



Partner Profile

IBM hardware and software technology

High performance. Delivered.

Accenture and IBM

Combining deep industry knowledge and unmatched consulting skills with leading technology to deliver large-scale, high-quality, low-risk solutions

Transforming a large organization into a competitive powerhouse requires high-level thinking and expertise in areas ranging from boardroom planning to solution implementation. Committed to delivering innovation through world-class global management consulting, technology services, outsourcing services and technology products, Accenture consistently helps businesses and governments become high-performance organizations. Accenture extends its technology and business capabilities through a powerful network of alliances that helps deliver specialized skills and tailored solutions to each individual client. With deep industry and business process expertise, broad global resources and a proven track record, Accenture can mobilize the right people, skills and IBM technologies to help clients improve their performance. IBM provides leading hardware and software products, along with support to help Accenture leverage and exploit those technologies in Accenture's innovative solutions.

About our alliance

Teaming up for more than nine years, Accenture and IBM deliver complementary solutions to help clients identify and enter new markets, increase revenues in existing markets, improve operational performance and deliver their products and services more effectively and efficiently. When Accenture identifies IBM products to help address clients' business challenges, the Accenture and IBM alliance maximizes project success while minimizing risk and combining unparalleled skills and innovative technologies.

By working directly with IBM's hardware and software product divisions, Accenture has access to the deepest skills and support available. In teaming together our established two-way dialogue focuses on providing product knowledge, training and support, resulting in business value to our clients.

Accenture solutions enabled by IBM technology

- Infrastructure Automation Offering featuring IBM Tivoli® orchestration and provisioning software—A collection of methods, tools and processes necessary to transform an IT infrastructure into a self-assessing, dynamically provisioned, utility-centric computing environment using IBM Tivoli Provisioning Manager and IBM Tivoli Intelligent Orchestrator software.
- Claim Components Solution for Insurance featuring IBM WebSphere® integration middleware—Handles claims from first notice of loss to payment, helping to improve the effectiveness of claims personnel, while rapidly integrating with external providers' and insurers' existing systems.
- Alnova Financial Solution featuring IBM® @server® hardware and WebSphere software—Offers a comprehensive technological banking solution with a special focus on retail banking needs; handles traditional banking business products (e.g., deposits, loans and cards) as well as other, nontraditional products such as foreign trade, investment funds, pension plans, securities and insurance distribution.

Key practice skills

- Thousands of Accenture professionals, many of whom participate in subject matter expert (SME) communities, are skilled across IBM technology products.
- Employees in Accenture's Alliance Services division work closely with IBM on all aspects of the relationship.
- More than 50 full-time IBM professionals are dedicated to the Accenture and IBM alliance.

Stock symbol

NYSE: ACN

Value Proposition

Leveraging deep industry and business-process expertise, as well as leading technology, to improve clients' businesses and deliver enterprisewide value

Impact

Ability to resolve the most challenging client problems using IBM technology

Differentiators

Proven methodologies, tools and processes combined with time-tested technology to create customized solutions for clients

About Accenture

Accenture is a global management consulting, technology services and outsourcing company. Committed to delivering innovation, Accenture collaborates with its clients to help them become high-performance businesses and governments. With deep industry and business process expertise, broad global resources and a proven track record, Accenture can mobilize the right people, skills and technologies to help clients improve their performance. With more than 123,000 people in 48 countries, the company generated net revenues of US\$15.55 billion for the fiscal year ended Aug. 31, 2005. Its home page is www.accenture.com.

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