

Deloitte.

**Technology
Consulting:
Explore the
Possibilities**

Technology Consulting for Technical Disciplines
UCD
30 January 2012



What will we cover?

- Alternative Careers for Technical Degree Students
- Overview of Deloitte Technology Consulting
- About Deloitte
- Transferable skills for Technology Consulting
- Application Process

Exploring the possibilities

The 'obvious' route is sometimes chosen without considering the merits of an alternative

How many of you have thought about careers outside traditional Comp Science/Engineering?

Your core skills and knowledge can prove invaluable in:

- Designing, building, coding, problem solving and analytics.

Technology Consulting with us is a viable alternative:

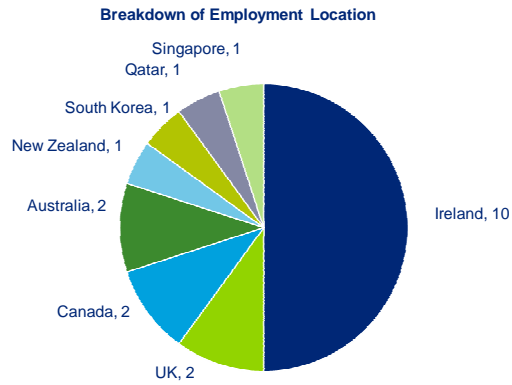
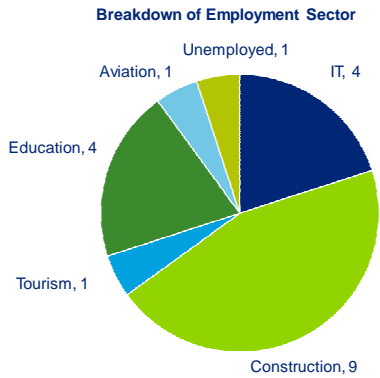
- Experience in a wide range of industries, tackling a range of business issues.
- A technical degree provides you with many of the core skills required to be a successful consultant.
- Opportunities, but no 'across-the-board' requirement for professional qualifications.
- Not confined long term to a particular industry or field
- In some cases, Irish students have an advantage over UK students.
- Given the size of the UK practice, there is the opportunity to work with a broader pool of clients (including international clients).
- Due to the varying lengths of projects, it is unlikely you will be stuck doing the same thing for long periods of time

Struc. Eng Class 2010,
where are they now?

2010 Struc Eng. W/Arch ME Class – Where are they now?

Key Insights:

- **Diversity:** More than 50% work outside of Construction (<18 months)
- **Employment** (95% employed) is spread across 8 countries and 5 sectors
- **Close to home:** All graduates working in IT located in the UK and Ireland



Sample Size:20

Perspective from an
Engineering Graduate

My experience in Tech consulting at Deloitte

Mick Fitzgerald

Degree

Structural Engineering with Arch, UCD, Bsc (2008), ME (2010)



Why consulting?

- Breadth of experience in different industries
- Opportunity to apply problem solving skills learned at University in a Business Context

Clients

Child Maintenance & Enforcement Commission (CMEC), Prudential Insurance

Highlight

Working on a proposal for Arsenal Football Club

My advice

- Make sure you can relate your experiences to the skills we look for
- Be clear on why Deloitte and why Consulting
- Prepare some questions to ask the 1st interviewer at the end of the interview

Top tip for the application process

Research some previous work the firm has done e.g. MetroBank FT, TfL Oyster card

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What is Consulting?

Consulting defined

Expert advice and opinion within a particular industry used for specific issues and situations

- As consultants we aim to deliver real value to the client that will impact their organisation
 - This can be delivered via changes to process, technology or people

- Consultants act as advocates of change, helping clients to realise their full potential
 - By providing an external view consultants are able to identify new opportunities

A consultant is a professional that provides expert advice in a particular domain or area of expertise

Providing specialist knowledge within a particular area of business

- Consultants are experts in various subjects, able to provide impartial advice based on years of experience
 - Often companies require short term guidance on various issues

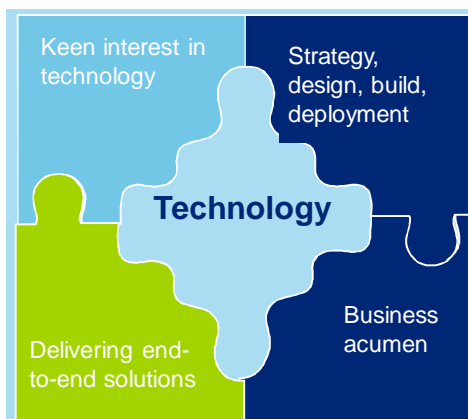
What is Technology Consulting

Where do I fit in?

