



# LESS GUESSWORK AND MORE GREEN VALUE

## VIDEO TRANSCRIPT

**SPEAKER:** From around the globe, it's TheCUBE with digital coverage of AWS re:Invent Executive Summit 2020, sponsored by Accenture and AWS.

**REBECCA KNIGHT:** Welcome everyone to TheCUBE's coverage of the Accenture Executive Summit, part of AWS re:Invent. I'm your host Rebecca Knight.

Today, we're welcoming back two CUBE alum. We have Kishore Durg. He is the Accenture Senior Managing Director, Cloud First Global Services Lead. Welcome back to the show, Kishore.

**KISHORE DURG:** Thank you very much, Rebecca, nice to meet again.

**REBECCA KNIGHT:** Nice to meet again. And Tristan Morel L'Horset. He is the Managing Director Accenture Cloud First North America Growth. Welcome back to you too, Tristan.

**TRISTAN MOREL L'HORSET:** Great to be back and great to see you again, Rebecca.

**REBECCA KNIGHT:** Exactly. Even in this virtual format, it is good to see your faces. Today, we're going to be talking about myNav and Green Cloud Advisor capability. Kishore, I want to start with you. So, myNav is a platform that is really celebrating its first year in existence, November 2019 is when Accenture introduced it, but it has new relevance in light of this global pandemic that we are all enduring and suffering through. Tell us a little bit about the myNav platform? What is it?

**KISHORE DURG:** Sure, Rebecca. You know, we launched it in November 2019 and it is a cloud platform to help our clients navigate the complexity of cloud and cloud decisions and to make it faster and, obviously, innovate in the cloud.

With the increased relevance and especially over the last few months with the

impact of COVID crisis and the acceleration of digital transformation, we are seeing the transformation or the acceleration to cloud much faster. This platform that we're talking about has enabled 140 clients globally, across different industries, to identify the right cloud solution, navigate the complexity, provide a cloud specific solution, simulate for our clients to meet their specific business needs and the clients are loving it.

**REBECCA KNIGHT:** I'm going to go to you now, Tristan. Tell us a little bit about how myNav works and how it helps companies make good cloud choices?

**TRISTAN MOREL L'HORSET:** Yeah, so, Rebecca, we've talked about cloud is more than just infrastructure and that's what myNav tries to solve for. It really looks at a variety of variables, including infrastructure, operating model and fundamentally what client's business outcomes our clients are looking for and identifies the optimal solution for what they need and we designed this to accelerate.

We mentioned the pandemic. One of the big focus now is to accelerate. And so, we worked through a three-step process. The first is scanning and assessing our client's infrastructure, their data lens capability, their application.

Second, we use our automated artificial intelligent engine to interact with – we have a wide variety and library of collected client expertise and we look to recommend what is the enterprise architecture and solution.

Then, third, before we provide with our clients, we look to simulate and test this scaled up model. And this simulation gives our clients a way to see what cloud is going to look like, feel like and how it's going to transform their business before they go there.



REBECCA KNIGHT: So tell us a little bit about that in real life now as companies, so many people are working remotely, having to collaborate not in real life, how is that helping them right now, Tristan?

TRISTAN MOREL L'HORSET: So the pandemic has put a tremendous strain on systems because of the demand on those systems. And so, we talk about resiliency. We also now need to collaborate across data, across people. I think all of us are calling from a variety of different places, where last year, we were at TheCUBE itself. And cloud technologies, such as Teams, Zoom, that we're leveraging now, has fundamentally accelerated. And clients are looking to onboard this for their capabilities. They're trying to accelerate their journey. They realize that now the cloud is what is going to become important for them to differentiate once we come out of the pandemic. And the ability to collaborate with their employees, their partners and their clients through these systems is becoming a true business differentiator for our clients.

REBECCA KNIGHT: Kishore, I want to talk with you now about myNav's multiple capabilities in helping clients design and navigate their cloud journeys. Tell us a little bit about the Green Cloud Advisor capability and its significance, particularly as so many companies are thinking more deeply and thoughtfully about sustainability?

