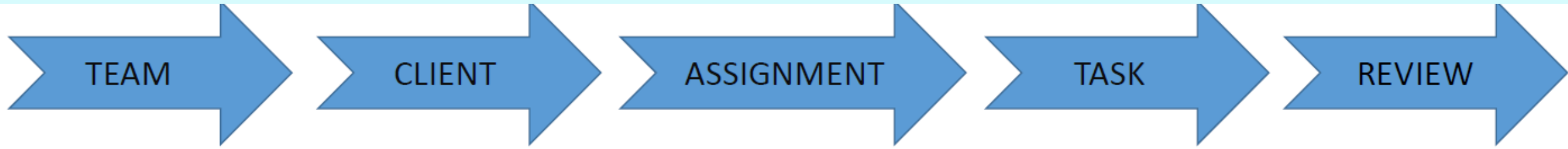
Task Management

Client Management

Document Management System

Time Sheet

Invoice



Efficient work allocation and tracking

Manage your resources by allocating work efficiently and track the progress.

Automate repetitive tasks

Automate any repetitive tasks and ensure to get paid for the work.



Easy client collaboration

Interact and collaborate with all your clients. Save time, reduce number of calls

Time and Calendar planning

Plan your meetings and never miss an appointment





Dashboard

3 0/3 (Assignee/Reported) 7 (Others) Open Task ↻	1 0/1 (Assignee/Reported) 2 (Others) Completed ↻	0 0/0 (Assignee/Reported) 1 (Others) Overdue ↻	Logged in Today 1
			Not Logged In 9
			On Leave 0

Pinit List

Type Message

@all Team Meeting on Tax Audit
Partnerdemo 17-Nov-2017

To Do List

Type Message

Recent activities

- (HIZ-281) Incorporation of the Company for Hiztel **Created** 1d ↻
- (HAR-280) TDS Returns for Hari **Created** 1d ↻
- (FAI-279) Income Tax filing for Fairweather Inc **Created** 1d ↻
- (DQW-271) Projected & Provisional Financials for DQW Co **Completed** 1d ↻
- (DQW-271) Projected & Provisional Financials for DQW Co **Created** 3d ↻

Cordl
support@cordl.in

What are you working on?

+ Project



00:00:00

START



Today

Total: 6:00

Emails	• Office		\$	3:00 PM - 3:30 PM	0:30	▶	⋮
Creating illustrations	• ACME		\$	1:00 PM - 3:00 PM	2:00	▶	⋮
Fixing bug #100	• Project X	Development	\$	9:30 AM - 1:00 PM	3:30	▶	⋮

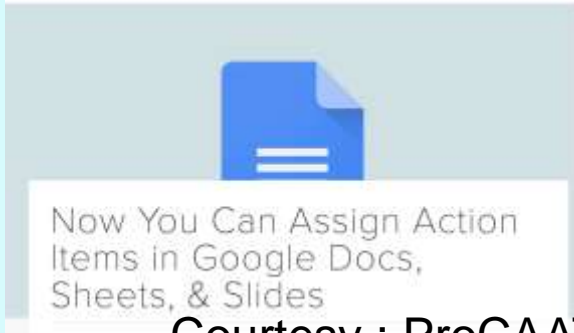


Yesterday

Total: 5:00

Answering tickets	• Project X	Overtime	\$	3:00 PM - 6:00 PM	3:00	▶	⋮
Client meeting	• ACME	Invoiced	\$	1:30 PM - 3:00 PM	1:30	▶	⋮
Lunch	• Break		\$	1:00 PM - 1:30 PM	0:30	▶	⋮

+ Track Tasks



Courtesy : ProCAAT (Wincer Infotech)

rafeq@wincaat.com

Cordl

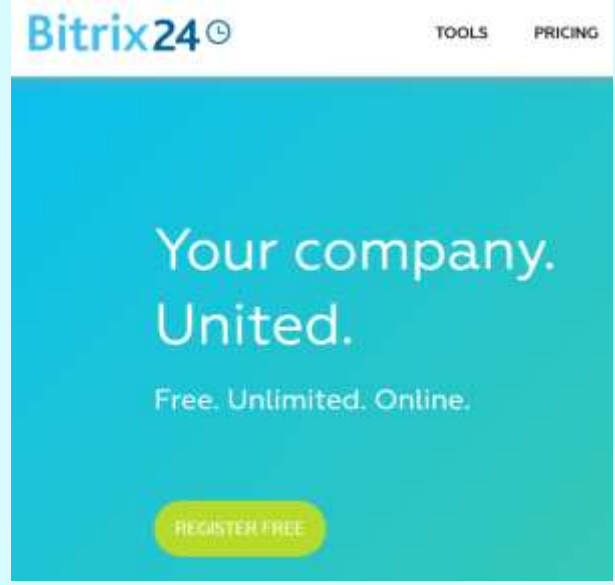
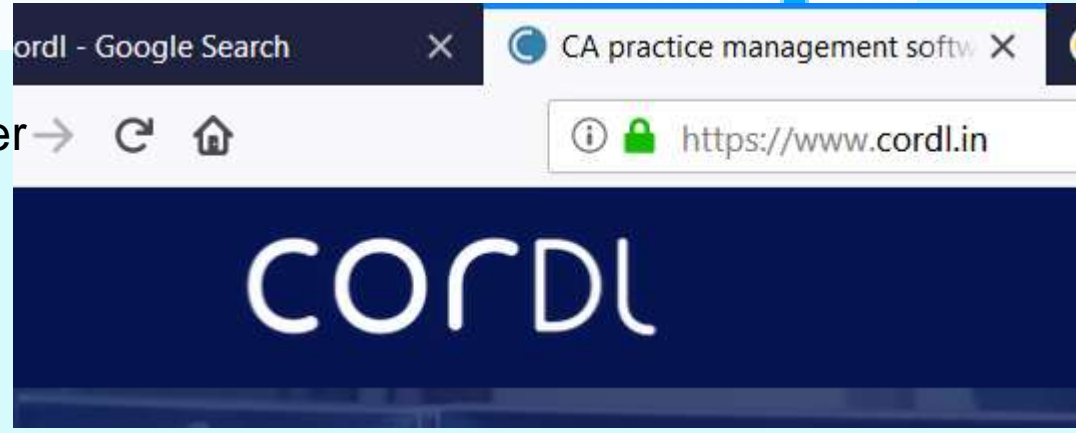
support@cordl.in

Simplify Practice

support@simplifypractice.com

Papilio

info@papilio.co.in



Get Microsoft Teams for free

That's right, free. As in \$0. Work together with features like chat, file sharing, and video calling.

SIGN UP FOR FREE

- Helps you edit online and in real-time



Communicate more effectively

Get your team on the same page with group chat, online meetings, calling, and web conferencing.



Work better together

Collaborate on files with built-in Office 365 apps like Word, Excel, PowerPoint, and SharePoint.



Customize your workspace

Add in your favorite Microsoft apps and third-party services to keep the business moving forward.



Keep your team secure

Get end-to-end security, administrative control, and compliance—all powered by Office 365.

+ Communicate

■ Meetings

- Client Meetings
- Training Articles
- Internal Discussion
- Screensharing etc

■ Staff Communication

- Internal Discussion
- Track work wise Discussion etc





Cliq



All

Search in All (cmd + k)



Home



My Pins

marketing : @Zylnotes Team

Scrum Bot

Conversations

Scott Fisher

Raghav Rao

latam-sales

Show all

Channels • Join

@Zylnotes Team

marketing

design

support

sales

all

Organization

Contacts

Teddy Thomas

Olivia Palmer

Scott Fisher

Ryan West

Bots



#latam-sales

24 participants

On it, Olivia!

We'll reach out and sort it out at the earliest.



Olivia Palmer

Awesome 🙌 🙏



Zoho CRM Bot

👏 Deal Won 🙌 🙌

Hello Everyone! A new deal has been closed 🎉 🎉 🎉
Find the details below:

Deal Details

Name	ABC Corp Private
Owner	Scott Fisher
Amount	\$145000

Congratulations to everyone involved 🙌

👍 4 🙌 7 🎉 6 🙏 3 😊



Olivia Palmer

Great job everyone! 🙌

Actions



#marketing : @Zylnotes Team

9 participants



Scott Fisher

@Rufus William @Olivia Palmer Hows the new campaign for remote work coming along?



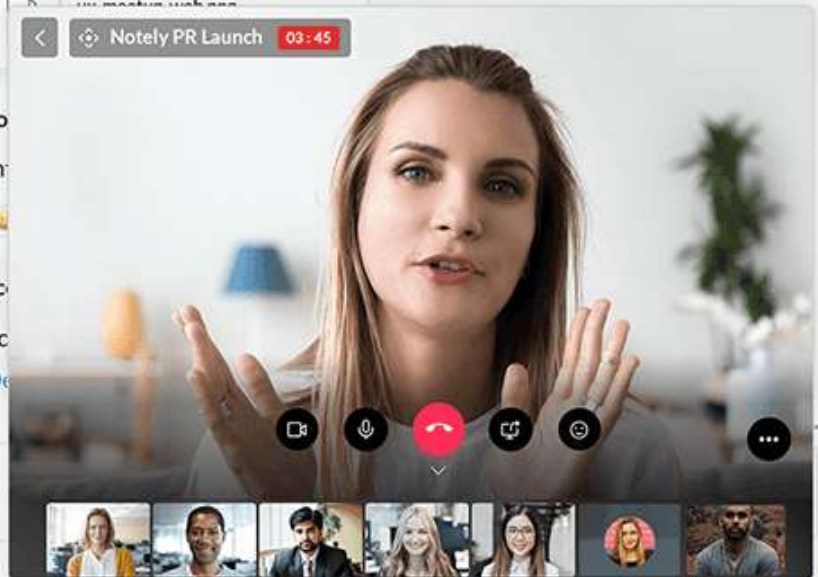
You

The blog's almost done. @Olivia Palmer is working on the social media copies.



Scott Fisher

Great! How about repurposing the existing remote work landing page? Probably changing the layout a little bit. 😊







Connect
Reach your colleagues wherever they are.

Create
Everything you need to bring your project to life.

Access
Store files and find what you need instantly.

Collaborate & Productivity



-  **File Repository**
-  **Can act as Backup**
-  **Large files can be stored**
-  **Can be accessed over the web, without downloading**

Alfred > Google Drive > company >

Organize ▾ Include in library ▾ Share with ▾ New folder

★ Favorites

- Desktop
- Downloads
- Recent Places
- Dropbox
- Google Drive

Libraries

- Documents
- Music
- Pictures
- Videos

Homegroup

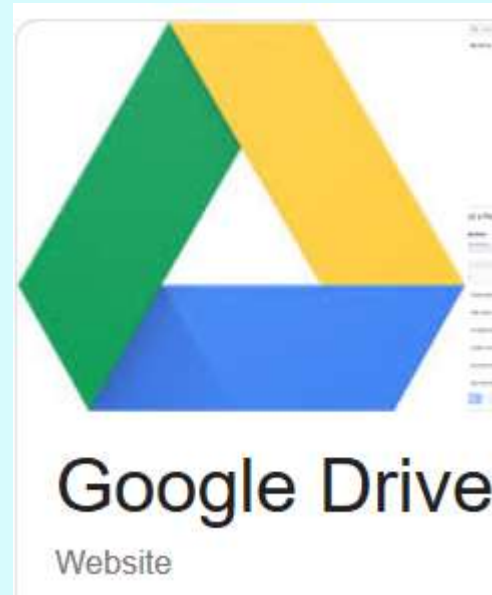
Computer

- Local Disk (C:)
- Applications (D:)
- Miscellaneous (E:)

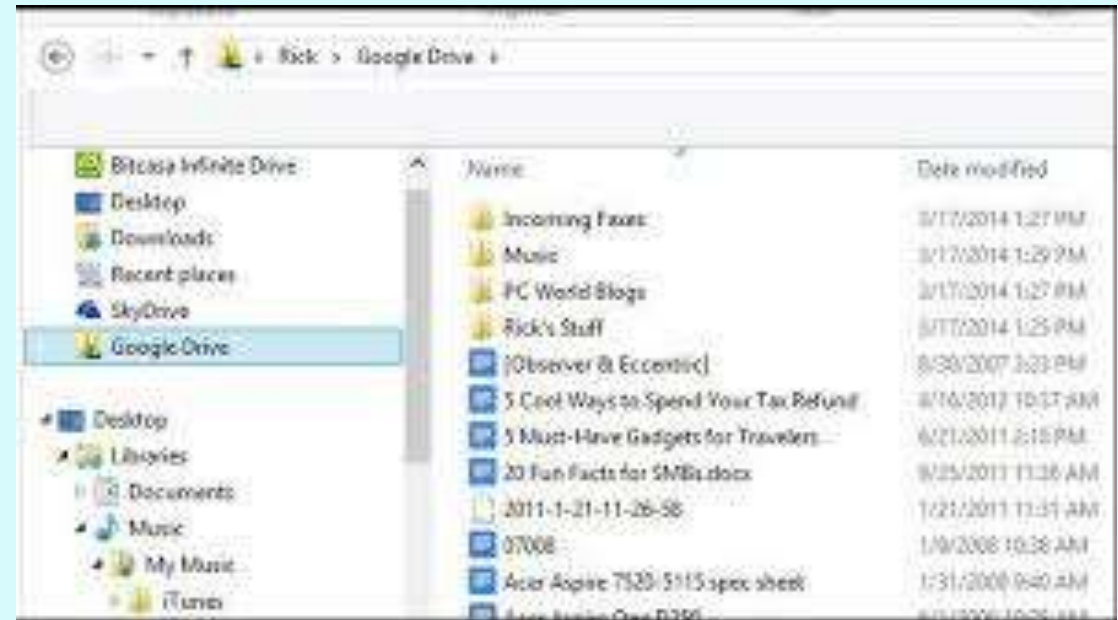
Name	Date modified	Type	Size
assets	2/24/2017 9:10 PM	File folder	
clients	2/26/2017 11:06 AM	File folder	
content	2/26/2017 12:17 PM	File folder	
deck	2/24/2017 9:10 PM	File folder	
deliverables	2/24/2017 9:10 PM	File folder	
documents	2/28/2017 8:43 PM	File folder	
finances	2/26/2017 1:26 PM	File folder	
infrastructure	2/24/2017 9:10 PM	File folder	
Leads	2/26/2017 8:24 PM	File folder	
PM	2/26/2017 12:35 PM	File folder	
products	2/24/2017 9:10 PM	File folder	
proposal	2/26/2017 12:26 PM	File folder	
resources	2/24/2017 9:10 PM	File folder	
sales	2/26/2017 6:12 PM	File folder	
SEO	2/26/2017 12:14 PM	File folder	
SEO (1)	2/24/2017 9:10 PM	File folder	
Stats	2/24/2017 9:10 PM	File folder	
teamwork	2/24/2017 9:09 PM	File folder	

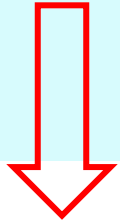







+ Data Backup Options






The Vaulten logo, featuring a green checkmark inside a square icon, followed by the text "Vaulten" in a bold, black sans-serif font.

