

# Accenture Is A Leader Among Services Providers For Next-Generation Oracle Applications

Excerpted From The Forrester Wave™: Services Providers For Next-Generation Oracle Applications, Q4 2018

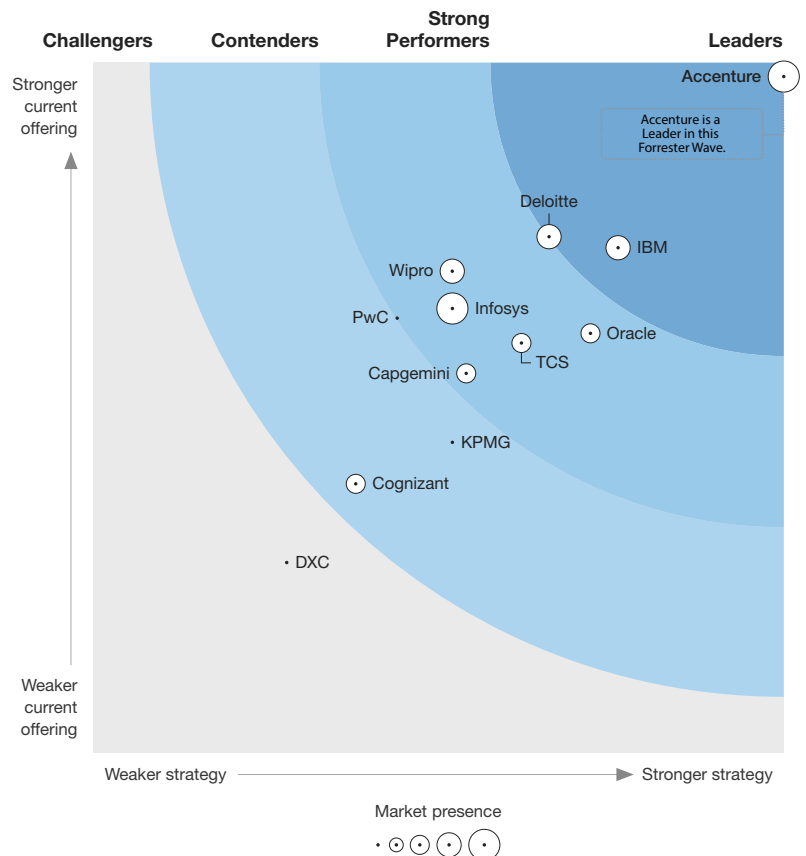
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## Accenture Is One Of The Largest Oracle Partners And Is Very Invested In The New

Accenture has a dedicated Oracle Business Group that works closely with other groups such as strategy and consulting. It serves end-to-end customer needs from cloud strategy to intelligent automation. Across virtually all Oracle cloud apps, Accenture has a leading number of certified resources and client engagements, with the exception of Oracle’s data-as-a-service offering. Case studies demonstrate a holistic services approach: For example, Accenture Interactive and the Oracle Business Group services combined to develop a new operating model for a leading telco with the Oracle Customer Experience (CX) Cloud to transform lead management. Accenture’s reference customers praise its ability to integrate seamlessly with customer teams.

Accenture has made major investments in accelerators and platforms to help clients innovate faster and become intelligence-driven. Specifically, its platform for Oracle houses hundreds of millions of dollars’ worth of research and IP to speed up projects and bring best practices to engagements. Accenture has also pioneered commercial models, such as bundling new and existing licenses with services for simpler pricing that aligns with outcomes. Accenture is well suited to those with the biggest and boldest Oracle deployments.

