

# AI for Accountants: Technology for the future of your practice

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*May 2018*



# Innovation in 'Accounting' has been ...

*Abacus*



*Double-entry bookkeeping*



**Mesopotamia to  
China**  
~2000BC

**Italy**  
1490s

**Japan**  
1957 -1970

**United States**  
1970s

**United Kingdom**  
2016-17

# Some kind of change is coming

Percentage of accountants who ...

Are optimistic about the future



See their role changing



Don't know how their role will change



Feel technology will replace what they do



0% 20% 40% 60% 80% 100%

Source: Sage





Technology is impacting our lives and work at an unprecedented rate. Multiple emerging technologies are impacting Accounting

# Emerging technologies



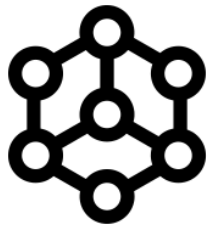
*Cloud Computing*



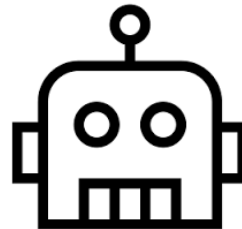
*Big Data & Data Analytics*



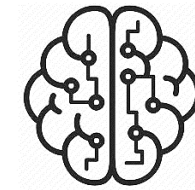
*Mobile Technologies*



*Blockchain  
(Distributed Ledger Technology)*



*Robotic Process Automation (RPA)*

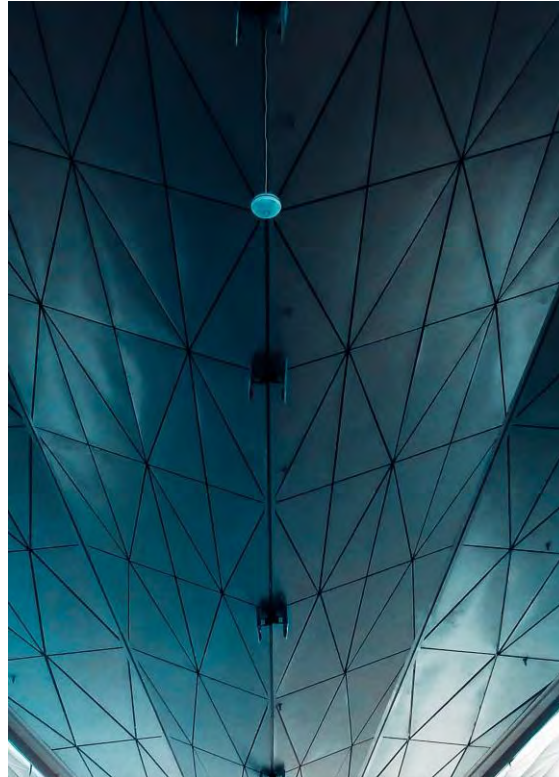


*Machine Learning/ Artificial Intelligence*

***We anticipate these will be integral components in your practices in the foreseeable future***



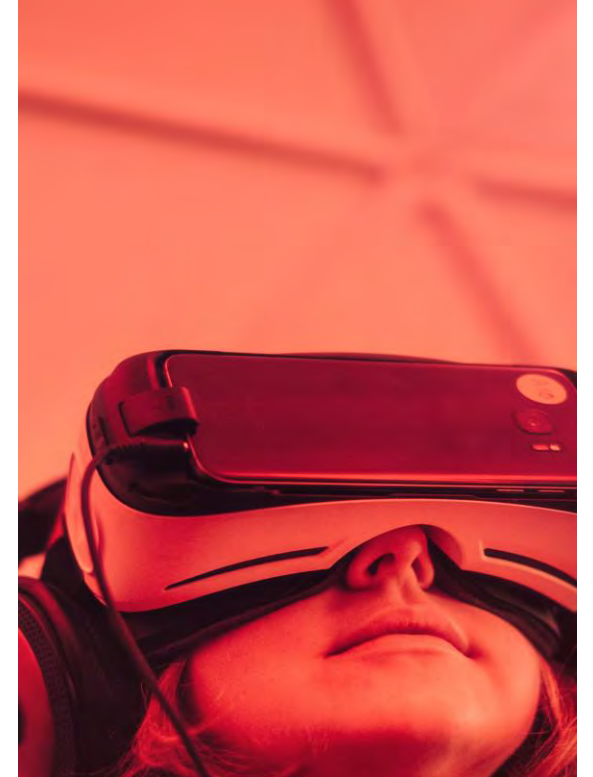
*How AI technology is changing our everyday lives*