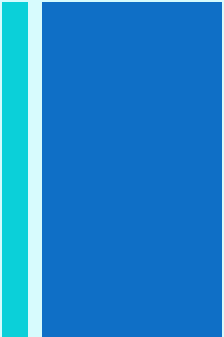
About Us
The leading Enterprise online Backup Solution





IDrive (Small Business)	Acronis Backup 12.5	Carbonite Cloud Backup	CrashPlan Pro	CloudBerry Backup Ultimate
				

Arcserve UDP Cloud Direct	Jungle Disk	ADrive Business	SpiderOak Groups	MozyPro for Business
				





- Access Screen
- Review Work
- Explain / Clarify



Remote Access



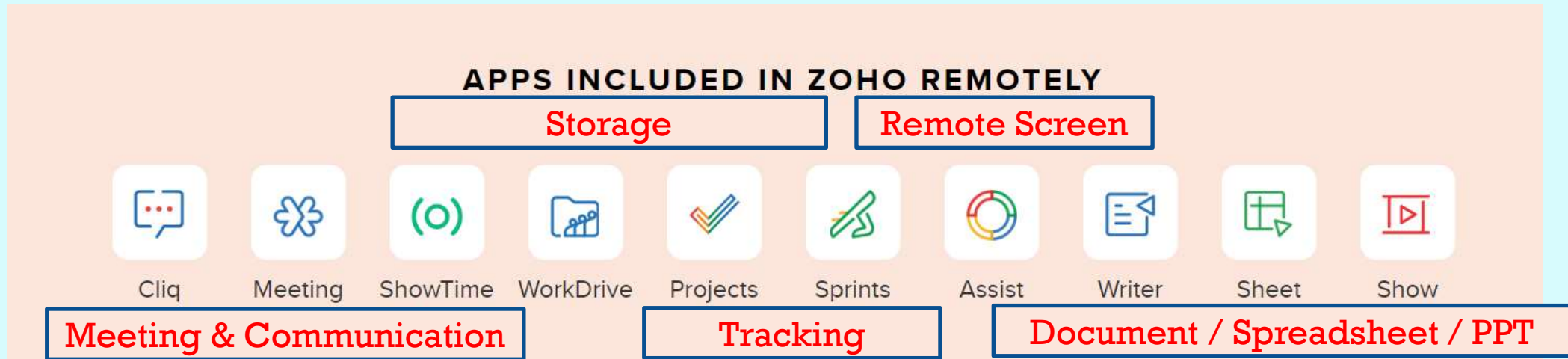


Essential Tools for any CA Office

Your office is where you are !



Suite of Remote working Products



NOTE: Remotely will remain free till July 1, 2020 by which time we hope the Coronavirus crisis tides over. We wish this is of help to all teams.

Zoho Remotely App Stack

Communicate remotely

In addition to text, use audio/video conferencing to have effective remote conversations.



Cliq

Text, audio, and video conferencing



ShowTime

Online training



Meeting

Web-conferencing and webinar

Collaborate remotely

Organize your remote teams and align them to project goals and deadlines.



WorkDrive

File sharing and management for teams



Projects

Project management



Sprints

Agile project management

Assist remotely

Reach out remotely to assist customers or field technicians.



Assist

Remote-access support



Lens

AR-assisted remote support

Be productive remotely

Co-create content by contacting your colleagues within app for review.



Writer

Collaborative word processing



Sheet

Smart spreadsheets



Show

Collaborative presentation creation



- Communicate
- Collaborate & Track Tasks
- Remotely Access
- Productivity Apps

Is there One Solution for Everything?



+

Automation



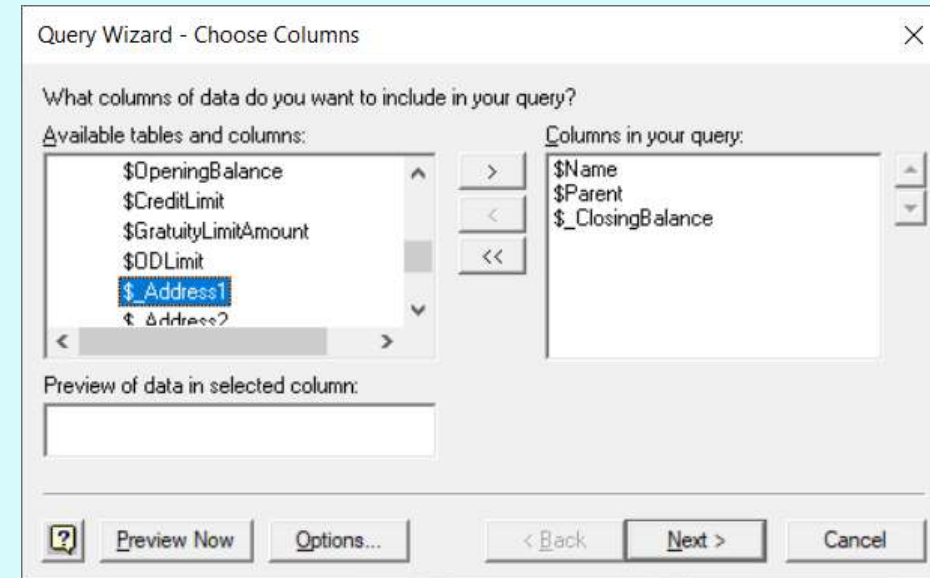
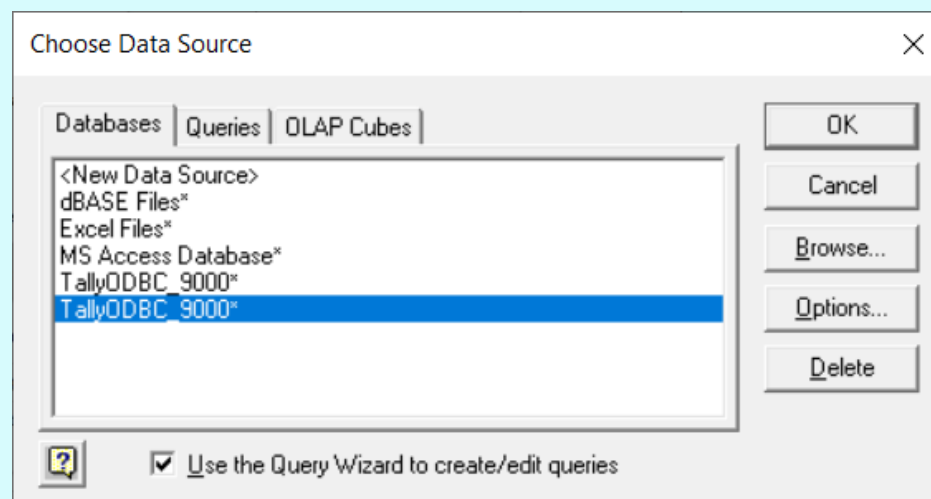
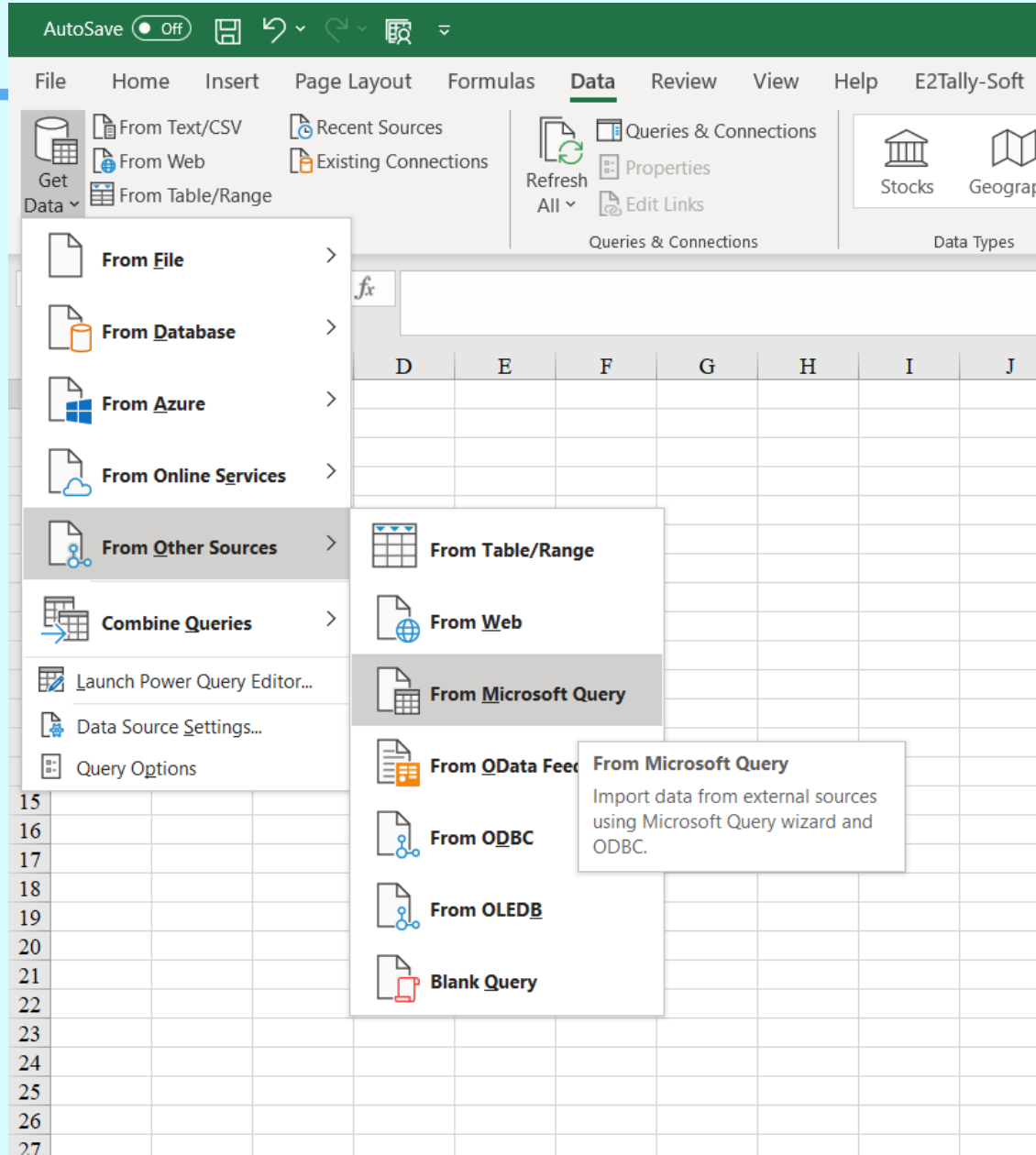
+ Live Demonstration of Automatic Data Entry into Tally

E2Tally-soft – Excel Add-in to automate Data Entry

Courtesy : Wincer Infotech Limited
wincaat.com / rafeq@wincaat.com



+ Live Demonstration of Extracting from
Tally using SQL





Zoho Books Sign up

- Dashboard
- Items
- Banking
- Sales
- Purchases
- Time Tracking
- GST Filing
- Accountant
- Reports