Technology helps its clients compete in the market and solve complex business problems by providing cutting edge technological solutions.

Our people are passionate about technology, whether as developers with deep technical expertise or generalists with keen management and business acumen

We have high-profile and exciting opportunities for anyone with a keen interest in technology and the role it plays in the modern world of business



“10 things you didn't know” about Technology at Deloitte

- 1 Deloitte advised the UK Government on the creation of the G-cloud
- 2 When the country's most successful multichannel retail business wanted to re-platform their award-winning e-commerce site - they turned to Deloitte to deliver the new platform
- 3 Deloitte led the design and delivery of BBC's i Player and of the ITV on-demand solution to make their programming available through Virgin Media, BT Vision and iTunes.
- 4 Deloitte was ranked as No. 1 in both the Kennedy report on Forensic and Dispute Advisory Marketplace 2010 and the Forrester Wave: Information Security And Risk Consulting Service
- 5 Every time you use your Visa card the transaction passes through a system Deloitte built. At peak this system handles over 2,000 transactions per second.
- 6 We recently visited 53 countries, collected 11,500 evidence items and filtered the equivalent of 580 Mount Everest's worth of electronic data.
- 7 A number of UK organisations are known to have teams that specialise in hacking into websites and systems. Deloitte is one of them! We employ one of the largest teams of Ethical Hackers in the country
- 8 Who made sure your vote was counted for Strictly and all your other favourite interactive TV shows? Deloitte
- 9 A thousand potential issues, but how do you identify the really important ones every time? Deloitte helped NHS Direct write the scripts that save lives every day
- 10 Over the last 18 months two high street banks have been built from scratch in the UK, including the first new entrant in over 100 years. Deloitte is the only technology firm to have delivered key systems for both

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Typical Technology Project Roles

Project and Programme Management	Business Process Design	People & Change Management
Supply Chain Analysis	Procurement Assessment	Strategic Programme review
Testing and validation	Business Requirements Analysis	Architecture Design

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Meet a B&L Graduate

My experience in consulting at Deloitte

Conor Daly

Degree

Business and Legal Studies, UCD. Graduated in 2008.



Why consulting?

- Breadth of experience in different industries
- Opportunity to enhance general business skills

Client

London Organising Committee of the Olympic Games (LOCOG)