KISHORE DURG: Yeah, so since the launch of myNav, we continue to enhance capabilities for our clients. One of the significant capabilities that we've enabled is the Green Cloud Advisor. Today, Rebecca, a lot of the businesses are more environmentally aware and are expanding efforts to degrees about consumption. And, obviously, carbon emissions and run a sustainable operations across every aspect of their enterprise.

As a result, we are seeing an increasing trend in our option of energy efficient infrastructure in the global market. And one of the things that we did a lot research, we found out is that there's an ability to influence our client's carbon footprint through a better cloud solution and that's what Green Cloud Advisor brings to us.

In terms of a lot of the client correlation that we are seeing in Europe, North America and

others, a lot of our clients are accelerating to a Green Cloud strategy to unlock data, financial, societal and environmental benefit through, obviously, cloud based circular operation and sustainable products and services. That is something that we are enhancing myNav and we are having active client discussions at this point of time.

REBECCA KNIGHT: So, Tristan, tell us a little bit about how this capability helps clients make greener decisions?

TRISTAN MOREL L'HORSET: Yeah, well, let's start about the investments from the client providers in renewable and sustainable energy. They have most of the hyperscalers today, have been investing significantly on data centers that are run on renewable energy. So incredibly creative constructs on how to do that. And sustainability is, therefore, a key item of importance for the hyperscalers and also, for our clients who now are looking for sustainable energy. And it turns out this marriage is now possible.

How can we marry the green capabilities of the cloud providers with a sustainability agenda of our clients? And so, what we look and the way myNav works is it looks at industry benchmarks and evaluates our current clients on capabilities and carbon footprint, leveraging their existing data centers. We then look to model from an end-to-end perspective how their journey to the cloud, leveraging sustainable and data centers with renewable energy. We look at how their solution will look like and quantify carbon tax credits, improve a Green Index Score and provide quantifiable green cloud capabilities and measurable outcomes to our client's shareholders, stakeholders, clients and customers.

And our Green Cloud Advisor sustainability solution has already been implemented at three clients and in many cases, in two cases, has helped them reduce their carbon footprint by up to 400% through migration from their existing data center to Green Cloud. A very, very important item.

REBECCA KNIGHT: That is remarkable. Now, tell us a little bit about the kinds of clients? Is this more interesting to clients in Europe? Would you say that it's catching on in the United States? What is the breakdown that you're seeing right now?



TRISTAN MOREL L'HORSET:

Sustainability has become such a global agenda and we're seeing our clients tie this and put this at board level agenda and requirements across the globe. Europe has specific constraints around data sovereignty, right, where they need their data in country. But from a Green and sustainability agenda, we see clients across all our markets, North America, Europe and our Growth Markets adopt this and we have seen case studies in all three markets.

REBECCA KNIGHT: Kishore, I want to bring you back into the conversation. Talk a little bit about how myNav ties into Accenture's Cloud First strategy? Your Accenture CEO, Julie Sweet, has talked about post-COVID leadership requiring every business to become a Cloud First business. Tell us a little bit about how this ethos is in Accenture and how you're sort of looking outward with it too?

KISHORE DURG: So, Rebecca, myNav is the launchpad to a Cloud First transformation for our clients. Accenture's CEO, Julie Sweet, shared the Accenture Cloud First and a substantial investment to demonstrate our commitment and is delivering data value for our clients when they need it the most. And with the digital transformation requiring cloud at scale, you know, we're seeing that in the post-COVID leadership, it requires that every business should become a cloud business. And myNav helps them get there by evaluating the cloud landscape, navigating the complexity, modeling, architecting and simulating an optimal cloud solution for our client. And as Tristan was sharing, a greener cloud.

REBECCA KNIGHT: So, Tristan, talk a little bit more about some of the real life use cases in terms of what are clients seeing? What are the results that they're having?

TRISTAN MOREL L'HORSET: Yes, thank you, Rebecca. I would say two key things, right, around myNav. The first is the iterative process. Clients don't want to wait until they get started. They want to get started and see what their journey is going to look like.