Dashboard

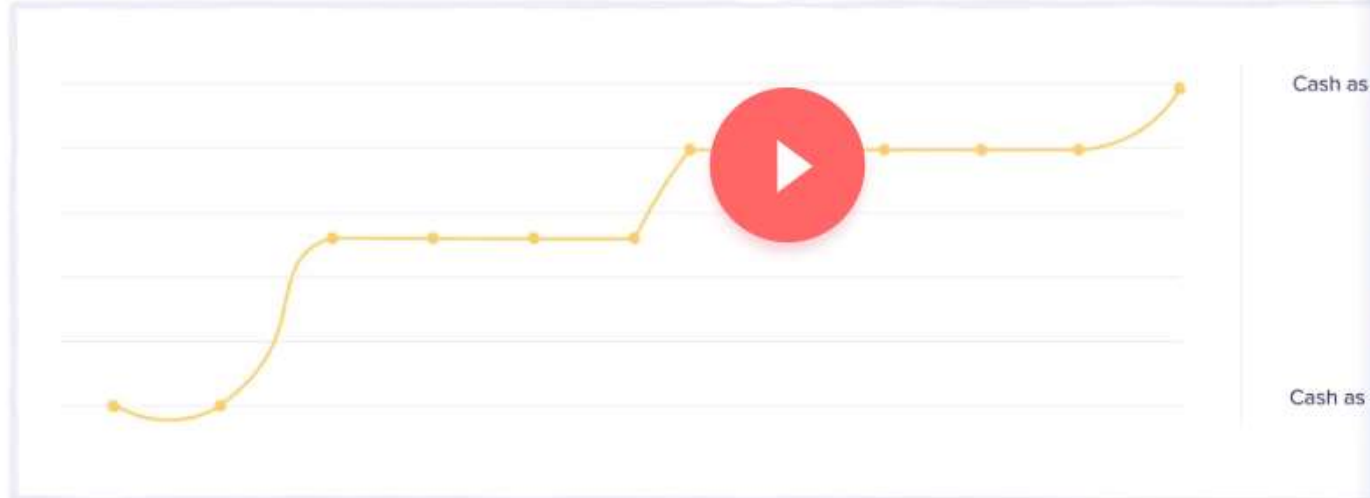
Total Receivables



Total Payables

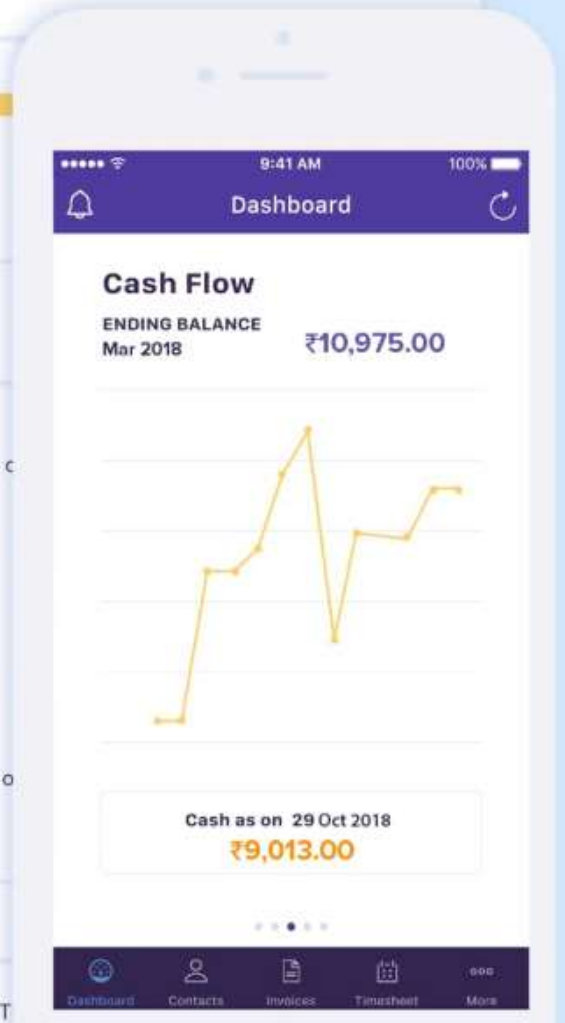


Cash Flow



Income and Expense This Fiscal Year

Your Top Expenses



+ Zoho Books & Zoho Finance

Run your entire back office with an integrated suite of apps.



INVOICE



BOOKS



INVENTORY



SUBSCRIPTIONS



EXPENSE



CHECKOUT

Zoho [Finance Sign up](#)



Zoho Invoice
Professional Plan

- ✓ Invoices/ Estimates
- ✓ Online Payments
- ✓ Projects & Timesheets

- ✓ Recurring Transactions
- ✓ Client Portal
- ✓ Sales Approval



Zoho Books
Premium Plan

- ✓ P&L Report, Balance Sheet, Tax Reports
- ✓ GL/ Journals/ Sub-accounts
- ✓ Bills/ Expenses/ Vendor Credits

- ✓ Tax Compliant - VAT/GST/Sales Tax
- ✓ Connect to Bank/Credit Card Account
- ✓ Sales and Purchase Approval



Zoho Inventory
Standard Plan

- ✓ Track Inventory - SO/PO
- ✓ Online Orders (10k orders)
- ✓ E-commerce Integrations

- ✓ Multi-warehouse (5 warehouses)
- ✓ Composite Items
- ✓ Serial Number Tracking



Zoho Subscriptions
Standard Plan

- ✓ Hosted Payment Pages
- ✓ Dunning for Automatic Payments
- ✓ Manage Offline/Online Subscriptions

- ✓ Subscription Metrics - MRR/LTV/ARPU
- ✓ Addons, Plans, Coupons



Zoho Expense
Premium Plan

- ✓ Auto-scan Receipts
- ✓ Expense Policies
- ✓ Import Credit Card Statements

- ✓ Approval Workflow
- ✓ Per Diem



Zoho Checkout
Professional Plan

- ✓ Hosted Payment Pages - One-time and Recurring
- ✓ Integrated with Global Payment Gateways
- ✓ Unlimited Users

- ✓ MailChimp and Zoho Campaigns Integration
- ✓ Automatic Payment Retries



Audit Automation – Demonstration using Data Analytics

Tally ERP
Data Analytics Tool

Courtesy : Wincer Infotech Limited
wincaat.com / rafeq@wincaat.com



How many
have used
this feature?

Gateway of Tally

Masters

- Accounts Info.
- Payroll Info.
- Inventory Info.

Transactions

- Accounting Vouchers
- Inventory Vouchers
- Order Vouchers
- Payroll Vouchers

Utilities

- Import Data
- Banking

Audit

- Audit & Compliance

Reports

- Balance Sheet
- Profit & Loss A/c
- Stock Summary
- Ratio Analysis

Display

- Multi Account Printing

Quit

Gateway of Tally

Audit & Compliance

Statutory Audit

- Audit Documentation
- Audit & Analysis
- Audit Journals
- Financial Statements

Quit

Data Analysis

Particulars

Verification of Chart of Accounts

- Verification of Stock Items
- Verification of Balances
- Analytical Procedures
- Pending Documents
- Statutory Payments
- Periodic Payments and Receipts
- Reported Transactions
- Relative Size Factor (RSF)
- Other Analysis

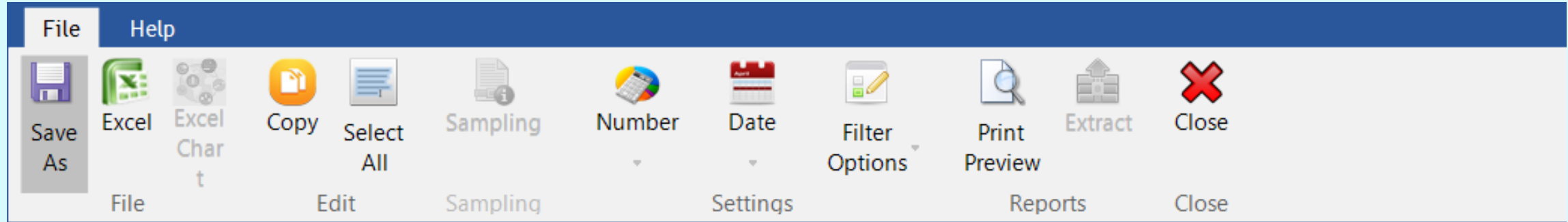


Case Study

- An e-commerce company having more than 10,000 SKUs and more than 500 vendors. It had the following environment:
 - Goods Received Note and Purchase Order was auto-matched and Debit Notes / Credit Notes were auto posted
 - Same vendor supplied goods to different warehouses
 - No restriction on maximum quantity per order
 - Manual intervention present in recording transactions



Outcome – Shipment at different rates



	PO_Date	PO_Number	Vendor_Code	Vendor Name	Material Code	Qty	Unit Price	Amount	Pay Terms	UserID	Location
1	17 Nov 2	PO/6474	C-335	24x7 Super Couriers Ltd	D840980	10	10	100	OnlineTrfr	YT	BLR
2	25 Mar 20	PO/7179	C-335	24x7 Super Couriers Ltd	D840980	215	25	5375	ADVCHQ	HB	CHE
3	21 Mar 20	PO/7157	C-335	24x7 Super Couriers Ltd	D840980	139	25	3475	OnlineTrfr	RS	MUM
4	17 Oct 20	PO/6317	C-335	24x7 Super Couriers Ltd	D840980	10	10	100	OnlineTrfr	NR	MUM
5	21 Oct 20	PO/6341	C-335	24x7 Super Couriers Ltd	D840980	100	10	1000	OnlineTrfr	NR	BLR
6	13 Oct 20	PO/6294	C-335	24x7 Super Couriers Ltd	D910404	10	110	1100	OnlineTrfr	AS	BLR
7	28 Mar 20	PO/7210	C-373	Accuright Ltd	D840980	250	25	6250	OnlineTrfr	TZ	CHE
8	21 May 2	PO/5519	C-373	Accuright Ltd	D910404	10	160	1600	CHQ	AS	BLR

Courtesy : Wincer Infotech Limited
wincaat.com / rafeq@wincaat.com



Function Applied – Outliers

Extract Outliers

Input | Select Fields | Condition

Field For Outlier **STEP 1** ↓

Sales

Group By If Any **optional** ↓

None

No of Times Against the Average:

3 ↑ **STEP 2** Times The Average **STEP 3** ← Standard Deviations

Help **STEP 4** →

	Inv_Date	Sales	InvNo	Name	User_ID	No_Of_Times	Difference
▶ 1	01 Apr 2016	195000	1003	meenal pasari	RA	10	136027
2	01 Apr 2016	120000	1014	ruhi fatima	RA	6	61027
3	07 Apr 2016	63000	1184	smiti singh	SF	3	4027
4	07 Apr 2016	61000	1185	stella	SF	3	2027
5	07 Apr 2016	59000	1186	choudhary punita	SF	3	27
6	22 Apr 2016	65150	1505	karuna	SF	3	6177
7	22 Apr 2016	64900	1506	sindhu	SF	3	5927
8	22 Apr 2016	64650	1507	ferraria	SF	3	5677
9	22 Apr 2016	64400	1508	ian	SF	3	5427
10	22 Apr 2016	64150	1509	kumaran	SF	3	5177
11	22 Apr 2016	63900	1510	collen	SF	3	4927
12	22 Apr 2016	63650	1511	vennesa	SF	3	4677
13	22 Apr 2016	63400	1512	paniwala	SF	3	4427

Results | Chart

427/427 Records Condition :

Courtesy : Wincer Infotech Limited
wincaat.com / rafeq@wincaat.com



Function Applied – Fuzzy Match

A	B	C	D	E
AccountID	TransactionID	TransactionNumber	TransactionDate	TransactionDescription
3005	3	ABC-000003	03-04-2017	No. : 93 Towards Ch. Printers
3006	4	ABC-000004	03-04-2017	Printers Ch. No. : 93 Towards
3007	5	ABC-000005	03-04-2017	Ch. No. : 93 Printers Towards
3009	6	ABC-000006	04-04-2017	93 Towards Ch. No. : Printers
3010	7	ABC-000007	04-04-2017	Ch. No. : 93 Towards Printers
3013	8	ABC-000008	04-04-2017	Purchases For Flouress Refrd
3016	9	ABC-000009	06-04-2017	Conveyance To Riaz
3018	10	ABC-000010	06-04-2017	Ch. No. : 93 Towards Printers
3018	11	ABC-000011	07-04-2017	Purchase HDD Of
3021	12	ABC-000011	07-04-2017	Purchases For Ca Institute
3022	13	ABC-000013	08-04-2017	Purchase Of HDD

Arrange

STEP 1 ↓

Input Value: TransactionDescription

STEP 2 ↓

Split Value: Space

Find Duplicates **STEP 3** ←

STEP 4 →

Buttons: Help, OK, Cancel

Courtesy : Wincer Infotech Limited
wincaat.com / rafeq@wincaat.com



Outcome – Multiple Duplicate Entries

The screenshot shows a window titled "Identify Duplicates Results" with a menu bar (File, Help) and a toolbar. The toolbar contains buttons for Save As, Excel, Copy, Select All, Sampling, Number, Date, Filter Options, Print Preview, Extract, and Close. Two red arrows point to the "Filter Options" and "Close" buttons. Below the toolbar is a table with 10 rows of transaction data. The table has columns for AccountID, TransactionID, TransactionNumber, TransactionDate, TransactionDescription, Amount, RunningTotal, and Arrange. The data shows various transactions, including purchases of HDD and printers.

