



VIDEO TRANSCRIPT

ACCENTURE ON SAP ON AZURE

Paul Daugherty: Hi. I am Paul Daugherty, Chief Technology and Innovation Officer at Accenture and I am here with my good friend and digital transformation partner, Judson Althoff, Executive Vice President of Microsoft's worldwide commercial business. Today, our joint clients are starting an exciting and important journey from SAP environments to Azure public cloud that will give them really distinctive new capabilities and powerful business results. So we've been spending a lot of time talking about how we can you know, capitalize in this opportunity and help our clients on this journey together. Talk about why the partnership between Accenture and Microsoft really works well for our clients and what we can do together.

Judson Althoff: For sure, Paul. So we really bring some unique value together between Microsoft and Accenture and a lot of it is predicated on the work that the three companies are doing together today. Microsoft, Accenture and SAP, have invested in alignment across engineering, across sales, across delivery, across support and we are actually our own mutual customers in fact. If you think about it, Microsoft runs our SAP environment on Azure and SAP runs their S4 environment on Azure and Accenture, of course, runs your SAP environment on Azure. The three companies have really worked together to develop best practices for transforming business processes into the cloud.

Paul Daugherty: You know, Azure is really the only the only platform that offers a really hybrid solution to our customers which is what many of them want in hybrid capability and where they need it along with this widest, you know, global reach that they have. So our clients get unmatched flexibility, the scalability and productivity on demand that helps them get the ROI that they are looking to get through these new solutions. And what they are really looking to get is the ROI with the agility, the improved efficiency and the new capabilities that [they] can get through the combined solution that we can put together with SAP on Azure.

Paul Daugherty: The customers I think about when I think about success and how we can deliver the right client outcomes, are clients like Subsea 7 that we've been working on together for many years in many different ways and with them, again, a digital transformation moving SAP onto Azure to deliver improved return on investment and importantly, in their business, increased agility in their business by accessing new capabilities of the Azure platform being able to tie that in with SAP.

Judson Althoff: What I love so much about this partnership is it is so well aligned with Microsoft's mission to empower every person and every organization on the planet to achieve more. We do that better in working with Accenture. Frankly, we have no better partnership in the industry than the one we have with Accenture and what I am really excited about is all of the great work we can do with our customers. No two digital transformations are alike. They are very unique journeys and the consultative approach that Accenture can drive with the customer and the technology basis and IP portfolio that Microsoft has is a really strong combination to really help make customers of all industries around the world successful. And so, I am really excited about our further engagement and all of the work we can do with our customers.

Paul Daugherty: Yeah, exactly. Me as well. Thanks Judson, great talking to you.

Judson Althoff: Thanks Paul.