



Deloitte is acquiring cloud-based consulting services firm, Blue Spurs Consulting Inc., to enhance its capabilities in Cloud and emerging technologies, and increase its presence and services nationally, and specifically in Atlantic Canada. Founded in Fredericton, New Brunswick in 2012, Blue Spurs Consulting builds custom technology solutions, develops and migrates services for Cloud, and hosts and maintains both applications and infrastructure, enabling clients to optimize their technology through custom solutions and managed cloud offerings.

“Pairing up with Blue Spurs makes for an enticing duo, enabling us to combine our Cloud Transformation forces and bring leading-edge capabilities to the market, while giving us an expanded presence in Atlantic Canada, something our clients will immediately notice,” said Sébastien Blais, Managing Partner, Consulting at Deloitte Canada. “Our mutual strides in Cloud and emerging technologies like IoT and Machine Learning will help drive superior growth and lend itself to helping our clients grow, accelerate their product development, expand capabilities, and solve new business problems.”

Blue Spurs Consulting’s team of 70 employees will integrate into and support Deloitte Canada’s Consulting practice, specifically the Core Business Operations Offering Portfolio under Cloud Engineering Offerings, helping the firm significantly extend its capabilities nationally, and specifically in Atlantic Canada. Blue Spurs’ team also brings valuable access to deep domain expertise and services across many industries. With an increased focus on data management, paired with Deloitte’s established practices in many areas including AI, Blue Spurs Consulting will drive value in all areas of business.

“We’re excited to be joining Deloitte, as it opens up a new host of opportunities for both practices,” said Mike LeBlanc, CEO of Blue Spurs Consulting Inc., joining Deloitte as a Consulting Partner. “Leveraging Deloitte’s global access to lengthen our reach, coupled with our emerging technology focus, will provide real value to customers and open up new pathways to successful digital transformations.”

Blue Spurs Consulting also includes a cloud-based computer vision application service for object recognition, leveraging machine learning and IoT services to extend current IP camera infrastructure for powerful and cost effective vision-based applications.

“Integrating Blue Spurs into the firm is a big step towards strengthening our priority capabilities nationally, but also in increasing our presence and services in Atlantic Canada,” said Karin Wiens, Partner, Consulting, Cloud Engineering National Leader at Deloitte Canada. “Bolstering our efforts is the team’s vision-based software, strong alliances with key Deloitte global alliance partners, and the 70 employees joining Deloitte in the region.”

As one of only ten Amazon Web Service (“AWS”) Advanced Consulting partners in Canada, Blue Spurs is a winner of the 2018 IoT Edge Computing Excellence Award, the Globe and Mail’s Canada’s Top 100 Small & Medium Employers for 2019 list, and is the top Cloud/IoT firm in the Eastern market.

Deloitte’s Canada Corporate Development Office (CDO), led by Alexandre Baril, actively pursues and responds to merger, acquisition, and alliance opportunities that align with the firm’s commitment to client service excellence. Each acquisition demonstrates Deloitte’s commitment to providing integrated services that help its clients respond to the most significant challenges and opportunities facing their business.