



LEADING IN THE NEW: ACCENTURE VENTURES

VIDEO TRANSCRIPT

essential to us critical to us an
00:06
organization who were more interested in
00:08
how we grew than anything else we could
00:11
never have gotten there without
00:12
Accenture they've made a huge difference
00:15
open innovation focuses on how we
00:18
collaborate with startups universities
00:20
charities accelerators and other
00:22
companies see how we can bring new and
00:24
innovative ideas to ourselves but also
00:27
to our close the large organizations and
00:29
the fast-moving world can't invent
00:32
absolutely everything themselves
00:33
so we believe they really need to be
00:35
working with the startups to make the
00:37
most of the new technologies Accenture
00:39
has a great network of Fortune 500
00:40
companies who are always looking for new
00:42
talent and for us to bring them new and
00:44
innovative ideas one of the easiest ways

00:46
for us to do that is scanning the market
00:48
for the best startups out there
00:49
partnering with them and going jointly
00:51
to our fortune 500 to test the
00:53
conversation about how they can leverage
00:54
new technologies to do things faster
00:56
cheaper and in more creative ways
00:59
Accenture has a very unique role in
01:00
terms of how we get involved in the
01:02
ecosystem we have these great
01:03
relationships with both the startups and
01:05
the corporates to also understand those
01:07
problems and challenges both have
01:09
running started is very very difficult
01:11
we'd come to a point where we needed
01:14
industry expertise to help out our team
01:17
and to galvanize us to push us you know
01:20
going forward the center Innovation Lab
01:21
is a 3-month accelerator program we
01:24



offer training coaching and mentoring to
01:26
a group of startups it's highly
01:28
competitive we have around 350
01:30
applications for this year's cohort and
01:32
are those we select 20 who we believe
01:35
are high potential and have got a good
01:37
product that they can later scale what
01:39
we've built is a research assistant that
01:41
allows financial professionals to be
01:43
able to ask questions about the
01:44
financial markets and their generates
01:46
the reports how did the US markets
01:49
perform during a boiler crisis which SMP
01:51
500 company performs the worse where
01:54
Donald Trump makes a tweet coming on to
01:56
this program has given us the boost that
01:58
we need help us realized the value of
02:00
what is that we're trying to offer you
02:02
know to our potential clients so based
02:04
here in the trumpy Republic it's a
02:06
co-working space we believe it's
02:07
beneficial to the startup to will be
02:09
based in the same space they can help
02:11
each other with similar issues
02:12
that they might face and we also see a
02:14

lot of ideas being bounced about being
02:17
on this program is absolutely a game
02:18
changer for us the other startups are
02:21
very high caliber and everybody's
02:23
willing to share and give feedback to
02:24
each other so that's been amazing the
02:27
number one challenge for startups is
02:29
getting access to big time one they
02:31
don't know who the press people are and
02:33
twos the drawers just aren't open to
02:34
them what Accenture does is bring them
02:37
directly to the right people all you
02:38
need to talk to if we know those people
02:40
we've been working with them for the
02:42
last 20 years membrane is a biometric
02:44
authentication company that does facial
02:46
voice and behavioral authentication in
02:48
any channel in the banks getting to
02:51
decision-makers getting to people with
02:52
budget is nearly impossible it's very
02:54
very hard one thing we found with the
02:56
sensor is the ability to open doors and
02:59
put us next to them we feel connected to
03:01
the epicenter of FinTech in London we've
03:04
tried to access these executives before
03:06



in the past and it's been very very
03:08
difficult so for us it's almost like a
03:10
lifeline the focus of open innovation is
03:13
value to our startups to the corporates
03:16
we work with but also that Accenture are
03:18
learning a win-win for everyone I love
03:20
the energy
03:21
I love the people and the passion they
03:23
have for their product and I love the
03:25
enthusiasm everybody wants to talk about
03:27
innovation and it creates a really
03:29
passionate and really brilliant
03:31
environment this isn't just a way of
03:33
delivering work or a way of thinking
03:34
it's all about partnerships we partner
03:37
with what is the latest technology what
03:39
is the latest where you work it's ever
03:41
evolving and it just has that level of
03:43
magic about
English (auto-generated)

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