	AccountID	TransactionID	TransactionNumber	TransactionDate	TransactionDescription	Amount	RunningTotal	Arrange
▶ 1	3022	13	ABC-000013	08 Apr 2017	Purchase Of HDD	4500	267425	Purchase Of HDD
2	3018	11	ABC-000011	07 Apr 2017	Purchase HDD Of	16800	245125	Purchase Of HDD
3	3018	10	ABC-000010	06 Apr 2017	Ch. No. : 93 Towards Printers	14600	228325	Towards Printers No. Ch. 93 :
4	3010	7	ABC-000007	04 Apr 2017	Ch. No. : 93 Towards Printers	23000	198800	Towards Printers No. Ch. 93 :
5	3009	6	ABC-000006	04 Apr 2017	93 Towards Ch. No. : Printers	50000	175800	Towards Printers No. Ch. 93 :
6	3007	5	ABC-000005	03 Apr 2017	Ch. No. : 93 Printers Towards	12000	125800	Towards Printers No. Ch. 93 :
7	3006	4	ABC-000004	03 Apr 2017	Printers Ch. No. : 93 Towards	15400	113800	Towards Printers No. Ch. 93 :
8	3005	3	ABC-000003	03 Apr 2017	No. : 93 Towards Ch. Printers	25400	98400	Towards Printers No. Ch. 93 :
9	3003	2	ABC-000002	03 Apr 2017	Ch. : No. 93 Towards Printers	38000	73000	Towards Printers No. Ch. 93 :
10	3002	1	ABC-000001	03 Apr 2017	Ch. No. : Towards 93 Printers	35000	35000	Towards Printers No. Ch. 93 :

Results
10/10 Records Condition :

Few Other Apps



OpenRefine
A free, open source,
powerful tool for working
with messy data



MDA AUDIT TOOL
<http://mdaaudit.in/>





Appify our Practise

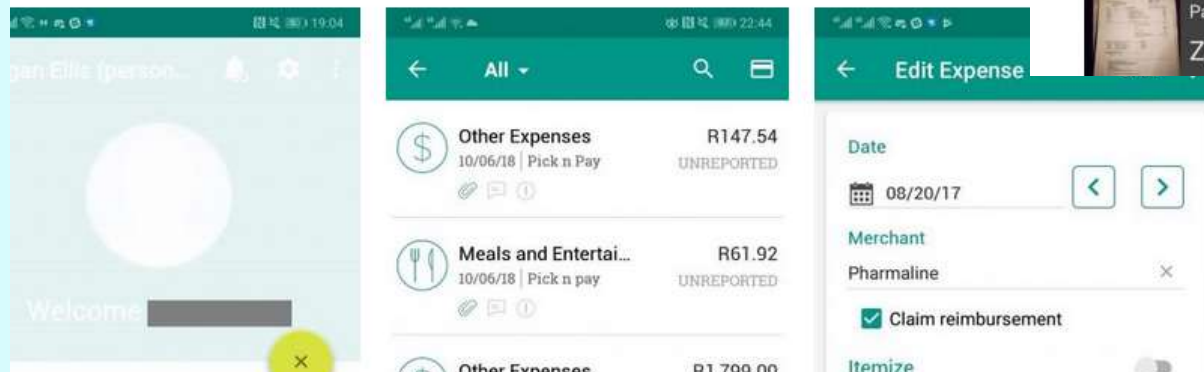
+ Accounting – Scan to Report





Other Apps

Zoho Expense



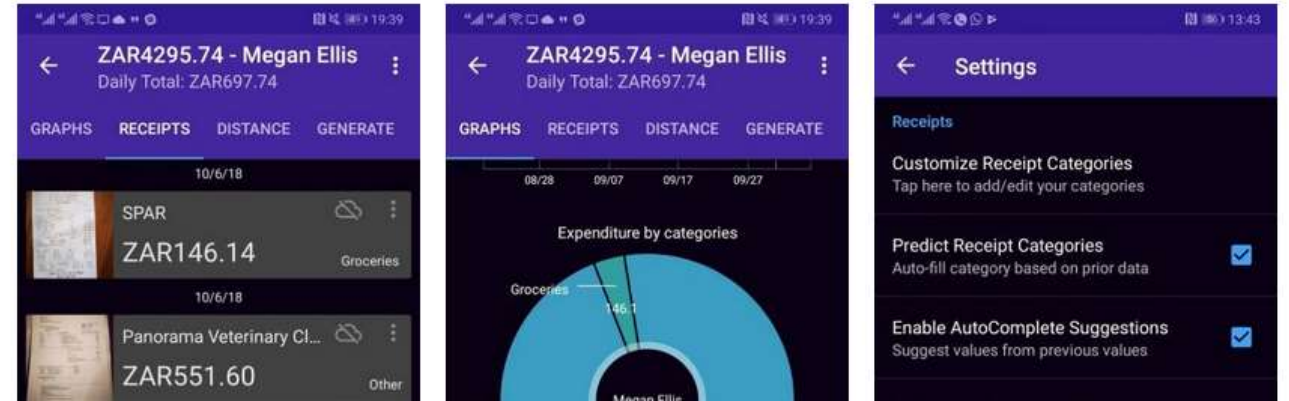
RECEIPTS BY WAVE

Scan receipts effortlessly. Anytime, anywhere.

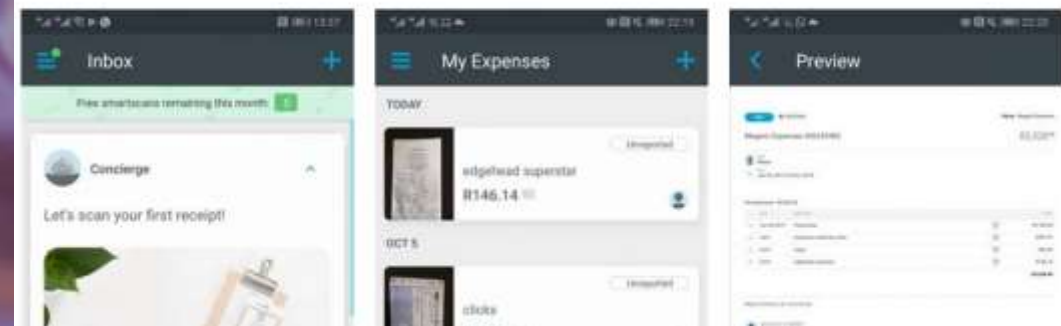
Eliminate manual expense tracking with Wave's free mobile app.

[Create your free account](#)

5. Smart Receipts



1. Expensify



Financial Statements with Analytics

- Upload TB and generate Financials
- Analytical Dashboards possible



FinAlyzer

BeyondSquare FinAlyzer

Most of our clients were looking for a tool that their accountants could configure & use themselves without having to invest in expensive technical resources. There are many tools available but they do not meet the business use cases required for generating financial management reports.

BeyondSquare FinAlyzer is a web based financial analysis ,financial reporting and forecasting tool.

It pulls data from underlying financial accounting systems, seamlessly curates it and provides visual and actionable business insights that help in decision making.

BeyondSquare FinAlyzer advantage:

- Seamlessly pulls financial data from accounting packages like QuickBooks, Tally, etc., and operational data from Excel.
- Tracks business health through a set of financial and operational **KPIs**
- **User-friendly** pre-defined excel template
- Provides early warning through forecasts of cash , revenue and expenses.
- Aids financial performance analysis
- Variance analysis and segment-wise reporting
- In-depth analysis of **P&L, Balance Sheet and Cash Flow**
- Ability to consolidate and report across multiple entities
- Ability for user to customize and build their own reports.

[Read More](#)

[Video Overview](#)



Company Analysis Report

Company reports are one stop shop for business development teams for company information required for various activities like lead generation, customer profiling, KYC information & vendor onboarding. These reports generated by pulling information from various sources always provide latest company information.



Debit Scorecard

A scoring model that provides score of potential individual or retail customers seeking credit based on the analysis of their debit transactions in their bank account statements.



Tax Statement Analyser

Perfios tax document analyser automates fetching of tax documents like Form26AS, ITR forms & ITRV from various online & offline channels and generates reports for employment verification and income verification which augments credit assessment and decisioning.



Predictive Analytics

A business intelligence and analytics platform which derives various insights from financial characteristics of customers of financial institutions.



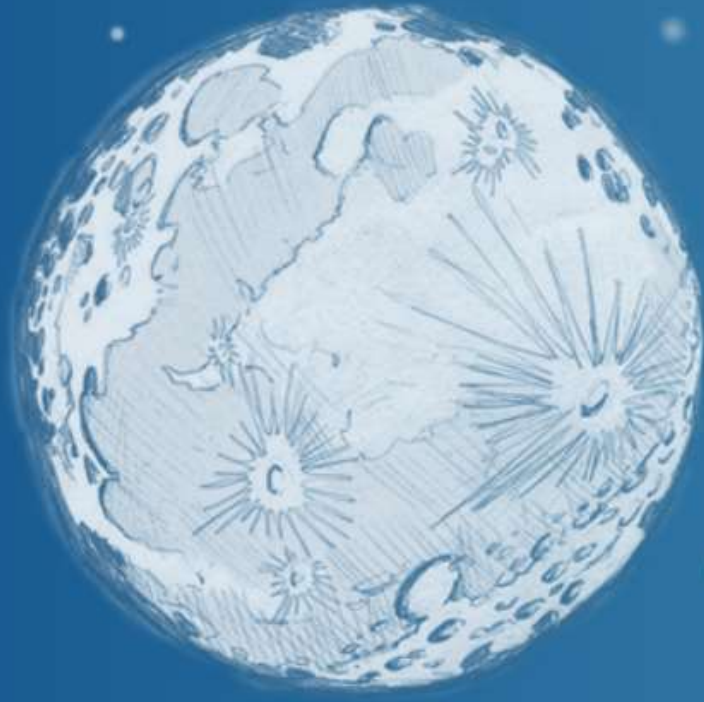
Insights Assist

An extension of Perfios Insights online allows an RM or sales executive to capture basic details of a loan applicant through a standalone portal and leverages Perfios capability of generating and sharing a URL with end users for Net banking fetch and E-Statement upload.



InteGREAT

An integrated solution for complete digital transformation of the lending process. Loaded with Perfios' analytical solutions, this highly customizable solution is compatible across channels making it a formidable powerhouse for new age lending.



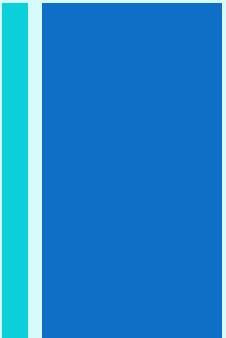
MOONSHOT

A moonshot project is a project which is astronomically ambitious.

We call it reality in making.

OUR PROJECTS

- RoC search report services powered by AI



+ Audit Confirmation



Products ▾

User Type ▾

How it Works

Support

RIVIO

Login

Sign up

Location/Language

Auditors

Simplify and speed up your audits

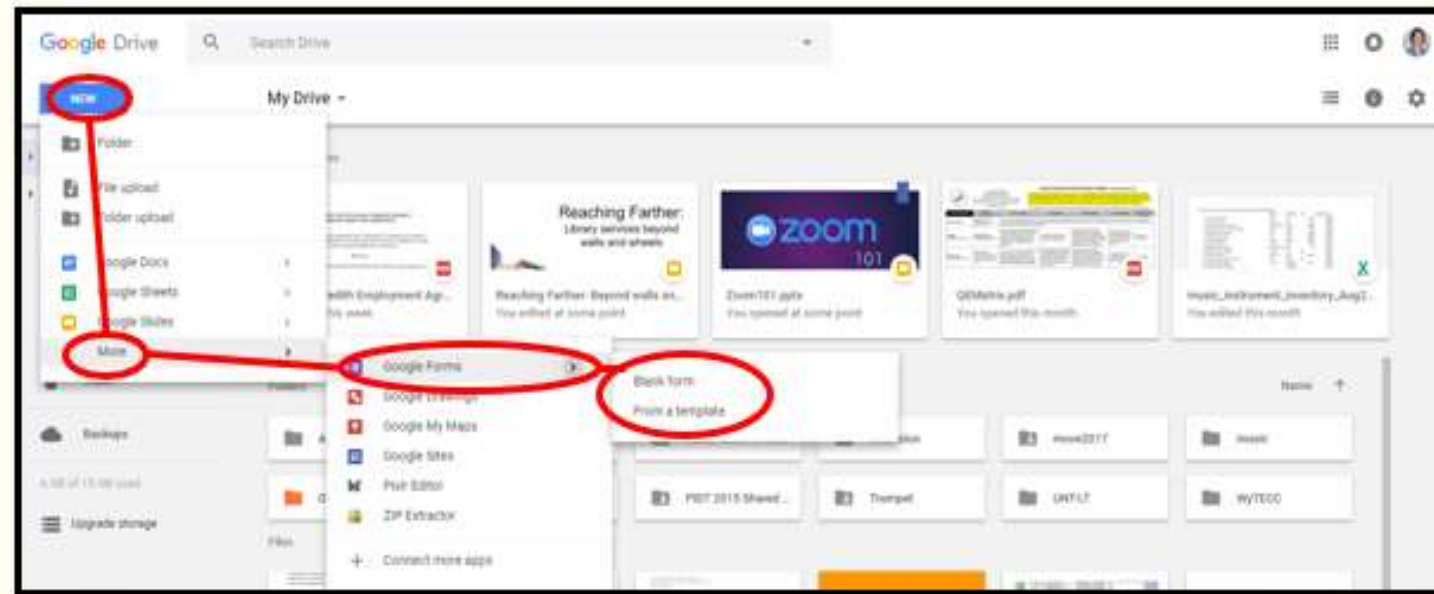
+ Google Forms

- Quiz
- Article Interview
- Employee Training
- Client Survey
- Data Collection for Income Tax Returns
- GST Filing
- KYC Compliance
- Upload Documents
- ROC Filing
- Checklists for Audit Closure (Internal)