Highlight

Attending a Deloitte Global Olympic Meeting in Rio de Janeiro, Brazil

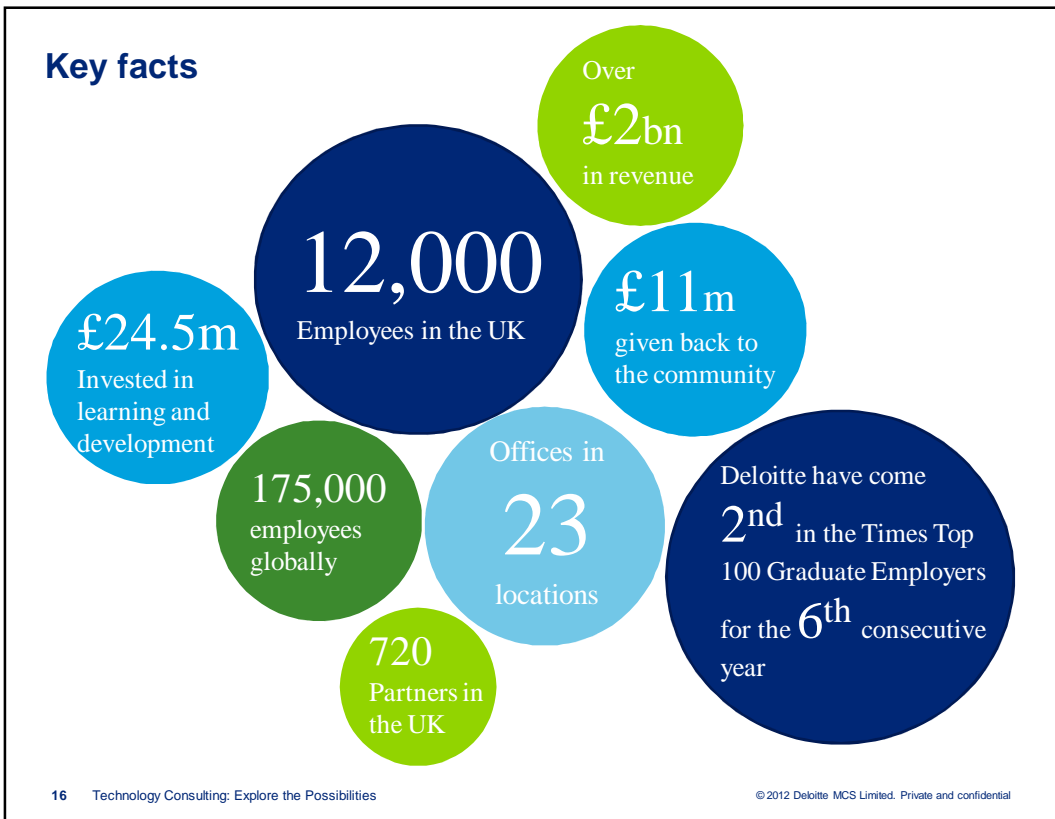
My advice

- Seek advice, ask questions
- Research the role, not just the industry
- Be prepared to be flexible and adaptable

Top tip for the application process

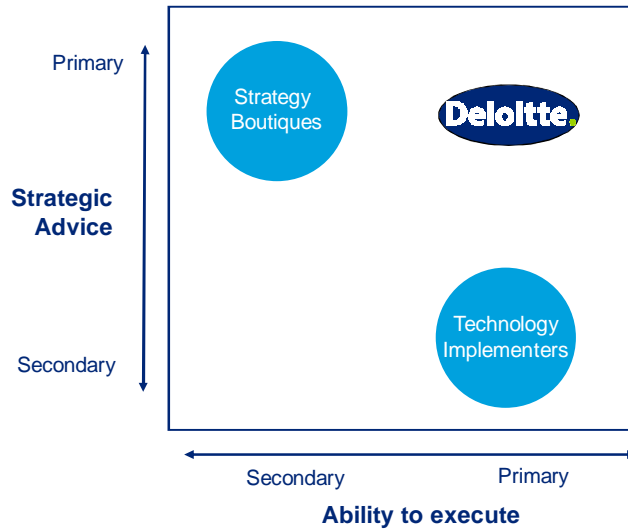
Prepare for each stage. It's a myth that you cannot prepare for an interview.

Who is Deloitte?

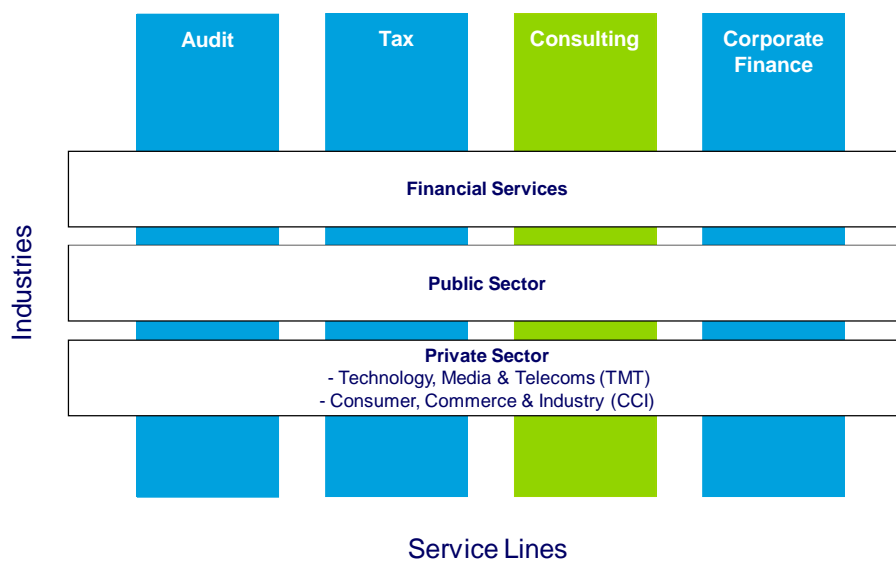


Our Consulting practice is at the intersection of insight and action

“We will be the recognised leader in helping clients solve complex business problems, differentiated by our ability to execute on the advice we provide”



Deloitte has a combination of Industry Groups and Service Lines



Career Opportunities

Deloitte offer a variety of professional qualifications to study within these service lines.

Audit	Tax	Consulting	Corporate Finance
<ul style="list-style-type: none"> • Core Audit • Public Sector Audit • Enterprise Risk Services: Controls, Data Analytics, Security, Resilience , Testing and Penetration Testing & Ethical Hacking • Audit - Financial Services • Risk and regulation • Entrepreneurial Business • Contract risk & Compliance (software & general) 	<ul style="list-style-type: none"> • Corporate Tax • Indirect Tax • Private Company Services • Tax Management Consulting • Transfer Pricing • Tax Depreciation • Dispute Resolutions • Global Employer Services 	<ul style="list-style-type: none"> • Strategy • Operations • Technology • Finance • People & Programmes • Customer • Actuarial & Pension Services 	<ul style="list-style-type: none"> • Corporate Finance Advisory • Transaction Services • Restructuring Services • Analytic & Forensic Technology • Drivers Jonas Deloitte

Opportunities for students with a Technical Background

Degree Disciplines

'I can't apply to Deloitte for a graduate job because I don't have a finance or business related degree...'

