



RISE WITH SAP. SOAR WITH ACCENTURE

Welcome to this brand-new edition of Accenture Live where we bring to you, perspectives from the leading voices at Accenture on the hottest topics and trends shaping technology, the future of businesses and exciting new opportunities for the talent of today.

The unprecedented times have pressed a fast forward button for all of us. We have seen some radical changes in the way businesses are done. Today, innovation is not just a 'good to go' but a crucial imperative to accelerate growth. And this has undoubtedly opened incredible avenues for all of us to lead with impact.

Exciting times.... Let me quickly introduce myself – I'm Ashish Goyal and I lead SAP Business Group at Advanced Technology Centers India and I am happy to kick off this exciting episode on "Rise with SAP and Soar with Accenture." With my team.

The COVID crisis has massively accelerated the need for digital transformation and most importantly for global re-platforming and moving business into the cloud. As companies think about how they need to transform and adopt, SAP is focused on helping their customers find the right path.

But before, we move into the topic, let me introduce you to the team today

Bruce is our SAP Business Group Lead - AAPAC (Africa, Asia Pacific): passion about Volleyball and Cricket; looking for the upcoming Ashes tour

Sejal - SAP Cloud Lead – ATCI; a movie buff and a classical dancer

Jayanthi - SAP Technology Lead – ATCI; who keeps finding new path off the field and in the world of tech as well

Thank you for joining us.

SAP is making the right moves in the cloud world and Rise is the primary go to market sales motion driving business transformation as a service, help redesign business processes, reduces complexity to help change the user mindset and stay ahead of competition.

But before I go further let me ask the team to share 2-3 words that comes when we think about RISE;

Let me start with Bruce

Bruce: New Commercial Model, One Contract with Single handshake

Sejal: Cloudification Journey, License to Subscription

Jayanthi: Business Transformation as a Service, Innovation on Business Technology Platform

(Each speaker elaborates on the words)



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It's very interesting to come up with such a strong word map, and as all of you have rightly put through this conversation the magnitude of this platform. Let me sum it up for our viewers.

And that's exactly what RISE with SAP is, It's a new way of working. A new commercial offer with one contract for software and cloud infrastructure as a service. Some of the salient features included in RISE bundle and not limited are:

- (1) S/4 HANA as a software with an option of subscription
- (2) Business intelligent diagnostics for transformation, with the power of Signavio
- (3) A choice of deployment model for S/4 on private or public on preferred hyper scaler
- (4) A unified, collaborative, and intelligent networks through Networks of Networks
- (5) Enhanced and improved Business Technology Platform to strive innovations.

SAP and Accenture are not just good partners who work well together when we are at a joint customer. We are partners who co-invest, co-create and commit from the very top that we will make one plus one equal 10 for our clients.

To dive further into this exciting partnership, Sejal, could you elaborate how this partnership brings together the best of Accenture and SAP to enable clients accelerate their business transformation to Cloud? In other words, "What is so unique about SOAR with Accenture"?

-Intro to SOAR

We have been defining and executing client specific SAP transformation journeys since a few decades now and have equally strong experience and experience in the area of Cloud and innovation.

Bringing all our expertise and experience together we defined a complementing offering named SOAR with Accenture

A new cloud enabled, end-to-end business transformation offering with RISE across industries, functions and extensibility architecture, unlocking new markets and creating value for our clients, faster to new heights.

SOAR with Accenture reflects a step change in the way we sell, solution and deliver – to help our clients unlock the value RISE with SAP faster, more efficiently and with confidence

Accenture Accelerators under SOAR with Accenture are



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1. Industry & Function expertise- we have deep experts across 40+ industries and key functions who are very well recognised in the market and some of them being luminaries too. These experts have helped defined industry and function specific processes, developed lots of thought leadership and ready to use assets and accelerators. For example the supply chain process or issues faced in a mining company is very different from a retail or a utilities company
2. Cloud - Deep experts who have helped defined a platform -myNav to hand hold a client's cloudification journey e2e
3. End to End services – we provide for Advisory, Consulting, landscape assessments, Discovery, Business Process services, Implementation and Run services to our clients depending on client needs
4. Extensibility & Integration – Experts who have developed 180+ apps using BTP technology, most of them co-created along with clients to help provide an Innovation runway to the clients. We not only have SAP BTP tech experts, we also have experts who have experience working across ecosystem partners for example how to integrated SAP S/4 with MSFT Teams to provide for a seamless, easy to use interface to a client who is anyways leveraging Teams as a mode of communication and collaboration

All of the above underpinned by a rich and strong delivery methodology and framework ensuring consistency and risk-free delivery of services to our clients and 3 differentiated unparalleled strong platforms- myConcerto, myWizard and myNav

Delivery Methodology (Bruce's perspective) -- Core/Core+

Ashish- Its exciting and yes there is a big chatter in the market and how are clients reacting to the same and what role is Accenture playing?

Could you illustrate with some examples- the market trends and what is our client's reaction to RISE?

Customization for clients based on their digital transformation journey

-- seed in the Innovation for future

On a lighter note, I want to share a quote by Socrates that says, "The secret of change is to focus all your energy not on fighting the old but on building the new." Without a doubt Accenture is shaping the change to create 360-degree value for our people, clients, and communities. Our passion in driving exceptional value with the power of human ingenuity and technology has been at the heart of this success. How can this strong One Accenture purpose enable our talent to SOAR in their careers?

How is Accenture helping talent to SOAR in their careers?



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Jayanthi

My Journey in last 12+ years in Accenture has been very exciting. I started as a SAP Portal Expert and over the period I have rotated myself into NEW and today I am Master Technical Architect & Practitioner. Accenture has always provided me a platform to SOAR my career in newer areas.

We are working on a model of developing full stack skills for our developers and if you compare that to plain ABAP, that opens up very many avenues for the individual.

Cloud has become the integral part of any clients journey, we have been working to get a large part of our teams to be cloud certified and work on the newer areas

With new skills coming our way much faster, we have developed learning tube maps, allowing our people to shape their career better, they can change and shift gears to explore new areas with well-structured view, starting from beginners to architects and more.

While all these are learnings, Accenture also provided me an opportunity to actively participate in Innovation in technology space and along with clients. It is a great experience to showcase novel and unique ideas on a global platform.

Accenture is an organization which truly believes in the culture of Innovation and provides a platform to all its employees an opportunity to learn and explore.

The Intrepreneurship program for budding entrepreneurs in creating out of the box solution, collaboration with Venture & Partners in building white gap solution that helps accelerate business needs, are all opportunity for our people and me to SOAR high in our career

Bruce to bring his view about opportunities beyond India / our talent to make the most of opportunities across geographies?

Ashish's story in the UK

Talking about boundaryless collaboration and growth. At Accenture, we celebrate our Inclusive and diverse culture where everyone feels they belong. Sejal, could you please share what it means for our viewers who are watching us?

'Highlight on I&D

Ashish to give a view of EVP. Sejal to help

Closure

Thank you all for joining us and sharing your insightful views on 'Rise with SAP and Soar with Accenture'.

But before we wrap up, I would like to invite all the aspiring talent watching us to join our largest community of 70,000+ SAP practitioners, gain early access to SAP innovations and be a part of this new phase of accelerated growth.



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Accenture a leader in SAP S/4HANA Application Services in Reports from Gartner and Everest Group and have a long-standing relationship with SAP that extends more than 40 years. Bring your innovative mindset and wish to grow in an inclusive and diverse work environment, join us and soar your career to new heights.

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