



ACCENTURE AND HPE PARTNER TO TAKE CUSTOMERS TO THE HYBRID CLOUD

VIDEO TRANSCRIPT

00:06
The HPE partnership has been phenomenal for us.
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I mean, particularly over the last
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couple years we have really increased
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our relationship and our kind of joint
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go to market activity significantly.
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We are very much a hybrid cloud centric
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company and what we're delivering to our
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clients and we see the HPE products as
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being industry-leading, market-leading
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and we're incorporating them into many
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of our solutions.
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The biggest challenge and the one that
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we're really trying to address is the fact
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that whether they know it or not, our customers
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are living in the world of hybrid cloud
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you have applications running in the data center
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you have applications that are running
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through SaaS providers or software
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providers such as Salesforce
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you have some applications running
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in the public cloud but, even more so recently
now,
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applications are running at the
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enterprise edge, things like IOT, digital
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experiences happening in the offices and
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retail stores and all that. Our job now
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is to figure out how do we help deliver
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that hybrid cloud experience and make
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wherever customers are running their
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applications make sure they're running



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reliably, consistently and securely and
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that's what we're working with HPE on
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delivering
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We kind of work from the inside out to a
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degree. We describe how, you know, at the
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core is the data center and from our
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solution approach what we want to do is
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work to provide really heavy automation
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in the data center for our customers
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and then, working at the edge, it's about
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being able to deliver applications and
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an application experience at the edge.
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We are ramping up our pursuit and our
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relationship with HPE around the
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on-premise private cloud business and
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listen, Accenture has been very much on
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the forefront of public cloud what we're
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realizing is that customers want to be
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able to run the applications anywhere
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within that hybrid cloud environment.
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Really excited about this it has become
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about really core to our overall strategy
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and our relationship
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is going to blossom.

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