- **Deloitte does not specify a particular degree** for Technology Consulting.
- Deloitte actively seeks to attract students from a wide variety of backgrounds.
- Many graduates from 'non-relevant' degree disciplines go on to become high achievers in the firm.
- Skills gained from technical degree are particularly desirable to Deloitte.
- We have an extensive programme of formal and informal training.
- We are committed to personal mentoring and coaching where it is needed.

Your Transferrable Degree skills

'Will anything I've learnt at University be relevant?'

The skills gained from technical degrees are highly valuable. e.g.

- Team work
- Problem Solving Skills (Good for Business Requirements, Process Maps)
- Analytical skills
- Attention to Detail
- Time Management
- Communication skills
- Adaptability
- Synthesizing evidence
- Lateral Thinking

Demand for industry related knowledge in various service lines;

- Energy, Infrastructure and Utilities
- Life Sciences

Your Advantage as Irish Students

Leaving Cert Maths and English

- A higher computational proficiency of maths
- Taking these subjects at Leaving Certificate level versus the UK where it is optional after GCSE (Junior Cert)

Some of you have done 1 year extra at University (Ireland – 4 years)

- Greater level of maturity
- Some of you may have completed work placements
- Many have undertaken significant research work

Sciences for Leaving Certificate popular among Tech Disciplines

- Problem solving skills
- Analytical ability
- Attention to detail

Why London?

No. 1 Financial Services Hub in the world (FT, 2011)

- London is ahead of both New York and Hong Kong
- 241 foreign banks in London
- \$1.9tr foreign exchange turnover each day in London

Diversity and Opportunity

- So much scope to work in many sectors and industries
- Financial services, Technology Media and Telecoms, Consumer Commercial Industrial
- A multi cultural working environment
- A huge asset on your CV

Recreationally

- Many Tourist Attractions – 25 million visitors every year
- A well networked transport system
- Home to the Olympic Games in 2012!

What do we provide?

First class graduate programme

- International training course
- Specific service line development
- Professional qualifications e.g. CIMA, ISEB
- Competitive salary and excellent benefits
- Responsibility and client exposure from day one
- Continued support and mentoring throughout
- Analyst community events/socials
- Clubs and societies



Applying to Deloitte

The Application - What are we looking for...?

Academics

- 320/26 UCAS tariff points or 450 Irish Leaving Certificate points
- 2:1 in an honours degree
- GCSE grade B or above for Maths and C or above for English Language
- International qualifications are considered

Work Experience

- At least one example of work experience lasting 4 weeks or more in an office environment or teaching abroad
- At least 1 significant position of responsibility at University/Social Club
- Various other extra-curricular responsibilities/activities