+ Google Forms

■ Survey

Creating a New Google Form



FREE

Accounting

\$0

Invoicing

Receipts

\$0

No set-up fees, no hidden charges,
no monthly fee

Accounting software

FREE

\$0

No set-up fees, no hidden charges, no monthly fee

Receipt scanning

FREE

\$0

No set-up fees, no hidden charges, no monthly fee



Unlimited bank and credit card connections

Unlimited income and expense tracking

Unlimited guest collaborators

Run multiple businesses in one account

Unlimited receipt scanning with our free iOS and A

Capture receipts even when you're offline

Receipts are automatically recorded as accounting
Wave

Invoicing App

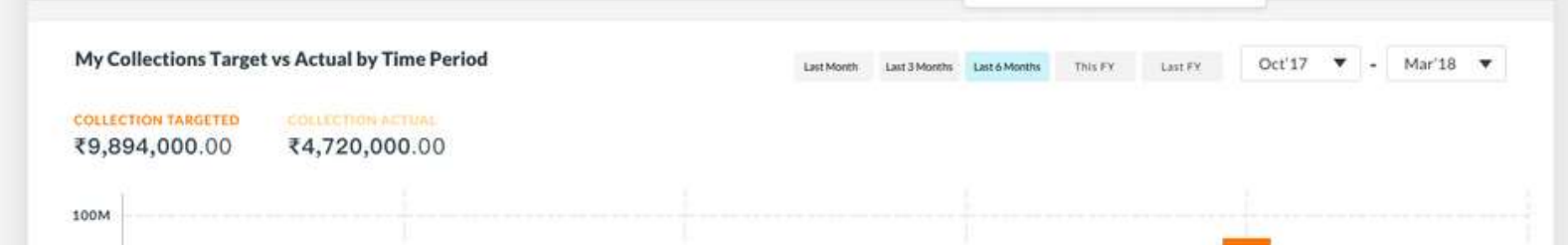
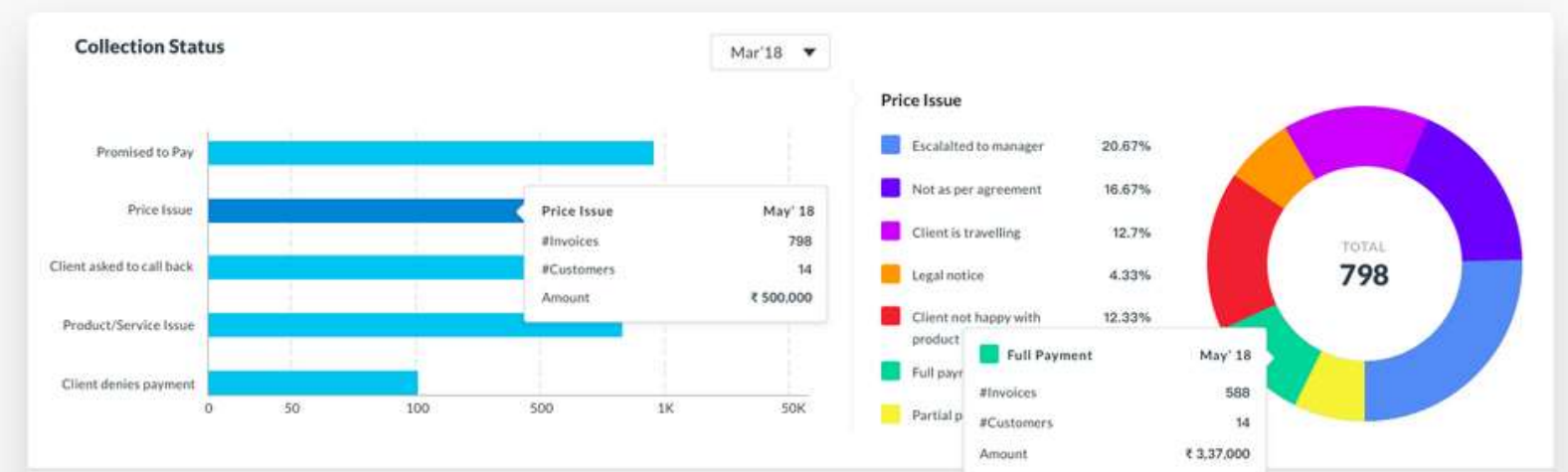
- Finance Software for small business
- Link Bank Statement / Credit Card
- Journal Entries are auto posted and can be imported into Tally

April 24, 2020



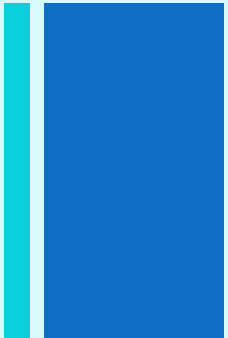
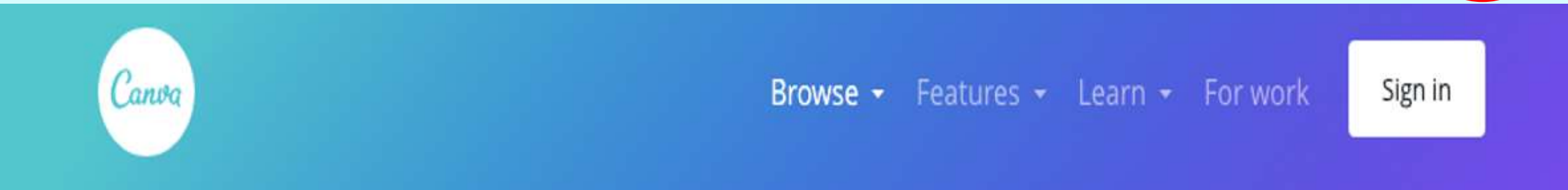
Numberz

- <https://www.numberz.in/>



April 24, 2020

+ Fancy Reports

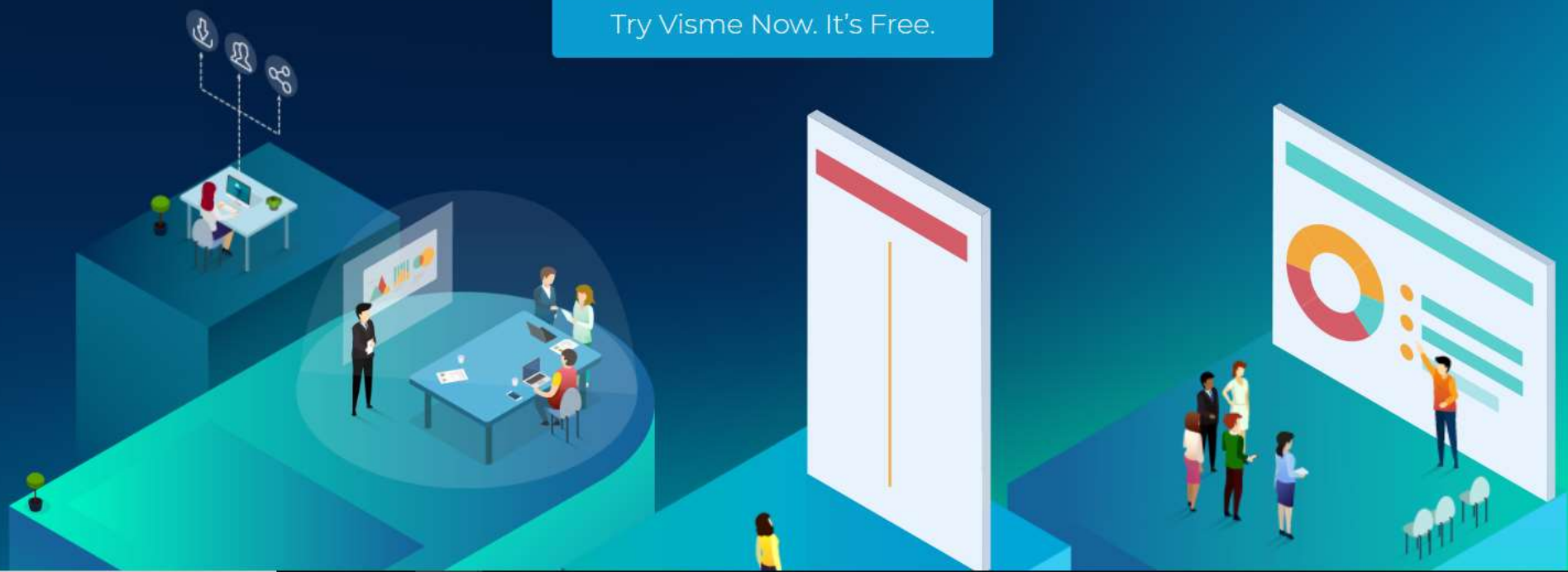




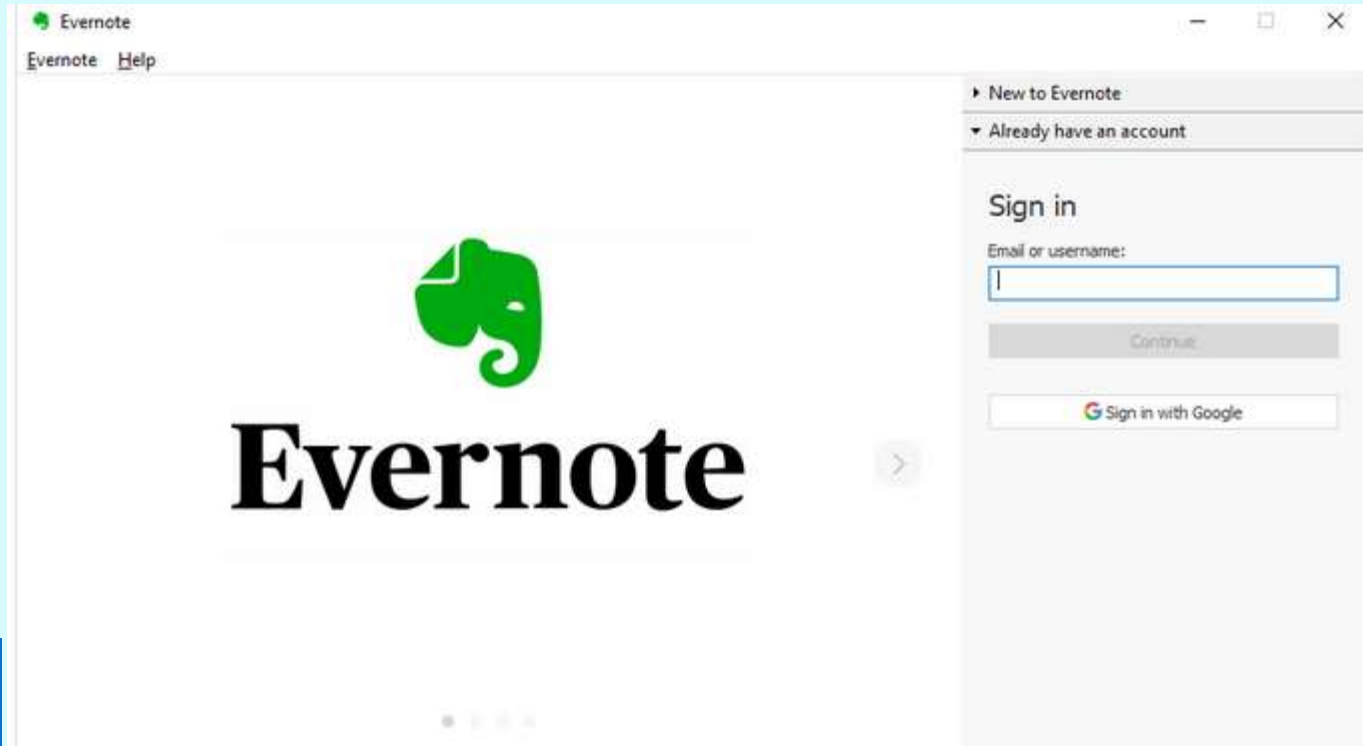
Speak Loudly. Speak Visually.

Visme is everything you need to tell powerful visual stories in the form of engaging **presentations, infographics** and other **visual content**.

Try Visme Now. It's Free.



+ Note Taking and Team Collaboration



Free lance Software Developers




- Online Freelancing portal
- From Website to High end Software Development

Work efficiently, effectively.

Each project includes an online workspace shared by your team and your freelancers, allowing you to:

- **Send and receive files.** Deliver digital assets in a secure environment.
- **Share feedback in real time.** Use Upwork Messages to communicate via text, chat, or video. [Learn how.](#)
- **Use our mobile app.** Many features can be accessed on your mobile phone when on the go.

[How do I know my freelancer is accurately billing for my project?](#)



Hire the best freelancer

Invite favorite candidates to submit bids, then review and hire your favorite.

- **Browse profiles.** View finalists' Upwork profiles to see client ratings, portfolios, Job Success scores, and more.
- **Review proposals.** Evaluate bids, taking into account each freelancer's qualifications, thought process, timeline, and overall cost. [Learn how.](#)
- **Schedule a chat.** Ask specific questions, determine who's the best fit, and contract.

[What do I look for in a freelancer?](#)

[How do I hire on Upwork?](#)



The Benefits of Expiration Reminder



Spend More Time Growing Your Business

Save an average of 20 hours per week on tracking what's expired.
Spend less time following up and more time adding value to the business.



See What's Expired with Ease

Never open spreadsheet after spreadsheet to find what's expired.
Stop sending emails and let others come back to you with the information.



Increase Employee Accountability

Send employees instant reminders about upcoming expirations and renewals.
Have them contact you with the updates increasing employee accountability.

Remembering Passwords

Splikity

Splikity uses 'military-grade' encryption to remember your passwords so you don't have to. Splikity automatically saves your passwords and then syncs them across all your devices, entering them on to websites when required. Splikity Premium costs \$4.99 per month.

LastPass

LastPass is a free password manager app that works on smartphones and desktops. LastPass automates passwords on websites. By saving passwords across different websites and applications, LastPass saves you time and effort as you no longer have to remember and fill in passwords.