**FORRESTER WAVE™:** Services Providers For Next-Generation Oracle Applications, Q4 2018



**Accenture Evaluation Overview**

CURRENT OFFERING

Design capabilities	Accenture offers superior capabilities relative to others in this evaluation, including: a design approach spanning experience design and architecture design; strong evidence of applying these capabilities to the Oracle practice, with clear and compelling client examples; and global scale, with more than 200 design resources who worked on Oracle projects in 2017.
Business consulting	Accenture offers superior capabilities relative to others in this evaluation with significant scale and breadth (industries, geographies, and functions) and examples relative to others in this evaluation. It emphasizes change-the-business work across the whole enterprise – not technology/IT advisory.
Implementation services	Accenture offers superior capabilities relative to others in evaluation, including superior global scale, depth, and breadth of resources (across modules/products, industries, and geographies) and superior methodologies with emphasis on cloud.
Ongoing support	Accenture offers superior capabilities relative to others in this evaluation, with more than 5,000 with capabilities across the globe, clear use of modern methods to ensure value for Application Management Suite (AMS), proof points of differentiation, and AMS at scale at major named clients.
Public digital transformation proof points	Accenture offers superior capabilities relative to others in this evaluation, demonstrated by publicly available proof points that show significant business transformation for enterprise clients and relevance to next-generation Oracle apps work.
Automation	Accenture offers superior capabilities relative to others in this evaluation with an effective balance of internally developed IP and third-party expertise; customer proof points show both increased efficiency and improved customer or user outcomes.
Artificial intelligence	Accenture offers superior capabilities relative to others in this evaluation of embedding AI capabilities or tools to enhance Oracle offerings (not including AI capabilities embedded in Oracle apps) beyond automation, including deploying bots to enhance the outcomes of Oracle offerings. At least 5% of Oracle apps services engagements leverage AI capabilities/tools, and examples of driving business outcomes to enhance Oracle offerings are clear and compelling.
Digital studios	Accenture offers superior capabilities relative to others in this evaluation, including incorporation of Oracle-specific expertise in studios, more than 25 studio locations, and strong proof points of leveraging studios in Oracle work.

**Accenture Evaluation Overview**

Accelerators	Accenture offers superior capabilities relative to others in this evaluation, demonstrated by breadth and depth of library of prebuilt IP, a focus on industries, leading edge cloud transformation accelerators, and strong proof points that demonstrate accelerated time-to-value.
HR Cloud	Accenture offers superior capabilities relative to others in this evaluation, including clear and compelling client examples, global scale of product capabilities (with more than 25 over-\$100,000 projects completed in 2017, and 150 consultants. Compelling customer examples demonstrate employee-experience-focused improvement.
ERP Cloud	Accenture offers superior capabilities relative to others in this evaluation, including clear and compelling client examples, global scale of product capabilities (with more than 50 over-\$100,000 projects completed in 2017), 200 consultants, and compelling customer examples that demonstrate business change.
EPM Cloud	Accenture offers superior capabilities relative to others in this evaluation, including clear and compelling client examples, global scale of product capabilities (with more than 15 over-\$100,000 projects completed in 2017), 100 consultants, and compelling customer examples that demonstrate business change.
SCM Cloud	Accenture offers capabilities on par with others included in this evaluation, with more than five over-\$100,000 projects completed in 2017, 50 consultants, and compelling customer examples.
Customer Experience Cloud	Accenture offers superior capabilities relative to others in this evaluation, including clear and compelling client examples, global scale of product capabilities (with more than 15 over-\$100,000 projects completed in 2017), 100 consultants, and compelling customer examples.
Analytics Cloud	Accenture offers superior capabilities relative to others in this evaluation, including clear and compelling client examples, global scale of product capabilities (with more than 10 over-\$100,000 projects completed in 2017), 100 consultants, and compelling customer examples.
Data-as-a-service (DaaS) offering	Accenture offers capabilities on par with others included in this evaluation, with more than two projects completed in 2017 and 25 consultants.

## Accenture Evaluation Overview

### STRATEGY

Vision	Accenture has a superior vision relative to others in this evaluation. It is on the leading edge of industry shifts and can demonstrate it through thought leadership with evidence of making investments to execute on the vision.
Market approach	Accenture has a superior market approach relative to others in this evaluation; evidence by clear, consistent evidence that stands apart from competition of being able to show — not tell — and make it easy for customer to navigate the portfolio of solutions, understand how those apply to them, and engage.
Innovation road map	Accenture offers a superior innovation road map relative to others in this evaluation, including significant innovation in areas relevant for digital transformation as evidenced by scale of R&D, patents, results, and proof points.
Partner ecosystem	Accenture’s partner ecosystem is superior relative to others in this evaluation; it is a Global Cloud Elite partner with proof of significant, differentiated partner activities with Oracle relevant for digital transformation.
Commercial model	Accenture offers a superior commercial model relative to others included in this evaluation; pricing supports new ways of engaging clients — such as outcome-based, milestone incentives, or other demonstrated approaches with proof points and referenced client names.

We work with business and technology leaders to develop customer-obsessed strategies that drive growth.

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