Career Motivation

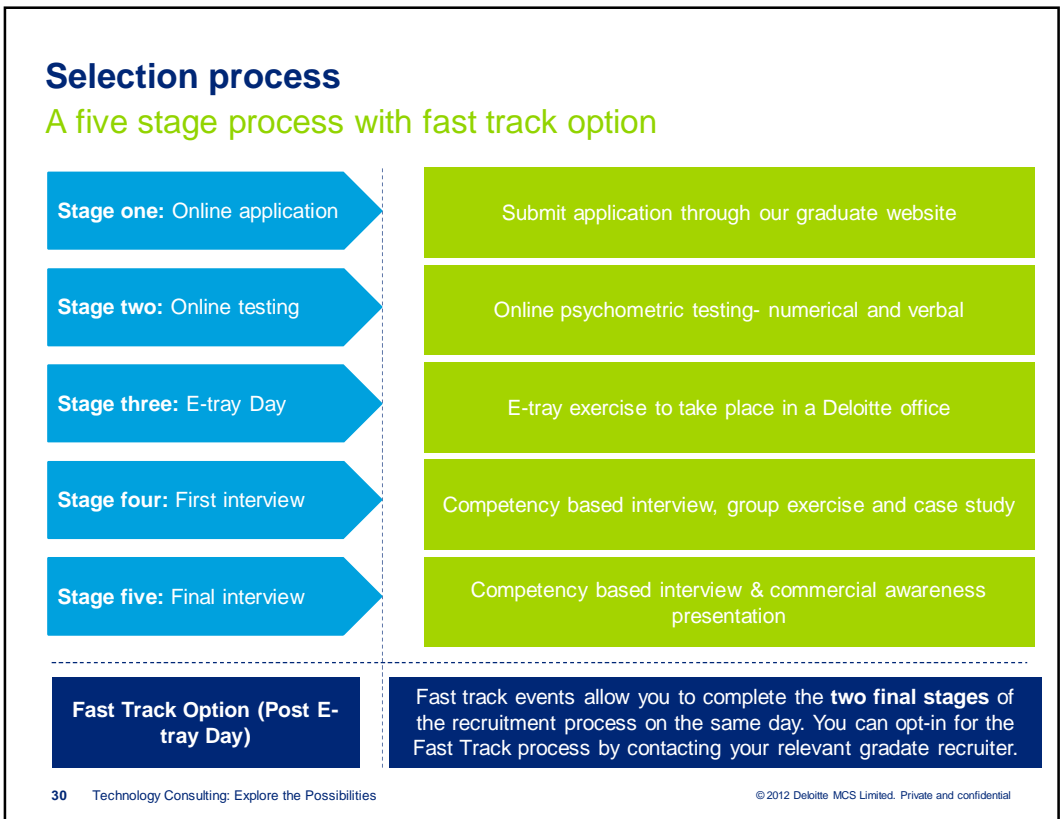
- Why Deloitte?
- Why Consulting?
- Why the preferred area of Consulting (if applicable)
- What do you think you'll be doing as an Analyst in Consulting?
- Be sure to mention professional qualifications! (ISEB + CIMA)
- Be specific!

What are we looking for?

- All degree disciplines
- Energy and enthusiasm
- Desire to make an impact and create change
- Key competencies:
 - Teamworking and communication
 - Problem solving ability
 - Flexibility and adaptability
 - Leadership capabilities
- Vision to see possibilities where others do not
- A sense of humour!



Selection process



Opportunities

London Opportunities

Graduate Roles, Industrial Placements and more...

Graduate Roles

- c.300 graduate vacancies across all Consulting competencies (Strategy now closed)

Industrial Placements

- 8 Technology Placements (12 months)
- 4 Technology Placements (6 months)

Summer Vacation Placements

- 26 placements available across all Service Areas
- 10 Actuarial placements

Belfast Opportunities

Graduate Roles, Industrial Placements and more...

Graduate Roles

- 35+ graduate vacancies
- Operations, Finance and Technology teams
- National Solutions Centre

Industrial Placements

- 9 placements available in the National Solutions Centre
- 2 placements available in Finance

Summer Vacation Placements

- 2 placements available in Technology starting end of June 2012

National Solutions Centre

A new Centre of Excellence in Belfast

Systems Development – combining agility and discipline

Quality Assurance – pairing innovation with dependability

Analytics Services – delivering insight and foresight

What sort of work do we do?

Your average day in the NSC

- Our development practices are some of the best. We use Agile methodology from capturing business requirements through to testing
- We are technology agnostic - Opportunity to develop your skills in .NET, Java, Adobe Flex, Open Source software etc
- Because of the range of clients Deloitte work with the chances of working on the same type of project twice is rare if not none
- We are also heavily involved in quality assurance projects ranging from testing new software through to large scale IT Modernisation projects
- There is no such thing as a typical day or even a typical project. Each day will provide you with an opportunity to learn something new and face new challenges



What's next?

Get the edge on others

Application skills workshop:

Our team of recent graduates will give you an insight into our application process.

When Tomorrow! Tuesday 31 January, 5.30pm – 6.30pm

Where Q010, Quinn Building, UCD

Stay in touch

Graduate recruitment mailbox:
irishgradrec@deloitte.co.uk

Graduate website:
www.deloitte.co.uk/graduates



It's your future.
 How far will you take it?

Get in touch

Connect with us

The best way to discover more about Deloitte is to get in touch with us directly. There are many ways you can do this.

1. Events

Meet us face-to-face at one of the numerous events we host across the country – everything from insight days to careers fairs. You'll find a full list of these at www.deloitte.co.uk/graduates/events

2. People profiles

Visit www.deloitte.co.uk/graduates/peopleprofiles to hear directly from employees at all levels within the firm.

3. Buddy scheme

This scheme puts you in touch with people in the area of business you're interested in – and gives you a chance to ask any questions you might have prior to your application. For more information, visit www.deloitte.co.uk/graduates/buddyscheme

4. Social media



facebook.com/yourfutureatdeloitteuk



twitter.com/DeloitteJobsUK

Thank You,
Any Questions?