Being Futuristic



What tasks to automate?



Repetitive and consistent



No human intervention needed



High-volume and time consuming

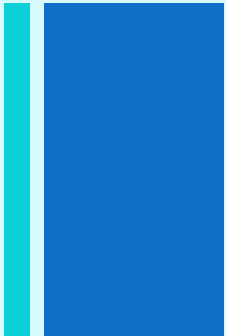


Independent vs. Interactive Work



Activities that can be automated in CA office

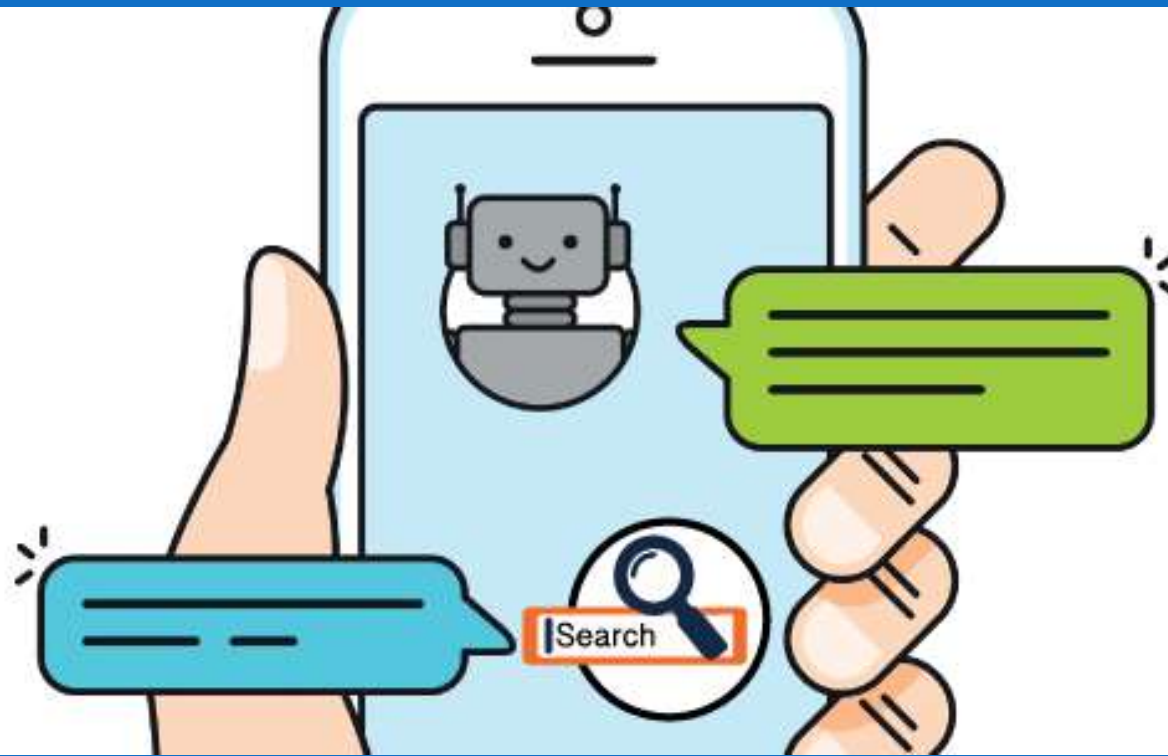
- Payroll & Exp Mgmt.
- Timesheet
- Invoicing & Debtor Reconciliation
- Document Management
- Task Allocation & Tracking
- Rolling out Initial Checklists
- Periodical Backup
- Periodic Return Filing (case to case)
- Preparation of Financials
- Periodical Reminders





A2. USING CHATBOTS

April 24, 2020



Chatbot VS Search

Chatbots

+ Developing a Chatbot

✉ support@flowxo.com



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[Start for free](#) →



[Solutions](#) [Why Intercom](#) [Resources](#) [Pricing](#) [Log in](#)

[Get Started](#)



[Features](#) [Industries](#) [Digital 2019](#) [Customers](#) [Contact Us](#) [Blog](#) ▾

[REQUEST A DEMO](#)



Using AI based Accounting Tools

Automated Bookkeeping

Highest Quality.
Lowest Cost.
Fastest Insights.

START YOUR 30 DAY TRIAL



Transform your financial processes with Artificial Intelligence

Automation for your Finance Department

Get in touch

SMACC

vic.ai

Accounting Firm

Enterprise

About Us

Contact Us

Blog

Sign In

Few AI enabled Accounting Tools

It's the platform for Accounting productivity.

Vic.ai is the next generation of efficiency and accuracy for Accounting firms, leveraging AI trained on hundreds of millions of documents and transactions for unparalleled performance.

No more manual data entry, approvals or ledger postings.

- ▶ Roger.ai
- ▶ Bill.com
- ▶ MindBridge
- ▶ Expensify
- ▶ ReceiptBank
- ▶ Datamorphix.ai
- ▶ Chata.ai
- ▶ AppZen
- ▶ YayPay
- ▶ Siyea



+ Using AI powered Data Analytics



PRODUCTS SOLUTIONS EVENTS RESOURCES BUZZ COMPANY

BOOK A DEMO

Search...



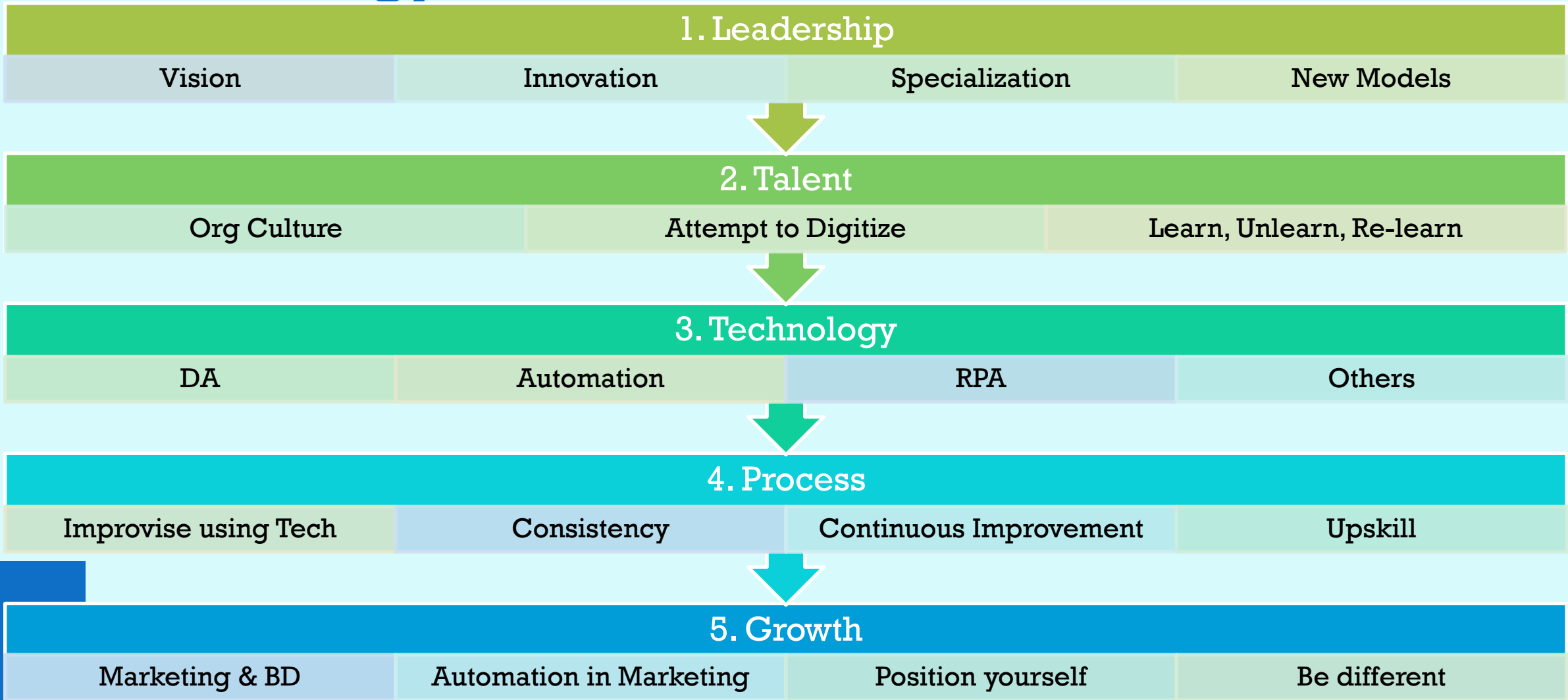
Introducing Ai Auditor, the world's first and only AI powered auditing platform.

LEARN MORE



4. The Digital Strategy

+ 5-fold Strategy





Digital Presence

+ Digital Presence



Website



SEO



E-mail
Communication



Blogging



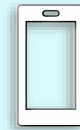
Webinars



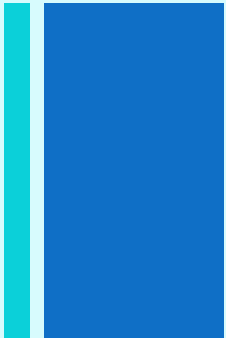
CRM



Do Online
Surveys



Mobile App





+

Embrace Social Media

April 24, 2020

+ How to get started?





Pricing & Marketing Strategies

Make your digital presence felt

Let the world know that your knowledge is beyond tax

Keep yourself updated

80:20 Rule

Use help of Interns

Keeping updating your services

Innovate & Re-design

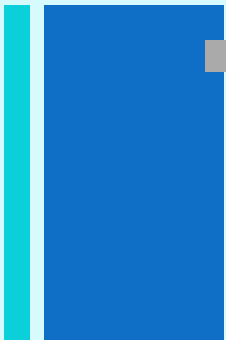
Learn from competitors / peers / juniors