And the second is fundamentally acceleration. The pandemic, as we talked about, has accelerated the need to move to cloud very quickly and myNav is there to do that. So how do we do that?

First is generating the business cases.

Clients need to know in many cases that they have a business case. And by business case, we talk about the financial benefits, as well as the business outcomes, the Green Cloud impact, sustainability impact. With myNav, we can build initial recommendations using basic understanding of their environment and benchmarks in weeks versus months, with indicative value savings in the millions of dollars of ranges.

So, for example, very recently, we worked for the global oil and gas company and in only two weeks, we were able to provide an indicative savings for \$27 million over five years. This enabled the client to get started, knowing that there is a business case benefit and then iterate on it.

And this iteration is, I would say, the second point that is particularly important with myNav that we've seen in many of the clients, which is any journey starts with an understanding of what is the application landscape and what are we trying to do with those? These initial assessments that used to take 6 to 8 weeks are now taking anywhere from 2 to 4 weeks. So we're seeing a 40% to 50% reduction in the initial assessment which gets clients started in their journey.

And then finally, we've had discussions with all of the hyperscalers to help partner with Accenture and leverage myNav to prepare their detailed business case module as they're going to clients and as they're accelerating the client's journey. So real results, real acceleration and is there a journey to have a business case and, furthermore, accelerating the journey once we are by giving the ability to work an iterative approach.

REBECCA KNIGHT: I mean it sounds as though that the company that clients and employees are sort of saying, this is an amazing time savings. Look at what I can do here in so much – in a condensed amount of time. But in terms of getting everyone onboard, one of the things we talked about last time we met, Tristan, was just how much – one of the obstacles is getting people to sign on and the new technologies and new platforms, those are often the obstacles and struggles that companies face. Have you found that at all or what is sort of the feedback that you're getting from employees?

TRISTAN MOREL L'HORSET: Yes,



clearly, there are always obstacles to a client journey. If there weren't obstacles, all our clients would be already fully in the cloud. What myNav gives the ability is to navigate through those, to start quickly and then as we identify obstacles, we can simulate what things are going to look like. We can continue with certain parts of the journey while we deal with that obstacle and it's a fundamental accelerator. Whereas, in the past, one obstacle would prevent a client from starting. We can now start, address the obstacles one at a time while continuing and accelerating the cloud journey. That is the fundamental difference.

REBECCA KNIGHT: Kishore, I want to give you the final word here. Tell us a little bit about what is next for Accenture myNav and what we'll be discussing next year at the Accenture Executive Summit?

KISHORE DURG: So, Rebecca, we are continuously evolving with our client needs and reinventing for the future. myNav's Green Cloud Advisor manage to help our clients reduce carbon footprint and, again, migrate to a greener cloud. And additionally, we're looking at – you know, capabilities which includes Solving Cloud Advisor with clients, especially in Europe and others that are under pressure to meet stringent data knowledge that Tristan was talking about and Solving Cloud Advisor helps organizations to create an architecture, cloud architecture that complies with the Green – I would say the data authority norms that is out there.

The other element is around data to cloud. We are seeing massive migration for a lot of the data to cloud and there's a lot of migration hurdles that come within that. We've expanded myNav to support assessment capabilities for assessing applications infrastructure, but also covering the estate, including data and the code level to recommend the right cloud solution. So we are pushing the boundaries on what myNav can do. With myNav, your capability to take the guesswork out of cloud, navigate the complexity, we are lowering risk, cost and we are achieving client's strategy and business objectives, while building a sustainable earth within cloud.

REBECCA KNIGHT: Any platform that can take some of the guesswork out of the future, I'm onboard with. Thank you so much, Tristan and Kishore. This has been a great conversation.

KISHORE DURG: Thank you, Rebecca.

TRISTAN MOREL L'HORSET: Thank you, Rebecca.

REBECCA KNIGHT: Stay tuned for more of TheCUBE's coverage of the Accenture Executive Summit. I'm Rebecca Knight.

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