*How this impacts businesses (including your clients)*



*How this impacts your firm*



*Leading transformation for the future*



## What is artificial intelligence?

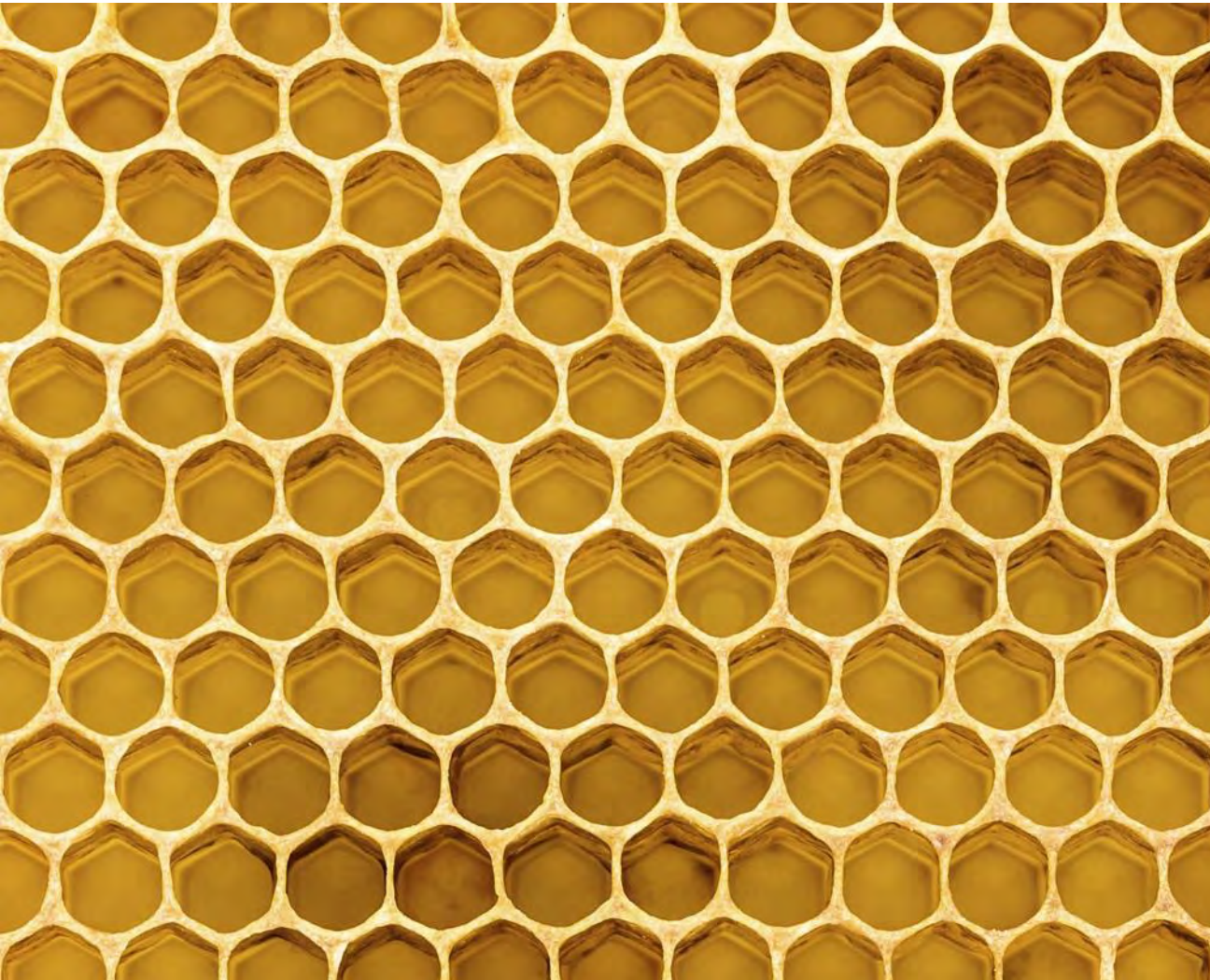
- Reduce the repetitive or routine work
- AI will provide the opportunity to lead transformation and revolutionise your practice.



## Transformation all around us

- The banking industry has changed dramatically
- Bank branches have changed
- Banks have helped customers transform too





“...since 1980, right around the time the electronic spreadsheet came out, 400,000 bookkeeping and accounting clerk jobs have gone away. But 600,000 accounting jobs have been added.”

— Jacob Goldstein, NPR

## Accountants experiencing disruption

- Industry competitiveness
- MTD
- Consumer expectations
- Shifting role



## How Sage will apply AI

1. Augment human capacity
2. Reduce
3. Create





## The AI solutions

- Automatic categorisation and allocation of transactions
- Anomaly detection
- Optical Character Recognition (OCR) solutions
- Predictive and forecasting solutions

# Sage Smart Advisor for Accountants



1

Q&A Recently Viewed

ID	QUESTION	ANSWER	CATEGORY	PUBLISHED
0033	When is pye?	The tax year ends on 5 April. The deadline for the year end submission is 19 April.	Payroll	<input checked="" type="checkbox"/>
0032	Can i process the year end before 5 april 2017?	If you've updated and submitted your final pay period in 2017/2018 you can start to process in the new year straig...	Payroll	<input checked="" type="checkbox"/>
0031	How do I submit my YE returns to HMRC?	The payroll year end centre has all the information that you need to successfully process your payroll year end: [Pay...	Payroll	<input checked="" type="checkbox"/>

2

Smart Advisor

Good to see you!

Smart Advisor

What would you like to know now?

Smart Advisor

ye?

You

The payroll year end centre has all the information that you need to successfully process your payroll year end: [Payroll Year End Centre](#)

Smart Advisor

Was it that you were looking for?

yes

no

Smart Advisor

no

You

Do you want someone to contact you regarding this question?

yes

no

Smart Advisor

yes

You

Type your message...

3

Client Interactions Recently Viewed

ID	M...	FEEDBACK...	QUESTION	ANSWER	R...
0191	<input type="checkbox"/>	Positive	when is pye?	The tax year ends on 5 April. The deadline for the year end submission is 19 April.	<input type="checkbox"/>
0190	<input type="checkbox"/>	Negative	ye?	The payroll year end centre has all the information that you need to successfully process your payroll year end: [Payroll Yea...	<input checked="" type="checkbox"/>



## AI will help transform

- Your practice
- The services you offer
- The role you provide



AI can help Accountants  
move to become the most  
strategic, trusted advisor  
for your clients.



**Be Sage. Build On.**