Follow "Uber" Pricing

Publish milestones

Embrace Social Media

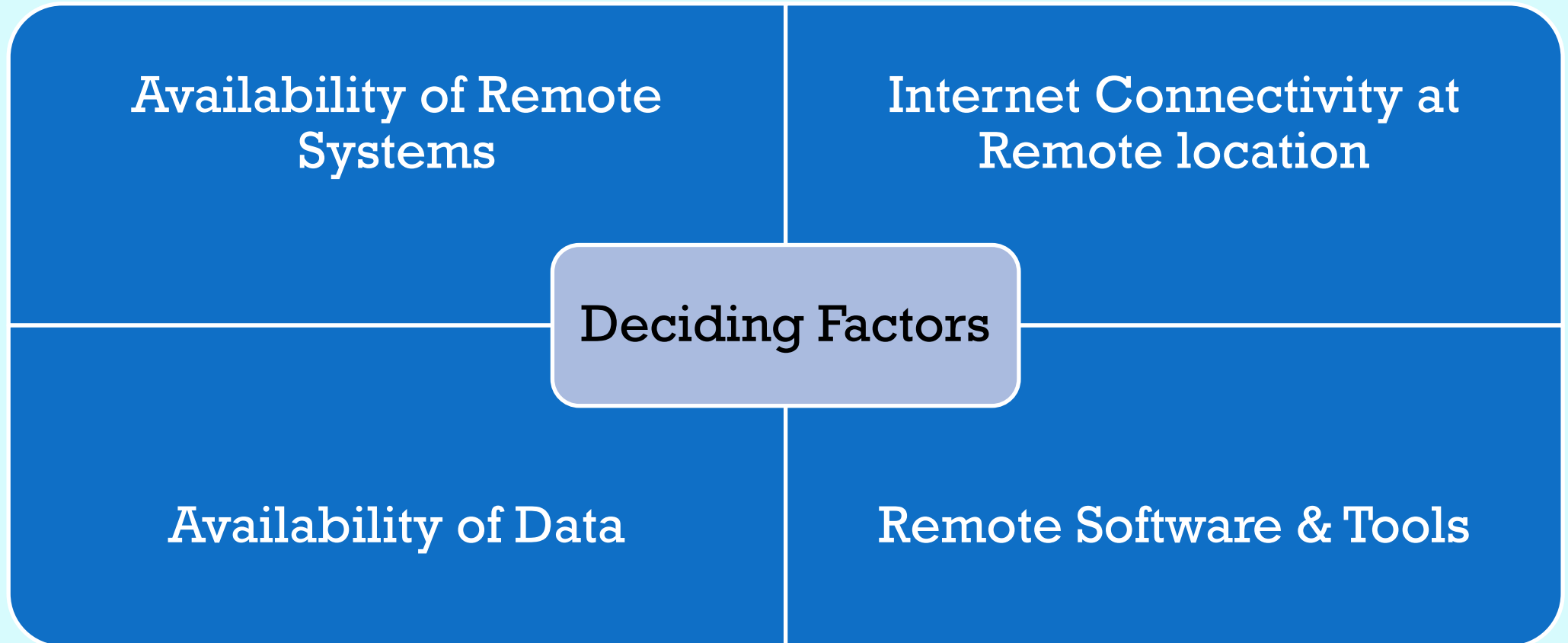
Obtain Feedback



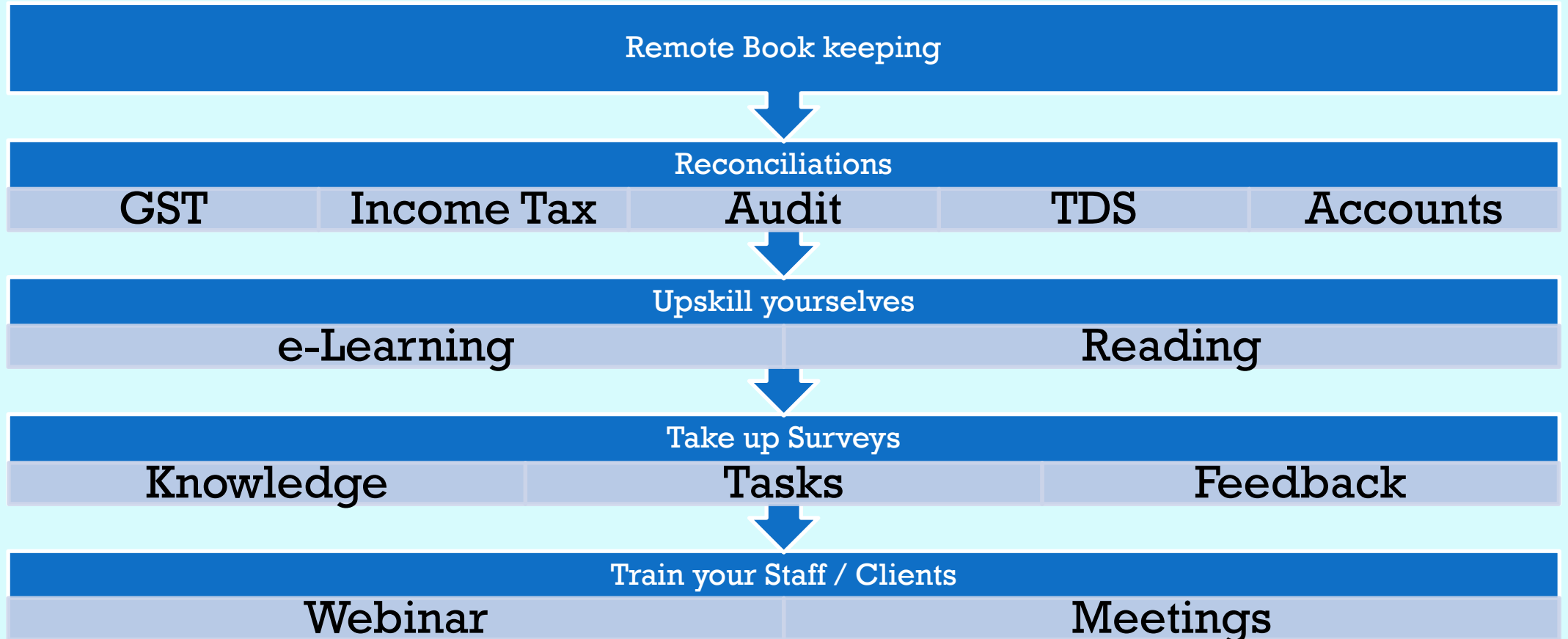
Level 1 Transaction/Compliance	Fee	Level 2 Performance	Fee	Level 3 Strategic	Fee	Level 4 Consulting	Fee
<input type="checkbox"/> Compilation		<input type="checkbox"/> Review		<input type="checkbox"/> Audit		<input type="checkbox"/> Purchase of a Business	
<input type="checkbox"/> Outsourced Accounting		<input type="checkbox"/> CFO Services		<input type="checkbox"/> Strategic Planning		<input type="checkbox"/> Sale of a Business	
<input type="checkbox"/> Payroll, including filings		<input type="checkbox"/> Monthly Budget		<input type="checkbox"/> 90-Day Game Plans <input type="checkbox"/> Quarterly Reviews		<input type="checkbox"/> IT Review - Roadmap	
<input type="checkbox"/> Bill Payment		<input type="checkbox"/> Cash Flow		<input type="checkbox"/> Midyear Review		<input type="checkbox"/> Entrepreneurial Services	
<input type="checkbox"/> General Ledger – Financial Reporting		<input type="checkbox"/> Monthly management meetings		<input type="checkbox"/> Annual Plan Update		<input type="checkbox"/> Mergers & Acquisitions	
<input type="checkbox"/> Dashboard		<input type="checkbox"/> Comparison with peer metrics		<input type="checkbox"/> Tax Planning		<input type="checkbox"/> Governance	
<input type="checkbox"/> Expense Mgmt.		<input type="checkbox"/> HR-Compliance		<input type="checkbox"/> Estate Planning		<input type="checkbox"/> Compensation	
<input type="checkbox"/> Income tax - Prep		<input type="checkbox"/> HR-Perform. Mgmt.		<input type="checkbox"/> Succession Planning		<input type="checkbox"/> Pricing	
<input type="checkbox"/> Sales Tax Reporting		<input type="checkbox"/> Lean Six Sigma Process Review		<input type="checkbox"/> HR – Talent Development		<input type="checkbox"/> Executive Search	
<input type="checkbox"/> Property Tax Reporting		<input type="checkbox"/> Insurance Review		<input type="checkbox"/> Wealth Management		<input type="checkbox"/> Financing/IPO/ICO	
<input type="checkbox"/> Depreciation - Basis		<input type="checkbox"/> Privacy & Sec. Review		<input type="checkbox"/> International Growth		<input type="checkbox"/> Privacy & Security	
<input type="checkbox"/> State & Local Tax		<input type="checkbox"/> Financial Modeling		<input type="checkbox"/> Tax Credits & Incentives			
<input type="checkbox"/> Estates & Trust		<input type="checkbox"/> Tax Credits		<input type="checkbox"/> Business Valuations			

BUSINESS TRANSFORMATION

+ WFH Strategy



+ WFH Tasks





WFH Tasks

Benchmarking / Collective Preparation

Organise Files & Folders

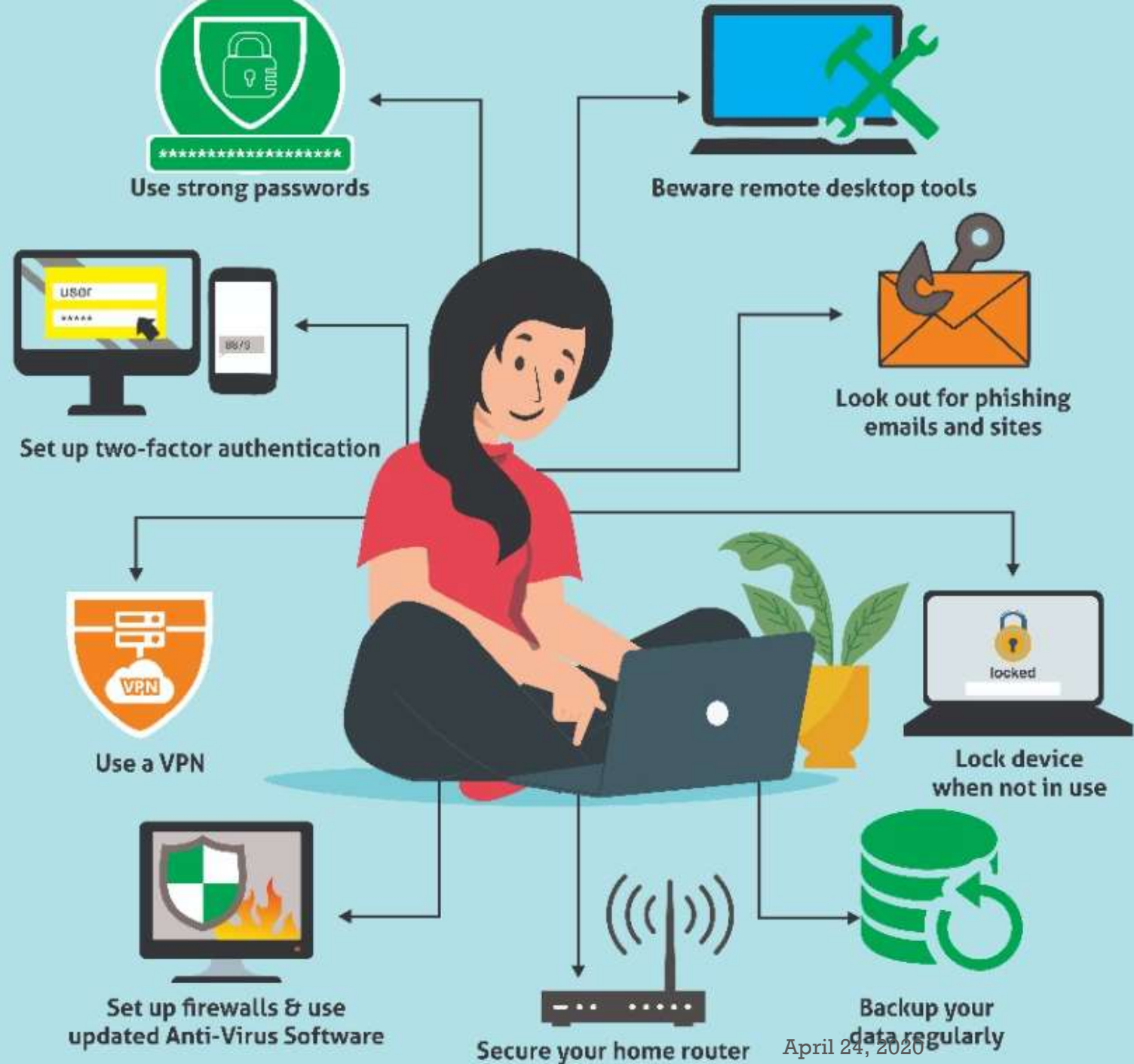
Set up a “Date” with your Client

Identifying newer opportunities – Consulting / Advisory

Digitise your CA Firm

+

Do not forget Security



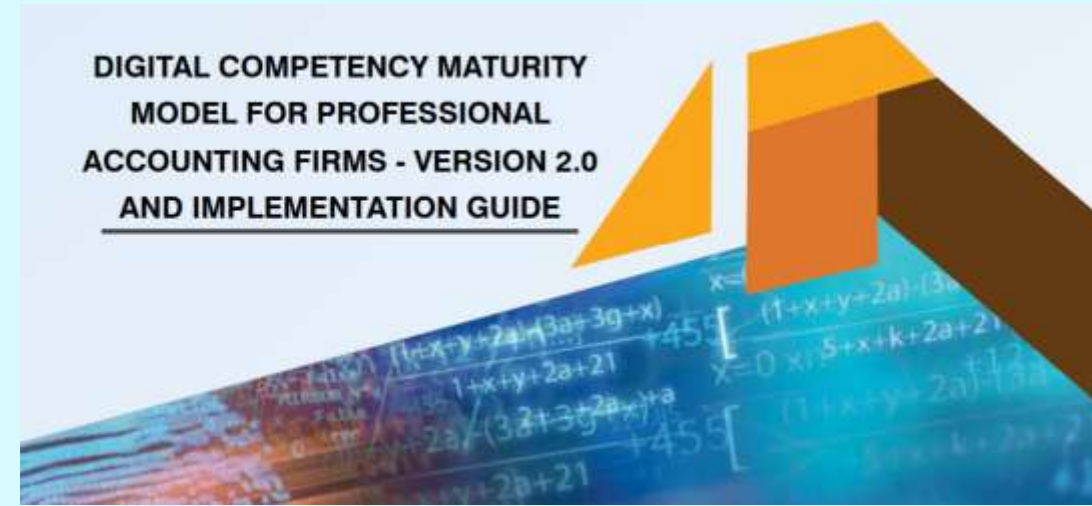
April 24, 2020



5. GETTING FUTURE READY



+ Audit the Auditor!



■ Digital Competency Maturity Model

- Section A:** Level of Automation of Firm's Internal Processes
- Section B:** Availability of Qualified Resource Pool and Talent Development Relating to Digital Competencies
- Section C1:** Discipline specific Categorisation – Audit
- Section C2:** Discipline specific Categorisation – Tax and Compliances
- Section C3:** Discipline specific Categorisation – Accounting and support function
- Section C4:** Discipline specific Categorisation – Other Management Consulting Services
- Section D:** Adaptation of Advanced and Emerging Technologies

<https://resource.cdn.icai.org/57964daaab47265.pdf>

+ How to Mature?



Step 1: Benchmarking



Step 2: Planning Initiatives



Step 3: Identifying resources and execution plan



Step 4: Assessing progress and re-validation against the DCMM



Step 5: Perform a peer review/ review by external firm, if necessary



+ The New Role



**Jointly
Lead
Strategy**



**Steer
towards
Value
Creation**



**Protect
your
Brand &
Identity**



**Be a
Storyteller**



**Be the
Digital
Catalyst**



**Domain
expertise
over
Internal
Controls**



**Trust &
Integrity**



Advanced work from home and remote working solutions



Flexible working – boon for woman



Automation of accounting and compliance



Data will move automatically from clients and their bank accounts into the accountant's systems.



Remote Audit



Accountants will have a real-time overview of client matters



Fees based on value added and not time spent.

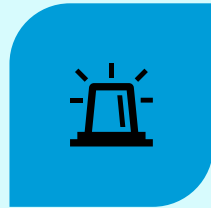


Increased in Audit of IT Systems and Forensic Engagements

Future of Technology for CAs - Immediate



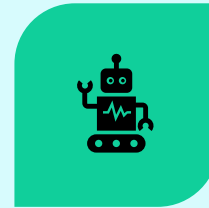
Future of Technology for CAs – Distant Future



Proactive alerts
to auditors



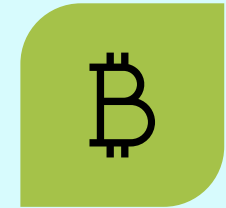
Analytics
powered newer
services



AI as a service
provider



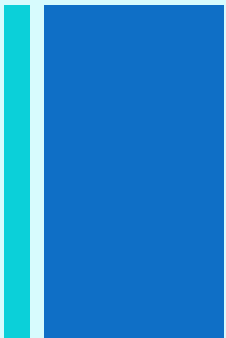
“Bot-keepers”
from
bookkeepers.

