



# STEVE TALKS RELEVANCE, INNOVATION AND END TO END

Hi, my name is Steve Willis. A bit of background on me, so I've been with Accenture for about fourteen years prior to that with another large consulting business. My background has been building, running and consulting. Over that time in a variety of areas everything from change management through engineering ,strategy, innovation, digital a whole bunch barriers which is one of the interesting things about Accenture you can do lots of different things. Let me talk a little bit about Accenture. Why is Accenture special? Why do we think Accenture is special? More importantly why do our clients and our people think Accenture special? The number of dimensions: one is we are a truly global organisation but we are locally relevant. The next thing is, when you think about, when we think about who is Accenture and we talk to our clients, one of the things they really value is our ability to bring both their global and local perspective and help them innovate around their business models, around the technology that they use, innovation is a very very strong theme for us. We invest a lot of money every year in R&D.

We require lots of new companies that have great capabilities and everything from digital through security through cloud and that capability is exposed to everyone that works for us. It's an opportunity for everyone to learn about XX. Next is around the end-to-end nature of our organisation, we literally can do everything from helping an organisation have all the strategy and think about their direction right the way through helping them build the operating model through consulting, helping them build the technology that serves, helping them digitise their entire organisation, move from one channel to another from a physical to virtual channel and finally we can help them operate their business. But no other business can do that and what that gives the people that work for us is an opportunity to be exposed to everything in the entire value chain of the way a business operates. It's not possible to do in many organisations.

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