



SALESFORCE

VIDEO TRANSCRIPT

Anthony Morris, Global Head Banking, Salesforce Industries: Salesforce and Accenture together bring a vision for what a modern digital connected banking experience can actually be.

Rohit Mahna, SVP & General Manager, Financial Services, Salesforce: The word is alignment and that's what makes this partnership so powerful not only for us but powerful for the customer because alignment means we're not only connected at the partner level but connected to the industry level and again at the product level.

Stephanie Sadowski, Managing Director, Salesforce Lead: We have over 16,000 professional that are doing Salesforce with our clients around the globe and when you couple that with the consulting and the strategy that we can bring we can transform clients like no one else can.

Richard Lumb, Group Chief Executive, Financial Services, Accenture: Our clients are wanting innovation and industry specific solutions and we've developed 7 Financial Services full force solutions with Salesforce across banking insurance to Investment Management wealth management which is very specific and customized to those industries.

Anthony Morris: We worked hand in glove with one of the largest banks here in the United States at a very sensitive and pivotal moment in their transformation in the market

Rohit Mahna: They needed a partner that had the thought leadership and they needed the technology vendor who thought about solutions...

Anthony Morris: The power of Accenture and the power of Salesforce were able to navigate that customer through very challenging times and to be able to start deploying this new technology and this new experience.

Rohit Mahna: When a client is looking at partners these days they've got a lot of options and what Accenture and Salesforce are doing is we're coming in as a team.

Richard Lumb: We're very focused around how do our clients transform with salesforce this is not just about implementation the system this is around the transformation of the business and we're incredibly focused and dedicated around that.

Stephanie Sadowski: We have done these implementations with banks insurance companies capital markets companies all over the globe and we know what your business is and where your pain points are more importantly what are the trends for tomorrow and where you're going.

Rohit Mahna: ...and that's why the power of the team is so important because at the same time as we understand the problems we can determine what's the right road map to get a customer there.

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