

## **AWS Partner Success: Accenture**

### Video Transcript

AWS' customer focus helps Accenture because we're customer focused. It makes sure that we're on the same page. We are able to go to customers and we're all going for the same goal. And that's to make our customers successful.

Text on screen: Chris Wegmann, Managing Director, Accenture

I'm Chris Wegmann, Managing Director with Accenture. Accenture is a global services integrator. Our mission day-to-day is to help Fortune 500 companies make the transition to digital.

Text on screen: Tony Harris, Principle Director, Emerging Technology, Accenture

What uniquely positions Accenture is our ability to help enterprise clients navigate through both cloud opportunities and challenges around cloud. With our deep technology and platform skills and our broad industry knowledge, we can offer our clients unmatched end-to-end cloud services.

We kind of do it all, which is very helpful for our customers. They only have to go to one provider to get all the different types of services they need. Back In 2006, Accenture started working with AWS to leverage EC2 and S3 in our labs, and as the years progress we leverage more and more AWS technologies to deliver Accenture's services to our customers.

Today we extensively use everything from EC2 and S3 all the way up to Kinesis and Lambda in dozens and hundreds of projects around the world.

There's multiple drivers why Accenture started working with AWS. First of all the technology. AWS is putting out some great technology. They continue to innovate in the cloud space, so we want to leverage that technology to build solutions for our customers. The business drivers for Accenture to work with AWS primarily come from our customers. They want us to provide deep AWS capabilities and to do that we need to be partnered with AWS.

We look at the AWS Partner Competency Program as the way for AWS to highlight APN partner members who are showing or demonstrating technical proficiency by being recognized as an AWS partner globally, almost in every region. I think it sends a message to our clients that we are committed to cloud.

So that they know they're getting the best capabilities they can get to support them on their journey at AWS. The Accenture AWS Business Group came into existence based on demands and requirements from both AWS and Accenture's customers.

The opportunity we had is to really put a formal mechanism in place that allows two market leaders to collaborate, to make the adoption of AWS and public cloud simpler for our clients. So simply put, the clients are now getting the best of Accenture plus the best of AWS with both of us focused on reducing uncertainty for our clients while improving speed to value. AWS' prioritization of customer is very much aligned to Accenture's core values and our priorities, so we know that AWS is going to be responsive to our clients' needs.

Because we have the same point of view, we're able to help our customers deliver much faster and get the most value out of AWS. A lot has changed over the last 10 years since cloud hit the market. Customers are asking for the next generation of capabilities. We believe we've got those capabilities and AWS is reassuring us that we have those capabilities that our customers are asking us for.

Accenture

Amazon Web Services