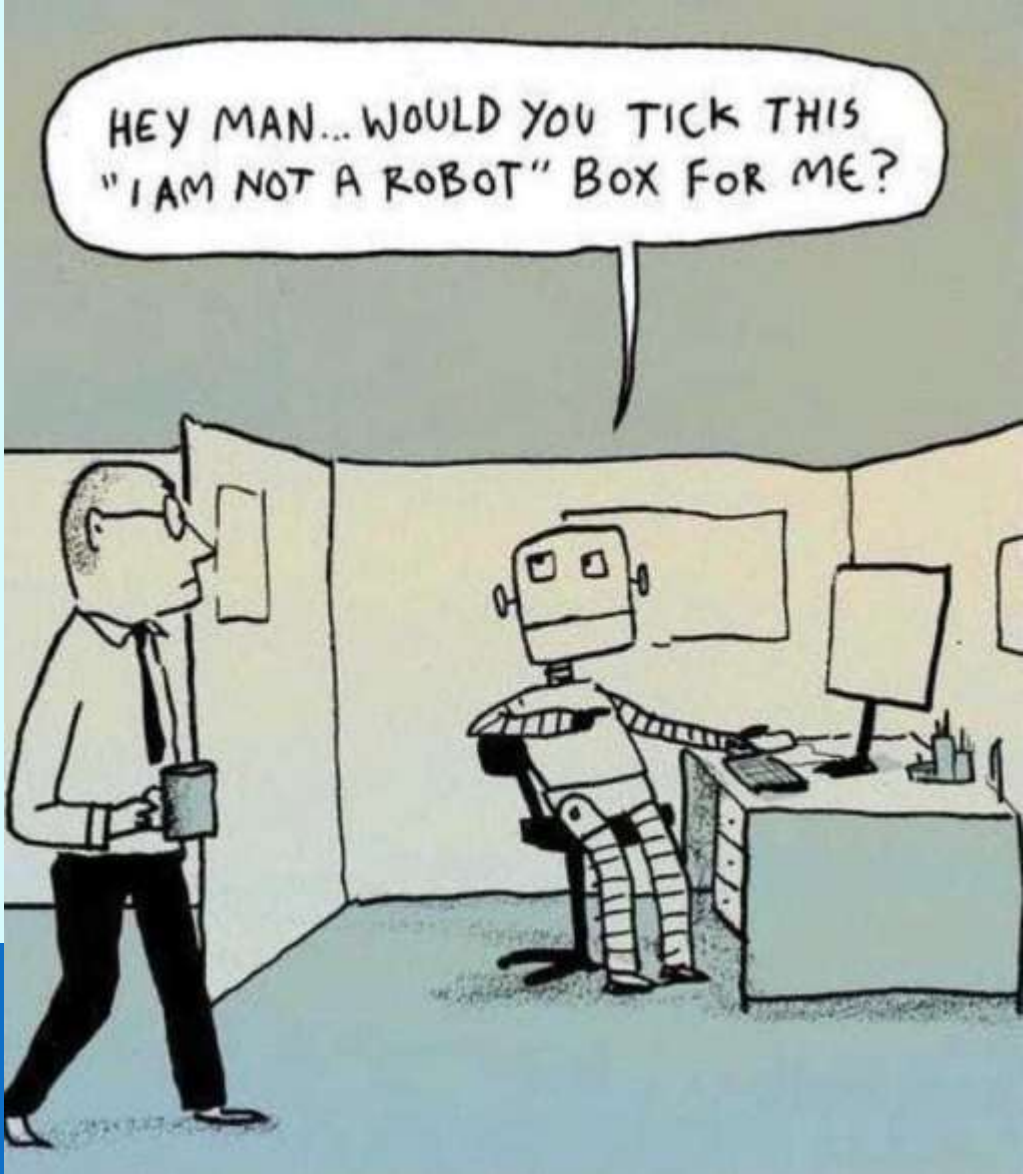


Blockchain
powered
solutions will
soon be a reality



Technology
solutions require
domain
expertise of CA





**THIS DAY IS
NOT TOO FAR...**



Tech-enabled Solutions

IT Governance & Compliance

IT Assurance Services

Data Analytics & Business Intelligence

GDPR & Privacy Audits

Emerging Technology (AI, Blockchain, IoT)

Enterprise Risk Management

Forensic Audit

IT Automation & Implementation

Cyber Security

IT Consulting

ISO, PCI DSS, CMMI Compliance

SOC Assessments

IT Training

+ Key Takeaways!



Invest and experiment in new technologies



Adopt & adapt to emerging trends such as cloud, data analytics



Build awareness and engage in debate



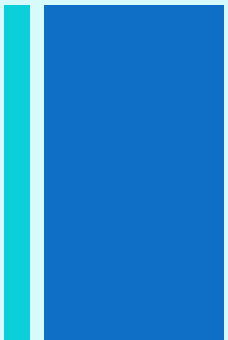
Train and develop the skill-sets and mind-sets



Dedicate resources and time



Change the audit approach from "tick" to "click"





PEOPLE who change
after change will survive...

PEOPLE who change
with change will succeed...

PEOPLE who cause
the change will lead....!!



TO BEGIN, BEGIN.

WORDSWORTH

+ ICAI Initiatives



The Institute of Chartered Accountants of India

(Setup by an Act of Parliament)

- **DISA**
- **FAFD**
- **Executive Development Program on Blockchain Technology**
- **E-learning on RPA**
- **Forensic Analytics using CAAT**
- **Using Excel & Advanced Excel**
- **Webcast on Technology – ICAI TV / eLearning @ ICAI**
- **Regular Technology Conferences**



https://www.icai.org/new_post.html?post_id=13422&c_id=432



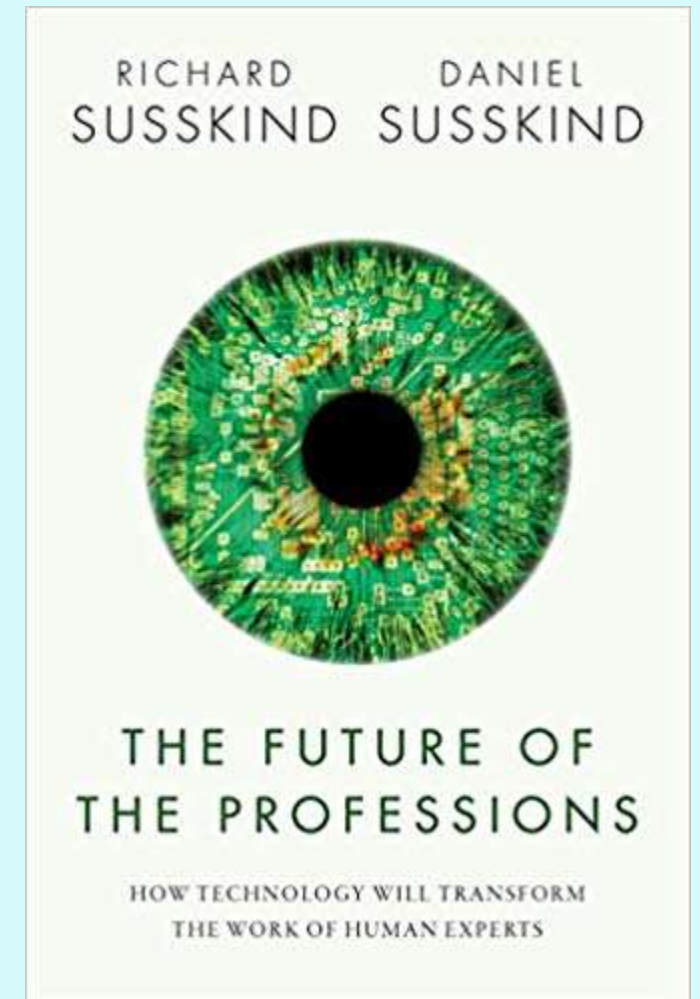
Other Technical Presentations

- Digital CA
- Analytics in Fraud
- Analytics in Audit
- Latest Tech in Finance
- GDPR & its Impact
- Digital Payments & Cyber Risk
- Protecting Digital Data & Cyber Risk
- Digital India



+ Recommended Reading

- The Future of Profession
- The Future of Jobs Report – 2018 – World Economic Forum
 - http://www3.weforum.org/docs/WEF_Future_of_Jobs_2018.pdf
- RPA Concept Paper on RPA
 - https://www.icaai.org/new_post.html?post_id=14943
- RPA e-learning by ICAI
 - https://pgc.icaai.org/assets/ICAI_RPA_V4/story_html5.html
- Oct 2018 issue of CA Journal





Further Reading

- Simplifying Work from Home - <https://youtu.be/Lkio4ThiyRk>
- Accounting in Remote
 - <https://www.zoho.com/accounting-software/>
 - <https://youtu.be/yWxsPIWbhmc>
- Are we Ready to “Operate from Home”?
 - <https://www.linkedin.com/pulse/we-ready-operate-from-home-narasimhan-elangovan>
- Various presentation and topics on Technology
 - <http://www.ken-co.in/blog>

+ COVID-19 Reading

- **#COVID19 – Regulatory & Statutory Relief & Remote Working for MSMEs**

https://www.youtube.com/watch?v=5dY-C5F_ZR4&t=6s

- **Webinar on Simplifying Work from Home**

<https://youtu.be/Lkio4ThiyRk>

- **Using Tally for Remote working and Audit**

<https://www.youtube.com/watch?v=yWxsPIWbhmc&t=4056s>

Are we ready to operate from Home?

- <https://www.linkedin.com/pulse/we-ready-operate-from-home-narasimhan-elangovan>

+ Industry 4.0 / Digital CAs

- **Industry 4.0**

<https://youtu.be/7yZ0aFXbxHs>

- **Panel Discussion on CAs Leading Digital Transformation**

<https://youtu.be/Ba009QQghi0>

- **Panel Discussion : Emerging Technologies : Challenges and Opportunities for CAs**

https://youtu.be/XV_W8MV_DPg

- **AI, Robotics and Data Analytics**

<https://youtu.be/yVUXbNxVJb4?t=7033>

+ Data Analytics

- **Auditing Compliance in an automated world: How Analytics is a big differentiator**

<https://youtu.be/g4Ayux5ZJPA>

- **Practical Insights into Data Analytics**

<https://www.youtube.com/watch?v=k7Nz-E-W6a8>

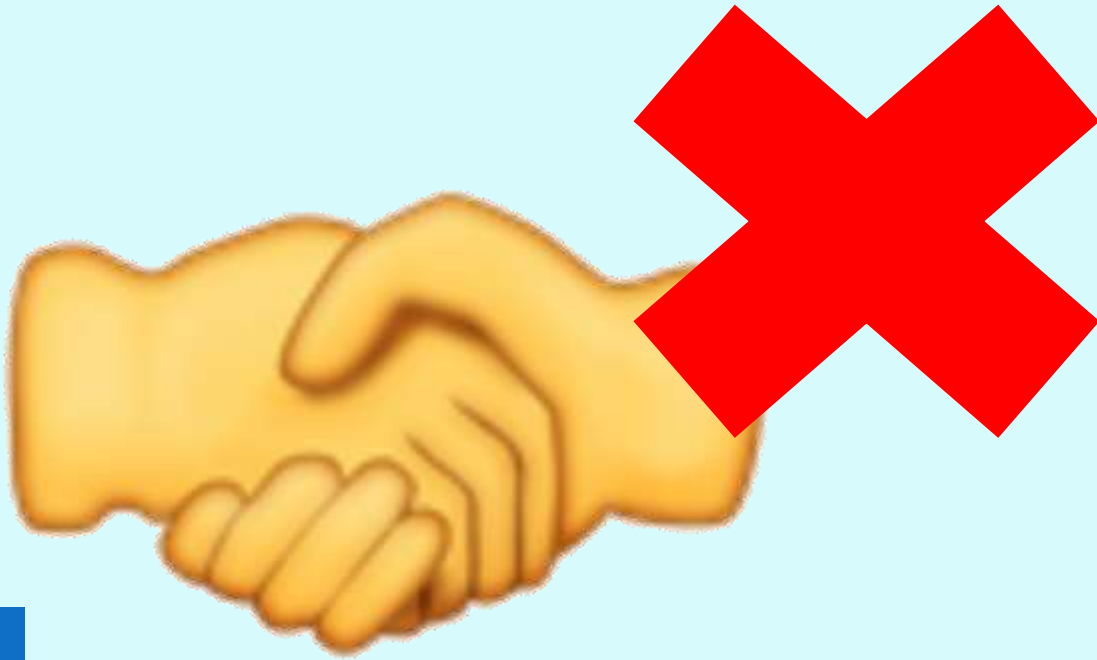
- **How Analytics is going to transform Fraud Investigation & beyond!!**

https://youtu.be/byE_5XHEHC8

- **A practical approach to Data Analytics**

<https://youtu.be/31kHzDthj7g>

+ Move on from



#StaySafe #StayProtected



Narasimhan Elangovan

Partner at KEN & Co. Chartered Accountants



[Click here for regular updates:](http://www.ken-co.in/contact-us.html)

<http://www.ken-co.in/contact-us.html>

Thank You!

Questions?

Narasimhan Elangovan

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